

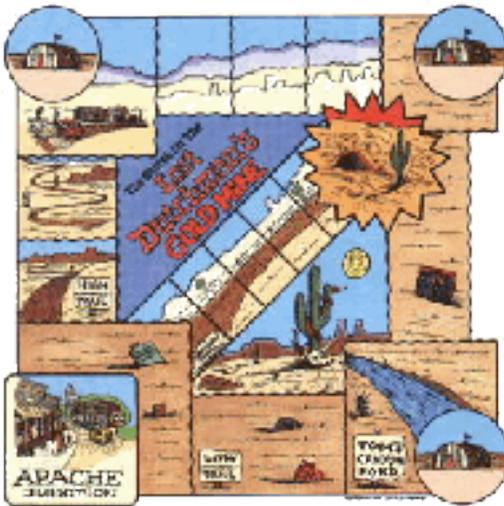
Performance Management Company Products



We have great tools for team building and communications and are constantly developing new ones. We can also readily customize products specifically to meet your needs.

The Search for The Lost Dutchman's Gold Mine

This team building simulation is our most powerful and widely distributed exercise, distributed worldwide since 1993 and available in many languages and settings.



The search for the mine is based on a story about Jacob Waltz' lost gold mine in the Superstition Mountains in the state of Arizona. The theme is to "Mine as much gold as we can," and "to maximize Return on Investment" of the Expedition. Players are encouraged to work together. "Dutchman" is our flagship exercise and under continual development since 1993!

For information about this exercise ([click here](#))

The **Profession Edition** is for unlimited group size and has a variety of delivery options focused on different desired outcomes. Both **Dutchman 6** and **High Risk LD-6** are for up to 6 teams of 6 people and **Dutchman 4** is for up to 4 teams of 6. **Dutchman 3** is our smallest bundle, for sessions up to 18 people. *(Special versions are also available and we can also customize designs.)*

Every version is bundled with a very complete set of orientation and training materials, delivery instructions and set-up checklists designed to enable you to run the game "unsupported" by us, although we are more than happy to consult with you on design, answer questions, and provide additional training.

We can also bundle a train-the-trainer delivery with your purchase, running the game for you while teaching you how to deliver it in future events. A number of clients choose this option for their "high risk" senior management deliveries so that they can use the game in ongoing organizational team building courses.

All of our products are sold with a one-time cost and are reproducible and reusable. See the website for licensing details. No additional costs, annual licenses, per participant fees, certification or other encumbrances are required. Each game is a proven success and is used worldwide by a broad base of consultants and trainers. Foreign language translations of many of these are available. ([Click here to see more information on these Dutchman products](#))

We also have downloadable a PowerPoint that describes the Dutchman games and their framework on the website. There, you can get into detail about delivery and debriefing and that describe various purchasing options. There is also a matrix that shows all of our different games, group sizes, price points and the like.

[Click here to find links to these.](#)

TEAMBUILDING MATRIX

Lost Dutchman’s Gold Mine team development simulation,
Professional Edition

with many delivery options and unlimited group sizes.

\$5,995

Lost Dutchman’s Gold Mine – Version 6, transparency and multimedia
CD edition for 2 to 6 teams

\$2,395

Lost Dutchman’s Gold Mine – Version 4, multimedia CD edition
for 2 to 4 teams

\$1,395

Lost Dutchman’s Gold Mine – Version 3, multimedia CD edition
for 2 to 3 teams

\$795

Lost Dutchman’s Gold Mine – High Risk 6 Version,
Multimedia CD edition for 2 to 6 teams

\$2,495

Dutchman Support Materials

Team Bundles – Pre-made for LD-3, LD-4 and LD-6 –
include cards, maps, laminated color forms, bank cards, videos,
forecasts; everything needed for play. Reusable. **\$60 per team**

[link](#)

Dutchman 18” x 22” Game Maps

\$4 each

[link](#)

Dutchman Colored Resource Cards (extra or replacement) **\$100 per set**

[link](#)

Business Card-sized Gold Magnets – with text, “The Goal is to Mine as
Much Gold as We Can!” **\$1 each**

[link](#)

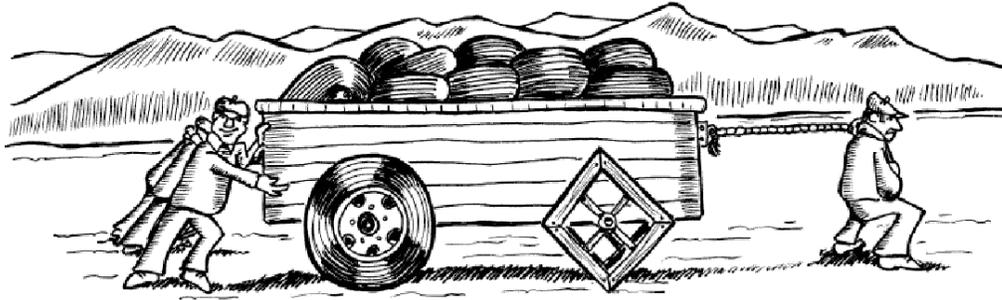
Cocoa Straw High Crown Cowboy Hat – a nice quality accessory for
Participants to enjoy! **\$4 each**

[link](#)

Colored Western Bandanna – a fun and colorful accessory for
Participants to enjoy in an assorted styles and colors **\$2 each**

[link](#)

New! - The first of our series of **Square Wheels® Games**:



The Collaboration Journey I & II

Teams of 3 to 6 players plan and execute a journey forward, making a series of collaborative decisions that influence each other's results as well as overall outcome. It's designed to be fun, fast, and engaging and it is tied to teamwork. It connects easily to our series of **Square Wheels** illustrations about how organizations work together to focus on decisions, productivity and performance.

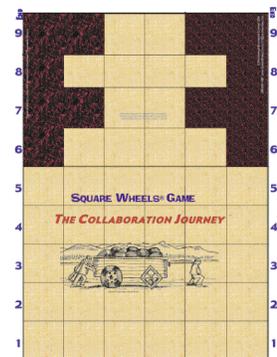
You session can start with an overview using the illustrations to set the stage for the collaborative journey. Or, you can simply start the exercise with a simple Powerpoint presentation. Play takes from 20 to 30 minutes the first time through and players have the chance to collaborate to optimize results or to compete against each other.

Debriefing can focus on shared goals, communications, planning, teamwork, collaboration and competition as well as other themes.

The exercise is straightforward: move the wagons forward to the Customer. On each round, players must plan ahead, communicate and interact with each other toward the reaching the final goal. As they progress, players work to improve the wagons with **ROUND WHEELS** which allow them to speed ahead more quickly. Points are obtained by reaching the goal as well as by collaborating.

The structure of the game is that collaboration and planning will optimize progress; some degree of competition between players, however, is both possible and likely, since the first wagon to arrive gets more points than the others. And because the route to the Customer narrows in 2 places toward the end, allowing only 2 wagons to pass through at any one time, some degree of "my wagon first" will occur, tending to suboptimize overall results.

Per the "accidental adversaries" frame, the first occurrence of any perceived competitiveness will generate reciprocity from the other players and the tabletop becomes more competitive over time. With multiple tables, the complexity increases when some players realize that their results may be compared to the others. As a result, the best of positive collaborative intentions can be influenced by individual desires as well as competition factors. It makes for a most interesting debriefing, since any organization has issues of inter- and intra-team collaboration and competition!



Two versions of the exercise are available. CJ-I (*Simple*) version uses dice and adds an element of chance. The CJ-II (*Complicated*) version has a more complicated scenario. Both have a one-time cost of USD **\$149** and include a simple series of **Square Wheels** cartoons for your intro and debrief, with worksheets and handouts. Program materials can be printed from pdf files. You can play this exercise with any number of tabletops simultaneously; there is **no** upper limit to the number of players and you can choose to use groups of 3 to 6 people playing on each game board. (www.PerformanceManagementCompany.com)

Also available for either CJ-I or CJ-II, are optional **Tabletop Sets** that are pre-printed, laminated reusable game materials. All you need for play is included: instructions, game pieces and a 17" x 30" game board. One **Tabletop Set** is for 3 to 6 players – cost is **\$30**.

If you like *Square Wheels*, you will LOVE how this works. Intro and play take 60 minutes. A replay takes about 10 minutes. Debriefing can go on forever!

Other Outstanding Team Building Products:

All of our simulations can be readily accessorized and used by anyone looking to facilitate an event where a discussion on performance improvement of the group is of interest. They can be elegantly linked to multi-day leadership development programs. These are proven effective and used worldwide. *We absolutely guarantee satisfaction.*

Seven Seas Quest / Buccaneer are somewhat similar in look and feel to **Dutchman**. They were specifically designed as a follow up exercise to teach many of the same learning principles. These two games are “sisters” in that they take a similar but different storyline with the same delivery pattern. Both games are on the same CD and there are no upper limits on number of teams.



These simulations are high-quality team building exercises in their own right, with complete instructional and presentation materials, a complete set of debriefing questions and a variety of ways to accessorize them.

Quest is themed to “save the world” from the plague while **Buccaneer** is focused on stealing back the gold stolen from The Queen by the Pirates. **Buccaneer** is a more “rip roaring” theme more suitable to sales-type organizations while **Quest** is wonderful for health care, schools and non-profit organizations. Teams sail from Europe to the Islands in both cases.

([click here to see more information on this exercise](#))

Seven Seas Quest / Buccaneer –
CD edition for *unlimited* numbers of teams with
PowerPoint and transparency delivery options.

\$895 each

[link](#)



Military Might! -- Focus is on collaboration, missions, goals, and strategic planning. CD contains all materials needed for multimedia delivery for unlimited numbers of teams.

"Military Might!" sets up a strategic planning scenario where teams of Special Operations personnel must plan a mission on the enemy base. In order to optimize results, teams must plan a series of actions, work with other teams to coordinate their activities, acquire specialized weaponry and materiel in order to operate in a most efficient manner.

No special knowledge of military operations is required. Teams have structured roles, detailed mission and equipment information, planning time and enough resources to effectively operate. It is a highly interactive exercise with a lot of paper exchange! This exercise is being used by AirCanada, for instance, in their documentation and planning team building.

-- ***Complete Exercise Price of \$995***

[\(Click here to get more information on Military Might!\)](#)