



Mobile Team Challenge Exercises

Guiding Thought

Innovative learning and self-discovery develops knowledge; reflection on the experience develops awareness; and application of the learning develops understanding.

Purpose of the Activities

These dynamic activities are based on the Experiential Learning Model, which is made up of four distinctive phases: **Challenge, Experience, Reflection** and **Application**. In the **Challenge** phase, the individual or group is responsible for discovering the solution and going through the process. During the **Experience** phase, the participants go through the process of self-discovery, working together by trial and error and finding solutions. In the **Reflection** phase, the group reflects on the process; comes to understand what happened and its relevance; focus on the solutions, the metaphors which create self-awareness. In the final **Application** phase, the participants identify real life examples taking place. Relevant models for the transfer of the learning are developed and shared, lessons are applied and plans developed.

Reflections made by past attendees who participated in “Speed Ball.”

- Reframing the project by eliminating all assumptions and past references can result in unprecedented success.
- Communication means listening to everyone’s ideas, no matter how strange they sound.
- Team members must be willing to change positions and try different ideas, even if they doubt their contribution.

Benefits of the program

To the Individual

- Participants experience personal and business challenges from real life
- Participants learn and exchange ideas through dynamic exercises
- Participants increase confidence and self-esteem

To the Company

- Increased employee morale
- Emphasis on behavior changes in communication, trust and working together
- Enhanced accountability of individuals and members of a team

“This problem, too, will look simple after it is solved”
Charles Franklin Kettering

Time Required

½ day to 2 days

Suggested Audience

Entire Sales and Management Team

Program Position

Management Retreats
Sales Rallies