

# AN EXPERIENTIAL LEARNING GAME AND BUSINESS CASE SIMULATION

*Focusing on team building, collaboration,  
and organizational structure*





*Team building, collaboration, and organizational structure are all key topics in this innovative four-hour session. Participants will explore the essential principles of working together to maximize opportunity for the foundation and its donors, as well as the many challenges that keep development organizations from achieving their full potential.*

## Learning Objectives:



Participants will be able to perceive the value of collaboration for meeting and exceeding group goals



Participants will be able to describe the various roles represented at their organization



Participants will be able to suggest ways in which they can collaborate with other parts of the organization to improve donor development experiences

*“Thank you and your team for a great session. I am very impressed with what you generated for us as we work towards more collaboration within this office. I’ve always been impressed with Advancement Resources sessions—however, this one stands out for sure with its custom approach.”*

—Jim Austin  
Chief Marketing and Corporate  
Partnership Officer  
Riley Children’s Foundation

# The Workshop Experience:

## LEARNING GAME

During the first half of the workshop, participants join teams as the eight departments of the Transformational Travel Company. They are introduced to their team and company goals and play one round of business. Then, after scores are tallied, participants play a second round of business.

## APPLICATION

Following a short break, participants return to discuss how the lessons learned during the game apply to their own jobs in development. After a review of donor engagement principles, participants share information about their own roles and suggestions for how they can collaborate more effectively.

## TARGET AUDIENCE:

This interactive session is appropriate for various teams in the development office to attend together. It is designed for a wide-range of development professionals who work with donors directly or indirectly, including:



### FRONTLINE FUNDRAISERS

ANNUAL GIVING  
INDIVIDUAL GIVING  
MAJOR/PRINCIPAL GIVING  
PLANNED GIVING  
CORPORATE/FOUNDATION GIVING



### MARKETING AND COMMUNICATIONS



### FUNDRAISING EVENTS

## ABOUT ADVANCEMENT RESOURCES

As a world leader in research-based professional education in philanthropy, Advancement Resources is honored to serve hundreds of academic and medical institutions as well as healthcare and non-profit organizations.

Our comprehensive, donor-centric curriculum offers something for every member of your development and leadership teams. Each client receives a highly customized training plan featuring concepts and tools for effectively contributing to the institution's mission and fundraising goals.

Advancement Resources' professional instructional design and best-in-class facilitation create a one-of-a-kind experience for participants through the precise knowledge, skills, and learning experience required for each target audience.

To learn more about this new four-hour experience,  
contact us at:

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