



Directions

Step 1 (2 minutes)

Give each member of your group 20 chips – 10 red, 10 blue.

Step 2 (3 minutes)

Have the group identify an initiative to take up for this exercise. This can be work the partnership is considering, or in the early stages of planning. Write the name or a short description in the lines provided above Table 1.

Step 3 (5 minutes)

List up to eight stakeholders who will be impacted by this initiative across the top in Columns C-J in Table 1. (Stakeholder 1, Stakeholder 2, etc.). These stakeholders can be active partners, but they can also be external stakeholders, who are not members of your partnership

Step 4 (10 minutes)

Together, make a list of any costs/burdens/negative consequences of this initiative. This does not have to be actual monetary costs; it could be non-monetized costs, burdens or consequences. (For example, an example of a non-monetized consequence of a smoking ban might be smokers feeling stigmatized.) Write those costs or negative consequences in Column A. (Sheet 1: 11x17)

Step 5 (5 minutes)

Have each group member allocate their ten *red* chips to each cost by placing them in “Column B: Total Allocation” according to how impactful they view that costs. There’s no rule regarding how group members should allocate their chips – they can be spread across a number of boxes, or placed all in one.

Step 6 (10 minutes)

Once each group member has allocated their red chips to the costs as they deem appropriate, as a group discuss how those chips should be allocated among the stakeholders.

For example, if there are 15 total chips allocated to one category, you must decide as a group how those 15 chips should be allocated to the respective stakeholders. Again, there are no rules as to how the chips are allocated among the stakeholders – they can be allocated to one stakeholder, or spread across a number of them. Move the chips to the stakeholder squares as your group determines.

Step 7 (10 minutes)

Now turn your attention to Table 2. Identify any benefits, or positive consequences, and list in them in “Column A: Benefits/Positive Consequences (+)” in Table 2. (Sheet 2:11x17)

Step 8 (5 minutes)

Have each group member allocate their *blue* chips to each benefit by placing them in “Column B: Total Allocation” according to how impactful they view that costs. There’s no rule regarding how group members should allocate their chips – they can be spread across a number of boxes, or placed all in one.

Step 9 (10 minutes)

As was done in Table 1 with Step 6, once each group member has allocated their blue chips to the costs as they deem appropriate, as a group discuss how those chips should be allocated among the stakeholders. Move the chips to the stakeholder squares as your group determines.

Step 10 (15 minutes)

Look over the outcomes in both tables.

As a group discuss:

- Who are the big winners? Losers?
- Is the outcome in the table what you expected?
- Is there an outcome you’d prefer?
- What, if anything, could move you closer to your preferred outcome?

Table 1: Costs

COLUMN A Costs/Negative Consequences (-)	COLUMN B Total Allocation	Columns C-J: Stakeholders							
		Stakeholder 1	Stakeholder 2	Stakeholder 3	Stakeholder 4	Stakeholder 5	Stakeholder 6	Stakeholder 7	Stakeholder 8
1									
2									
3									
4									
5									

Table 2: Benefits

COLUMN A Benefits/Positive Consequences (+)	COLUMN B Total Allocation	Columns C-J: Stakeholders							
		Stakeholder 1	Stakeholder 2	Stakeholder 3	Stakeholder 4	Stakeholder 5	Stakeholder 6	Stakeholder 7	Stakeholder 8
1									
2									
3									
4									
5									