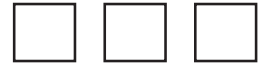


BUYERS AND SELLERS



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Description: This is a revisiting activity where participants have to reflect upon the session to determine the most important content for them and why. In sharing with others, they will have to persuasively explain and substantiate their position. They will also have the opportunity to be persuaded by others and will ultimately be able to add to their own list based on the responses from other participants.

Objective: Identify key content to put into practice post-training.

Time: 10-15 minutes

Audience: Any

Group Size: Any size

Materials:

- Pens
- Paper

Process:

1. Provide each participant with a sheet of paper and ask them to fold it in half.
2. Instruct them to write “Buy” on one side and “Sell” on the other side.
3. Next, encourage participants to consider all the content covered in the session and identify the most important points or topics for them. Try to limit this to two or three items. This should be written in the “Sell” section. Explain that they will have to justify why these were so key during a later sharing with others in the group. At this stage, ask them to leave the “Buy” section blank until further notice.
4. Once the participants have completed their “Sell” section, explain they are about to enter an “Ideas Market” where they can buy and sell the best ideas from the day. They will use the points listed in their “Sell” section to share with others and should add anything they like from their peers in the “Buy” section.
5. Ask if there is anything you can clarify, then tell them to try selling their items to two or three people.

Debrief: Once the time has concluded, bring the group back together and take a selection of the best ideas captured. Explain that people will not always buy into our ideas, and we have to be persuasive to bring them around. Additionally, it will be important to point out that some of the best ideas can come from others which can be the beauty of collaboration.

Variations: As an extension, the activity could be concluded on the job where participants have to return to their workplaces to try to “sell” the ideas from the session as well as bring back or “buy” new ideas not covered in class.