

Segment: Competition v. Collaboration

Lesson Title: Lesson 1: Chocolate Kiss Game

Grade Band: 6-12

Approximate Time to Complete: 20 minutes plus 20 minute extension

Objectives: Students will be able to recognize predispositions to problem-solving styles.

Materials/Set up:

- Chocolate kisses (about 10 per student). If food allergies are a concern, use a small non-dairy candy (sweet tarts, skittles, etc.)
- Timer
- Chocolate Kiss Worksheet (one copy per student)
- Chocolate Kiss Game Rules (to project or distribute one per team)
The Resolution Grid

Optional Resources:

- Online Video Clip - [James Baker: The Man Who Made Washington Work](#) (Watch 3:28-4:30)
- Online Video Clip - [James Baker: The Man Who Made Washington Work](#) (Watch 1:03:08-1:04:30)

Overview

In American society whenever a game is presented most people assume that it requires competition and offers a “win or lose” outcome. This exercise raises awareness on the role of collaboration and communication in obtaining the best result. Through a game, students will recognize how much they have been conditioned to compete.

Instructional Plan

1. Provide the following instructions:

- a) This game is called “Chocolate Kiss Game” (adjust the title if different candy or reward is used). Each student will need to find one partner to play this game. Suggest they find someone in the class they haven’t worked with often. There are three very important rules that must be followed to play the game. The teacher

may want to write these up on a board or distribute or project the Chocolate Kiss Game Rules:

- i. Each person is to try and win as many kisses as possible.
 - ii. Each person must keep count of how many kisses he/she wins.
 - iii. Partners CANNOT talk to each other during the game.
 - b) You and your partner should face each other across a desk. Put your left hand behind your back. Remember, there is NO talking. With your right elbow on the desk, clasp your partner's hand. Now, and without talking, you will earn one chocolate kiss for each time your partner's hand touches the table.
2. Time the students for 15 seconds. In the event of an odd number of students, designate a student to be the timekeeper. When time is up, have each student write down the number of kisses won by each person in Round 1.
 3. If people didn't win too many, you may want to do another round. Remind the students, no talking.
 4. After playing, discuss:
 - a) How many people won two or less kisses?
 - b) How many people won three to six kisses?
 - c) How many people won more than six kisses?
 - d) How did they win so many?
 - e) If no one in your class won more than six, why not?
 5. Discuss with the students: "If you didn't win very many, maybe you or your partner forgot that this was the Chocolate Kiss Game and not arm wrestling. Remember the instructions said to "get as many kisses as possible" not get the most kisses or get more kisses than your partner. Did this happen to any pairs? How many different ways can you think of to win as many kisses as you can by cooperating with your partner?"
 6. Learning points for the teacher to convey.
 - a) Remember, for you to win doesn't mean your partner has to lose. The objective for the game can be achieved in ways that everyone gets what is important to them: in other words, everybody wins.

- b) Successful pairs listen to the instructions and may plan or strategize prior to beginning the exercise. They do not assume that every game is a “winner-take-all” competition. They recognize that there are multiple ways to win.
 - c) Sometimes winning is finishing first or getting more (competing). Sometimes winning is making yourself feel good or the other person feel good (accommodating). Sometimes winning is finding a way where both people can meet the goals of the assignment (collaborating).
7. Use the Resolution Grid to discuss the various type of solutions possible in this game. (See Segment 2: Conflict Styles, Lesson 3: Sources of Conflict)
- a) Win-Win: The pair works together to get as many kisses as possible. This occurs when people take turns allowing each other to “win” the arm-wrestle and resist the urge to compete.
 - b) Lose-Lose: The pair engages in a competitive, arm-wrestling game resulting in a low number of kisses for each person.
 - c) Win-Lose: One person dominates over the other person gaining a high number of kisses while the other person only gets a few.

Extending the Lesson (20 minutes)

1. Distribute the Chocolate Kiss Worksheet as an in-class activity or homework assignment.
2. Provide a sample conflict to assist the students in completing the assignment:
 - a) You could use one of the following conflicts from the James Baker documentary:
 - i. Online Video Clip - [James Baker: The Man Who Made Washington Work](#) (Watch 3:28-4:30), describing the fall of the Berlin Wall. Should the President celebrate, or stay quiet to protect relations with the Soviet Union?
 - ii. Online Video Clip - [James Baker: The Man Who Made Washington Work](#) (Watch 1:03:08-1:04:30), describing the Iraqi invasion of Kuwait. Baker must convince Russia to side with the US against its old friend, Iraq.
 - b) Alternatively, try one of these scenarios:
 - i. If you have a sibling, think of the last thing that you and your sibling fought about.

- ii. If you are on a team or club, think of a decision that was made that made you upset.
 - iii. If you tried to do something recently and were told that you couldn't. For example, a local store has a policy that only 2 people under the age of 18 are allowed in the store at one time.
- 3. If there is time, work through one of the problems as a class. Then, ask the class to brainstorm 5 win-win solutions for one of the identified conflicts.

Name _____

Date _____

Chocolate Kiss Game Rules

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You and your partner should face each other across a desk. Put your left hand behind your back. Remember, there is NO talking. With your right elbow on the desk, clasp your partner's hand. Now, and without talking, you will earn one chocolate kiss for each time your partner's hand touches the table.

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CHOCOLATE KISS WORKSHEET

Win-Win solutions allow everyone to get what he or she wants. Think of a time when you had a conflict with someone and you “won”. How did the other person feel? Now, think of a time when you had a conflict with someone and they “won”. How did you feel?

Think about one of those conflicts and list five win-win solutions, where you both get what you want.

1.

2.

3.

4.

5.

RESOLUTION GRID

