**SPENDING SPREE**

**FRATERNITY VALUE: HONOR AND RESPECT**

**SUGGESTED FACILITATOR: POLICY AND STANDARDS BOARD CHAIR**

**Goal:**
- To engage participants in an activity that requires effective listening and communication during controversial decision making
- To practice effective listening and communication
- To gain experience communicating during controversy

**Room set-up/materials needed:**
- Make sure you have enough room for participants to sit comfortably in small groups
- Paper and writing instrument for each participant

**Getting Started**
Talking points are indicated with a callout bullet (●). Please use these as speaking guidelines but be sure to jazz up the presentation with your own personality. Facilitation instructions are indicated with an arrow (➤). These are hints you might find helpful when administering the material. Most importantly, have fun!

➤ It is very important that everyone feels that this is a safe environment to speak openly and honestly. You can do this by letting members know that these discussions are private and details should not to be shared outside of the chapter. Also, let members know that there will be no judgments about comments made.

➤ Remind members of the expectation that everyone participates (by sharing and listening) and that they are open and honest.

**Instructions**
As the facilitator, it will be important that you allow time for individuals and small groups to respond to your prompts, while keeping the chapter on task. As small groups are working, circle the room to check in with them and make sure they are on track.

➤ Introduce the activity.

● Conflict can occur for several reasons. It is often very difficult to really listen and to come to a consensus during times of conflict, especially when a topic is controversial or there are differing opinions on what the outcome should be. You are about to go on a “Spending Spree” where you will be asked to make a tough group decision but must listen and communicate effectively.

➤ Break the chapter into groups of five to eight.
Your organization has just been given $10,000 by an anonymous donor. You are part of the officer team in charge of deciding what to do with the money. You must choose from the choices below. Consensus must be reached. If your group cannot agree on the one best option, the money will be returned to the donor. You have 15 minutes to decide.

In reaching your decision, please adhere to the following ground rules:

- Only one person may speak at a time with no interruptions.
- Before stating your own opinion, you must listen to be sure you have fully understood the previous person’s point of view … to that person’s satisfaction.
- Work to find a solution that meets all members’ concerns, is perceived to be fair, and considers the future.

You may each select only one choice from the list below:

- You decide that the money should be used to establish a loan/grant fund for educational opportunities (e.g. professional development, university courses, or training).
- You spend the money to do extensive upgrades to your chapter house/lodge/suite.
- You donate the money towards a new community center that provides financial, legal and family counseling to families striving to balance work and family life.
- You use the money to start a state-wide literacy initiative.
- You use the money to throw an amazing party to celebrate your chapter and boost morale.

Note: There is not a correct answer to this exercise. The purpose is to have an experience in communicating in conflict.

After 15 minutes time, pose the following questions to each group:

- What did you decide?
- Did all members of your group agree?
- How did it feel to disagree with one another?
- Did you feel that you were listened to?
- Was it hard to listen to others?
- What did you learn from this activity?
- Why is listening important?

You are looking for answers like:

- People feel valuable when they are listened to.
- Sometimes not listening may cause a lack of future communication.
- Listening is the only way you can truly understand.
Why is it important to come to a consensus?

You are looking for answers like:

- To move one with the business of an organization.
- To keep people engaged in the organization.
- To help people feel more settled.

Final Wrap-Up

Briefly review what was discussed.

Let me leave you with a final thought … as a chapter, we are repeatedly faced with issues to be resolved, and many times there are several sides to an issue making it controversial. Listening to one another is a key component of dealing with controversy as well as a way to demonstrate honor and respect of our sisters. Next time, we are faced with a controversial issue that must be resolved, think back on this exercise and what you learned from it.

Thank everyone for coming and their willingness to be open and honest.

Evaluation: Don’t forget to help the Fraternity assess this program! The program facilitator as well as a member of each class should be asked to visit www.pibetaphi.org/leadingwithvalues to fill out a quick survey. Remember, the name of this program is Spending Spree.

The chapter’s Vice President of Member Development should remember to record the presentation of this program in the chapter’s monthly region report.