**Survival Challenge ACTIVITY**

*Purpose*: Discover how emotions effect the success of negotiations

*To be read to the candidates:*

There are 19 people on a yacht. The yacht has developed a leak and is taking on water. There is only one lifeboat and it will only accommodate 13 people – not one more can fit and there are no more lifeboats or life jackets.

Your group must come to an agreement as to which of the 13 people get to go in the lifeboat and be saved. However, you must also list those you save in order of importance – because if they run out of food and water the “less important people” will have to be dumped overboard.

Below are the 19 people on the yacht – narrow this list to 13. You have XXXX minutes to come to an agreement.

1. A doctor. GP. He is addicted to drugs, and very nervous, Aged 60

2. A black Minister, Protestant, Aged 27

3. A prostitute, no parents. She is an excellent nurse. Has already saved a drowning child. Aged 36

4. A male criminal. Charged with murder. He is the only one capable of navigating the boat.

Aged 37

5. A man mentally disturbed, who carries important government secrets in his head. Aged 41

6. A salesman. He sells automatic washing machines. Member of the local Rotary Club. Aged 51

7. A disabled boy, paralyzed since birth. He cannot use his hands, or do anything for himself, so must be fed by others. Aged 8

8. A married couple. He is a construction worker, who drinks a lot. Aged 27. She is a housewife with two children at home. Aged 23

9. A Jewish restaurant owner married with three children at home. Aged 40

10. A Catholic Nun. Supervisor of girl’s school. Aged 46

11. An unemployed man, formerly a professor of literature. He has a great sense of humor, showed courage in the last war, and was in a concentration camp for three years. Aged 53

12. A married couple deeply in love, but no children yet. Both Irish. He is studying to be a pharmacist. Aged 24. She is a housewife, helps with a playgroup. Aged 21

13. An able bodied, non-English speaking male. Aged 20

14. A retired army general who is pompous, arrogant, and a generally disagreeable person.

Aged 72

15. A construction engineer. Male, not married, caring for his mother with Alzheimer’s. Aged 65

16. An Instagram fashionista. Female, single, 50 million followers. Aged 32

17. A young, single woman. She is 8 weeks pregnant. Aged 35

**Activity**: **SURVIVAL Team Color**: **Evaluator’s Name:**

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|  | **Level 1** (1point max) | **Level 2** (2 points max) | **Level 3** (3 points max) |
| **Teamwork/****Leadership** | * Some participation with group but uncomfortable with leadership role
* Struggled to encourage mutual participation
 | * Provided & asked for feedback
* Encouraged some input from others
 | * First to take initiative in organizing group
* Consistently encouraged input from others
 |
| **Problem Solving** | * Some difficulty using problem solving skills
* Struggled in taking steps toward the goal of the exercise
 | * Used adequate problem solving skills
* Took natural & open minded steps to reach the goal
 | * Used exceptional problem solving skills
* Took collaborative steps to reach the goal of the exercise
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| **Communication** | * Some difficulty communicating
* More focused on voicing their own opinion over others’
 | * Clearly communicated ideas and opinions
* Consistently considered/listened to others
 | * Exceptional communication with group
* Always considered & listened to others
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|  **Candidates** | **Teamwork/****Leadership Score** | **Problem** **Solving Score** | **Communication Score** | **Total****Score****(max 9)** | **Comments** |
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