



EXPERIENTIAL LEARNING EVENTS

Gold of the Desert Kings®

A SIMULATION THAT...

- replicates the challenges teams face in today's competitive, demanding work environment
- prepares teams to boost their effectiveness through planning and a focus on maximizing results
- supports the implementation of a high performance team approach in your organization
- moves your strategy from playing just to survive to playing to win

THE SETTING...

The mission for the teams is to race one another across the hostile desert to the mountains, mine for gold, and then return across the burning sands and cash in their treasure at the market rate. The winning team is the one that:

1. survives and
2. has the greatest net worth.

Operating under tight time pressures, teams plan and make strategic decisions regarding routing, timing, the acquisition and use of limited supplies, and contingency plans for heat waves and sandstorms that frequently assail our intrepid adventurers.

THE LEARNING...

Focus on Maximizing Results

Activity alone does not guarantee productivity. Participants are challenged to think in terms of "what

is possible" rather than "what is necessary to survive." Success begins with a commitment to maximize.

Utilization of Resources

Teams start with the same "fixed budget" and (limited) resources, the most critical being time, information, and people. Teams that consistently outperform identify and use every resource towards maximizing output.

Planning and Goal-Setting

The simulation demonstrates that, when faced with time pressure and activity by the competition, most teams replace planning with immediate action. The debrief reinforces the direct impact that planning and goals have on team performance.

Teamwork and Leadership

Open communication, coordinated roles and responsibilities, smooth decision-making, accepted leadership, and a shared vision determine which teams will excel when the pressure is on.

THE EVENT...

THIS is a fast paced, competitive, and high-energy experience for six to several hundred participants. The simulation, plus a 60-90 minute debrief takes a full half-day and lends itself well to a full day format. It is easily integrated into a longer course or conference. Participants have the opportunity to take a look at how they performed, extract some valuable personal insights, and then apply these to improving their individual and team effectiveness back on the job.

**Created by Eagle's Flight-Fulcrum Associates Inc. is a distributor of Eagle's Flight experiential learning programs*

"Participants rated Fulcrum Associates as one of the most useful parts of the meeting. Some of the specific comments:

- Gold of the Desert Kings (GDK) was a great example of the power of up front planning
- GDK was excellent made me think hard about strategic thinking and group interaction

Richard Raines, President, Carfax



SAMPLE OF OVER 250 CLIENTS SERVED:

American Institute of Certified Public Accounts
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Bell Canada)
Burger King
California Institute of Mental Health
Carfax
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City of Toronto
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North York Branson Hospital
Royal Bank of Canada
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WE ARE A LEADERSHIP DEVELOPMENT FIRM DEDICATED TO HELPING OUR CLIENTS GET GREATER RESULTS BY LEVERAGING THE TALENTS OF THEIR SENIOR LEADERS, MANAGERS, AND TEAMS.

We offer training workshops, facilitation services, keynote presentations, and executive coaching that help managers generate consistently high performance by (1) fostering commitment and accountability in their employees and (2) building productive teams.

Our clients include organizations from the corporate, public, and not-for-profit sectors, as well as associations. They know Fulcrum for programs that:

- Present cutting edge concepts and practical techniques,
- Apply interactive adult learning approaches and
- Energize people to deliver superior results

Fulcrum Associates Inc. was founded in 1988. We are a continental firm, headquartered in Northern Virginia, with an operation in Toronto. For projects large or small we are able to draw on the talents of a select number of highly professional associates, each heading a successful independent practice, who deliver programs tailored for today's organizations.



IAN COOK IS A SEASONED PRESENTER, GROUP FACILITATOR AND LEADERSHIP COACH.

His leadership training and coaching addresses the so-called *outer game* of leaders' behaviors, decisions, and competencies as well as their *inner game* of assumptions, beliefs, and ingrained thought patterns that ultimately determine their success.

He is the author of: ***Would They Call You Their Best Boss Ever? Practical Tips and Insights for the Successful Manager***

Ian began his independent practice in 1988, following seventeen years of corporate experience in both the high tech manufacturing and transportation industries.



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