

<b>Code and name of activity:</b>	T_DM _03_WR: Should I be selfish or kind? <sup>1</sup>
<b>Competencies developed:</b>	decision making willingness to take risks
<b>Time needed:</b>	40 - 60 minutes
<b>Materials:</b>	paper and pen, 10 voting slips/ team, a handout / team
<b>Setting:</b>	tables and chairs
<b>Type:</b>	2 teams
<b>Aim:</b>	To be able to weigh the short- and long-term consequences of a decision. To raise awareness regarding the role of trust in making decisions.
<b>Objectives:</b>	By the end of the day the participant should be able to identify the level of their competency in the field of “decision making” and “willingness to take risks”.
<b>Handouts:</b>	MEL_DM _03_WR: Should I be selfish or kind? 1 per team
<b>Short description:</b>	Exploring the role of trust and mistrust on decisions regarding cooperation during the game utilizing voting slips.
<b>Alternative activities:</b>	none

### Rationale:

The task is a simplified version of the Prisoner's Dilemma. The essence of the Prisoner's Dilemma is that we are only able to cooperate and commit to cooperation if there is a trusting relationship between the parties involved. In the task “Should I be selfish or kind?” the matrix of gains and losses is such that it supports competition. (There is another hidden message in the task - usually not perceived by participants, namely the instruction does not say you have to “win” and the other has to “lose”. It only stipulates that collect as many points as you can - leaving open the possibility of cooperation but not making it obvious that it is necessary.)

If we write “trust each other” instead of “kind” and “mistrusting” instead of “selfish” - it becomes obvious that both parties will fall short of the maximum potential if they are mistrusting in their relationship. Profit is only possible for both parties if they trust each other. If one is trusting and the other is not - the mistrusting party will be better off.

### Step-by-step description of activity:

1. Divide the group into two teams. Seat teams in the far corners of the rooms, so they don't see or hear the voting process easily.
2. Each team should get the learning material with instructions, evaluation sheet and voting slips (NOT the “Discussion page”). Provide time for the teams to read them and answer questions that arise.

<sup>1</sup>Adapted from: Johnson, C., Marks, S, Matthew, M. és Pike, J. (1987) Key skills: 14-16. Hodder and Stoughton, London

If necessary repeat the instructions: “The goal of the activity is to collect as many points as you can.”

3. Tell the teams that they have 5 minutes to make their decision regarding their first choice (i.e. they can vote for being selfish or kind). The team has to write their decision on voting slip 1., and hand it to the trainer.
4. When both teams have cast their votes award point according to the following matrix:

Your team's decision	The other team's decision	Your team's points	The other team's points	Your own team's profit
kind	kind	+4	+4	0
kind	selfish	0	+2	-2
selfish	kind	+2	0	+2
selfish	selfish	0	0	0

Write down in your own table the outcome of the turn.

Give feedback to each team individually regarding the points they have earned. The teams should also write the outcome of each turn into their table.

5. All following turns should be played according to the schema above, but turns 4.,8. and 10 are bonus turns (i.e. heightened gains and losses). This means that in turn 4 the outcome points of the turn should be multiplied by 2, the 8<sup>th</sup> turn by 5 and turn 10 should be multiplied by 10.  
A representative of each tem may have a 5-5 minute discussion with each other after turn 4 and turn 8.
6. At the end of the game give each team the “Discussion” page od the handout and ask them to fill it in. When they have completed discussion amongst themselves have the whole group discuss the outcomes.
7. Point out, that there are conditions in the decision making situation that may support cooperation (i.e. being “kind”) or alternatively make competition (being “selfish”) easier:

Conditions supporting cooperation	Conditions supporting competition
To understand that in the long run, only the "kind" votes lead to success	Assuming that others will vote with “kind”
Climate of trust	Climate of mistrust
Sympathetic partners	Antipathetic partners
Prestigious partners	Partners with low prestige
Possibility to communicate	Lack of communication
Collectivist culture	Individualist culture
Few participants	Many participants
Personal involvement and identity	Anonymity
Long-term perspective	Short term perspective
Low stakes	High stakes

**Please put all artefacts that are the outcome of this activity into each participant's personal portfolio.**