



**IOBTC 2016 at
University of Winchester
July 8th – 9th, 2016**

Submission Template

SUBMISSION GUIDANCE

- * Remove all identifying properties from this document **
- * All files must be saved in PDF format **
- *Please include ALL supplementary text at the end of this document**
- *Only one document should be submitted**

**Submission Template for the 2016 IOBTC
International Teaching Conference for Management Educators**

1) Title of Proposal:

If you like IOBTC, think about coming to next year's OBTC in Providence, Rhode Island, USA in June, 2017: Two quick samples of what you might expect and guidance on how to write a successful proposal

2) Abstract:

Please include a brief session description (not to exceed 100 words). If your proposal is accepted, this description will be printed in the conference program.

We have three goals for this session. 1) To welcome you to IOBTC and provide an introduction to OBTC from two very experienced presenters and Board Members; 2) To present two very short exercises such as one would see in the traditional "experiential fire" session at OBTC. One is an introductory negotiations activity and the other a team activity. 3) To help people think about how to prepare a strong proposal for OBTC 2017

3) Keywords:

Use three or four keywords to describe your session.

Experiential activities, teams, negotiations, writing proposal for conference

4) Format

- Activity or exercise
 General discussion session

5) Time Requested:

- 20 Minutes
 30 Minutes
 60 Minutes

6) Planning Details:

Does your session have any special requirements for space or materials?

Flexible seating and some open floor space

7) Learning Objectives or Goals for the Session:

What are 2-4 specific learning outcomes that participants will get from your session?

To provide an introduction to OBTC

To present two very short exercises such as one would see at OBTC. One is an introductory negotiations activity and the other a team activity.

To help people think about how to prepare a strong proposal for OBTC 2017

8) Management or Teaching Topics:

Describe what management and/or teaching topics are relevant to your session, and why. Please include theoretical, disciplinary, or theoretical foundations that will help reviewers understand how your ideas fit within the broader field of management.

Most directly teamwork and negotiations, also an introduction to OBTC and information about how to write a successful proposal

9) Session Description and Plan:

What will you actually do in this session? What activities will you facilitate, how long will they take, and how will participants be involved? Reviewers will be evaluating how well the time request matches the activities you'd like to do, and the extent you can reasonably accomplish the session's goals. Reviewers will also be looking for how you are engaging the participants in the session. Include a timeline for your session.

Goals for this Session

- 1) We want to welcome you to IOBTC and provide an introduction to OBTC from two very experienced presenters and Board Members. Between the two of us, we have attended close to 70 OBTCs, been Board members for about 20 years and each developed a conference as Program Chair. We would like to provide an official "welcome" from the Board and invite you to attend the US conference, OBTC which runs from a Wednesday evening until Saturday at noon.
- 2) We would like to present two very short exercises such as one would see in the traditional "experiential fire" session at OBTC. The first is titled "selling a coin" and is a two-person role play (see Appendix 1). We use it as a first or second activity in a negotiations course to demonstrate what happens if there is no positive bargaining zone and to help students understand the importance of preparation for a negotiation. The second activity is titled the "helium stick" and is often used as a first activity for a team to help them learn about working together as a team (see Appendix 2, taken from <http://wilderdom.com/games/descriptions/HeliumStick.html>).
- 3) To help people think about how to prepare a strong proposal for OBTC 2017. We will briefly review what is expected in a proposal and encourage individuals to think about interesting topics.

Schedule

- 1) Welcome and overview (5 minutes)
- 2) "Sell a Coin" and "Helium Stick" exercises (10-15 minutes)
- 3) Writing a proposal for OBTC (10-15 minutes)

10) For Activities and Exercises:

Attach any materials needed to run the activity and debriefing questions. Evidence for effectiveness may also be included.

Appendix 1

“Sell a Coin” Role Play

- 1) Divide the participants into pairs and give one person the “buyer” role and one the “seller” role. Ask them to have a short conversation.
- 2) Ask if anyone sold the coin and at what price. Most people will not have sold it.
- 3) Ask what made it hard to sell the coin.
- 4) Ask if more preparation such as knowing the value of the coin beforehand would have changed things. All this should take 4-7 minutes.

Note that I have a sample of the coin described in the role play that I pass around as we are talking. Anyone using this role play can substitute a similar coin, easily obtained at most coin dealers

Selling a coin, Seller’s role

You are visiting your grandmother and she tells you to see if there is anything you want in her attic. You find an old box that has an old coin in it. The coin is dated 1822, so it is over 190 years old. You don’t know anything about it, but think that if it is that old, it must be pretty valuable. Your boyfriend/girlfriend’s birthday is this coming weekend and you want to take him/her out for a really nice dinner at a fancy restaurant. You look at the menu on-line and estimate that it will cost \$100-\$120. You just paid for books for your courses and are just about broke. You would really like this coin you found to pay for the dinner. You see a notice for a coin show in the area Saturday morning and go there hoping to sell the coin. It costs you \$4. to park. You walk up to a dealer and start to negotiate.

Selling a coin, Buyer’s role

You are a dealer at a coin show. Typically you both buy and sell coins during the show. When you buy British coins, you usually look on <http://www.coins-of-the-uk.co.uk/values/index.html#Grade> which lists retail prices. You usually buy coins at no more than 50% of retail, even less if the coin is hard to sell. A person stops at your table with a British farthing from 1822 in what seems like what is called “good” condition. You look it up and find a retail price of \$5, but only if the coin was in better condition. In the current condition, you would probably sell it for at most \$3, but have a hard time doing that. You want to educate the collector a little bit and tell him/her that the 1822 coin is a farthing or ¼ of a penny and from Great Britain. One side has an image of George IV. You offer to buy the coin for 50 cents. You might go as high as \$1.00, but really don’t have much interest in buying it.

Appendix 2

“Helium Stick”

- 1) Divide the participants into teams of 6-14 people or in a class, use existing teams.
- 2) Have the students stand in two straight lines (in a class, use two existing teams) and tell them about the Helium Stick – which is a long, thin lightweight rod about 10 feet in length (tent stakes are convenient to use or a hula hoop is possible).
- 3) Tell them they have to hold it on the top of their index fingers with their arms straight out
- 4) Put the stick on their fingers and have the group adjust until the stick is horizontal with everyone’s fingers touching the stick. Then tell them to lower the stick to the ground but with everyone’s fingers always touching the stick. The stick must rest on top of the fingers and holding or grabbing the stick is not allowed.
- 5) If people take their fingers off the stick, tell them they have to start again.
- 6) The activity is completed when the group lowers the stick to the ground.

What usually happens is that instead of the stick being lowered, it actually goes up. Allow it to run until at least most groups get the stick down to the ground. Encourage teams not to give up the task.

Debrief the exercise by asking:

- How the group handled the task?
- What was important to success on the task?
- How did people react when the stick went up?
- How was communication important?
- How did the team function?
- (for existing teams) How was that similar to or different than how this team functions at other times?

11) Implications for Teaching or for Teachers:

What is the contribution of your session?

The session is designed primarily for people who have not attended OBTC although all would be welcome to attend.

12) Application to Conference Theme:

How does your session fit with the overall IOBTC theme of *Elevating Aspirations*?

Besides the rather obvious pun of “elevating” the Helium Stick, we are hoping to provide an interesting opportunity for people new to OBTC to have a better understanding of the conference and of OBTS and of increasing their chances of having a proposal accepted for next year’s conference

13) Unique Contribution to IOBTC:

Have you presented the work in this proposal before? If so, how will it be different? Is this proposal under current review somewhere else? If so, please explain. How will your proposal be different for the IOBTC conference?

We have not presented the “sell a coin” exercise before. The “Helium Stick” is a widely used experiential exercise and was presented once before by one of the authors. We propose these as examples of the types of exercises presented at OBTC. Our main focus is to demonstrate what people might experience at OBTC and encourage them to attend by talking about developing strong proposals.

14) References and/or Additional Materials:

<http://wilderdom.com/games/descriptions/HeliumStick.html>

<http://www.coins-of-the-uk.co.uk/values/index.html#Grade>