



# INFLUENCING GROUP DECISIONS

**The Acquisition**® simulation explores the experience of group problem solving and decision making. It compares the differences in decisions reached by group consensus compared to the decisions of individuals to help participants discover a difference in the quality of these decisions. The simulation teaches participants how to work more effectively as teams and also helps teams learn how best to use individual expertise.

*“This is a flexible and well constructed exercise with high face validity for participants. I have used The Acquisition in two quite different contexts to great effect and can foresee other applications.”*

Kevin McKee  
Cole-McKee Partnership

## The Simulation

The Acquisition uses a business case involving the expansion of a corporation through acquisition. Convinced that a carefully planned strategy of acquisition can work despite a failure rate of 75% among such moves, the board of directors calls for a detailed outline of critical steps to be taken to ensure a successful acquisition. Each participant in the simulation decides individually on the order in which these steps should be carried out. The participants then meet as a group to decide by consensus the order they will present to the board. The consensus results are compared to an expert solution and to individual rank orders.

### Why does The Acquisition work?

- ▶ It uncovers barriers and explores effective team problem solving and decision making
- ▶ It reveals the differences in perception and perspective within a group working with a common purpose
- ▶ It enables individuals to learn how to become better contributors to a group

**Appropriate  
for 2 to 5 participants**

**Level 1 Simulation**

(See Simulation Classification System at [discoverylearning.com](http://discoverylearning.com))

## Materials

### Supply Kit Contains

- ▶ Participant booklets with instructions and self-scoring worksheets for five participants

### Certification Provides:

- ▶ Downloadable Facilitator Materials
- ▶ Online training webinar
- ▶ Access to the Online Learning Center
- ▶ Five participant workbooks

### The Acquisition® works well with:

Influence Style Indicator®  
Decision Style Profile®