



# How High Will You Bid?

More Game Resources: [CQII.org](https://www.cqii.org)

Fun Scale ● ● ● ● ○

Ease of Play Online ● ● ● ● ●

Connection to QI ● ● ● ○ ○

**Type of Game:** An interactive icebreaker that teaches about taking risks

**How Long:** 10-15 minutes

## Learning Objectives

- Demonstrate the power of taking risks and their implications
- Understand how to balance the gains of individuals versus groups
- Learn more about strategizing and decision-making

## Suggested Audiences

Anyone, whether clinical and administrative staff, QI team members, managers, people with HIV

## History and More Information

This game was found in the book “Do-It-Yourself Team Building Games, Icebreakers, Energizers, and Closing Activities” which was compiled by David Greenberg.

## Materials

- For this game, you will need:
- Three or more unlabeled envelopes with different written amounts of money inside
  - Paper and pen for each participant
  - CQII instructional slides and additional resources ([targethiv.org/virtual-game-guide](https://targethiv.org/virtual-game-guide))
  - Zoom account (or other video conferencing platform)
  - Access to a computer and/or handheld mobile device, and internet connection

## Preparation

- To prepare for this session:
- Familiarize yourself with the game’s structure
  - Write a dollar amount from \$1 to \$50 and place it inside each unlabeled envelope
  - Prepare the game:
    - Read through the game instructions and key teaching points in its entirety
    - Practice the game itself
    - Practice presenting the key teaching points

## Playing the Game

### *Welcome and Introductions*

To begin the game, welcome participants and thank them for their participation. If necessary, ask individuals to introduce themselves to the group.

### *Agenda*

Provide a brief description of the game's primary components:

1. Setting the stage for the interactive exercise
2. Playing the How High Will You Bid game
3. Debrief and discussion on what lessons are learned and how they apply to HIV care
4. Feedback and close

### *The Game*

**Step 1:** Provide a brief introduction of the game to participants, including the instructions and rules to play

**Step 2:** Provide each participant with “virtual” twenty one-dollar bills, and say the following:

“The name of this game is ‘How High Will You Bid?’ You each have twenty “virtual” dollars. I have several envelopes that contain money, ranging from \$1 to \$50. No envelope has less than \$1 in it. I’m going to give the first envelope to the highest bidder. You may bid anywhere from \$1 to \$20, using the money I gave you in \$1 increments. How much do I hear for the first envelope?”

**Step 3:** Begin the process for the first envelope. Ask each participant to determine their bid and type their amount into the chat room. Award the envelope to the highest bidder. Announce how much money is in the envelope. This money counts towards the participant who bought it. Ask the participants to track their money over time.

**Step 4:** Begin the bidding process for the second envelope, once the envelope is awarded to the highest bidder, announce how much money is in the envelope. Repeat this process for each envelope until all are bought by the participants.

**Step 5:** Ask all participants to announce their final dollar amount and congratulate the winner

## Debrief and Discussion

- Ask the participants, what did they observe? Any trends? Thoughtful comments?
- Ask for their conclusions about this process/game
- How does this game apply to HIV care and/or your HIV program?

## Feedback and Close

- Ask your audience for feedback on whether this session met its objectives; take note of their responses and keep it for your use in the future
- Schedule an informal follow-up session with any audience member who wants clarification or more information on the game or the concepts you discussed
- Thank your audience and congratulate them on their hard work and success