

02 Budgeting

The Business Games

- 1** Your task is to nominate ideas for different sports that business people can compete in at an international level. First, read this example:

I would like to nominate 'Forecasting frenzy' as a sport for the Business Games.

This would be a competitive team sport in which teams of managers take turns to present their opponents with a sales forecast. The members of the opposing team have to argue that the sales forecast is unreasonable and give their reasons why.

- 1 In the first round, the first team deliver their forecast and the opposing team has to try to argue against it. For example, they might claim that it doesn't take into account seasonal fluctuations, etc. These arguments are rejected by the first team, which has to try to justify their forecast. A team of umpires, similar to those at a boxing match, awards points for convincing arguments and decide which team has won the round.
- 2 In the second round, the second team then delivers their forecast, and the first team has to try to argue against it.
- 3 If the sport is a draw after two rounds, a 'penalty shoot-out' is held, in which the team captains take turns to fire questions on forecasting at each other until one of them gets an answer wrong.

- 2** Work in pairs or groups to create a sport based on budgeting. Use the following framework:

Name of the sport: _____

Team game or individual sport? _____

Number of players: _____

Rules: _____

How to play: _____

How to score points: _____

How to decide who wins: _____

- 3** Now choose another business activity and decide how it could be turned into a sport. Use the following framework:

Name of the sport: _____

Team game or individual sport? _____

Number of players: _____

Rules: _____

How to play: _____

How to score points: _____

How to decide who wins: _____

- 4** Tell the rest of the class about your idea. Then listen to other ideas and add them to the table below. Award points to the three best ideas (1st = 3 points, 2nd = 2 points, 3rd = 1 point). Can you all agree on the best idea?

Pair/group	Name of sport	Points awarded
1		
2		
3		
4		
5		
6		