



The Caravan

THE JOURNEY
OF A MERCHANT

The Caravan

The Caravan is a training platform designed for businesspeople to acquire and experience fundamental business skills. The platform's core is a game that provides space to try out business tactics and acquiring feedback, supported by the fundamental theoretical framework. We emphasize practical output and factual training rather than theoretical knowledge.

The programme allows businesspeople to train and exercise four areas crucial for business, all that under guidance of an experienced facilitator and game guide:

- ④ Business negotiation analysis – Initiating a negotiation, understanding the customer's needs, empathic approach
- ④ Negotiation styles – Recognizing the other party's style, setting your own style and conducting the negotiation
- ④ Objection handling – Recognizing objections, appropriate responses, dealing with objections.
- ④ Customer typology – Working with self-reflection, recognizing customer types and establishing a suitable communication framework.





21
Děje pro štěstí

Obchodní výprava
vavada mrazky

13
Fata morgana

11
Noční vstřícnost

15
Zlatý průvod

15
Olibená odměna

16
Kláster tichých

Obchodní výprava
Na počestní chvilu

Na poušti se vám hodí dlouhé pláště. Lax je omotan kolem hlavy, aby plátek neunikal do očí a nosu. Už je nepočítáme. Chcete je prodat cizincům v opáčeném směru. Vše loď ovšem vypraví až na se stěnu.

Prodejte 1 plášť a vydělejte aspoň 4 dináry.
Prodejte 2 pláště a vydělejte aspoň 7 dinárů.
Prodejte 3 pláště a vydělejte aspoň 9 dinárů.
Prodejte 4 pláště a vydělejte aspoň 11 dinárů.

Anna Dvořák
byl polák

Je mnoho důležitých věcí, které se v této hře objevují. Je to například obchodní výprava, která vám umožní získat peníze. Je to také obchodní výprava, která vám umožní získat peníze. Je to také obchodní výprava, která vám umožní získat peníze.

Aurelia di Pietro
Dcera bohatého obchodníka

Jsi dcera slavného a bohatého obchodníka z rodiny di Pietro. Teď jsi dospělá žena a rozhodla ses, že svému otci dokážeš, že jsi stejně schopná vést obchod jako tví bratři. Nechala ses proto najmout na jednu z nejvládnutějších obchodních výprav, která vede až na dvůr v Šangha v daleké Číně. Pro tebe je výprava především o hrdosti a cti. Úspěšný návrat pro celou tvou rodinu znamená, že jsi hodná svého jména. Chceš otevřít obchod.

Illustration of a woman's face.



What does the journey with the Caravan look like?

The core of the programme is a role-playing game in which the employees take up roles of merchants on a journey to China in the 14th century. Their goal is to make the deal of their lives with a Mongolian conqueror and revered ruler Kublai Khan.

The game allows the players to exercise negotiations both from the perspective of merchants and clients – characters the merchants encounter on their expedition.

Thrilling Negotiations take place at the merchants' table and map of the journey.

The key to success is to be able to respond immediately and appropriately to unexpected situations that will prove business habits of the participants. The fictitious obstacles on the map are complex business cases the players encounter on their journey and have to solve them before moving any more forward.





Why should you send your employees to China with the Caravan?

We adapt the game to real needs

We are able to adapt the game to the needs of your businesspeople. If the businesspeople need training in all four key areas, the game is going to lead them to encounter business cases focused on all of them in a balanced way. However, the game can also provide intensive training focused on one, two or three areas selected.

We offer practical training

With us, your employees will certainly not sit through hours of boring theory lectures and impractical trainings. We focus on exercising practical skills and outputs useful in real life. Your businesspeople will get a safe space to practice their newly acquired skills; they will also get feedback and suggestions for further self-development.

It is an experience

Participants go through the programme under the guidance of experienced facilitators and game guides who are able to maintain a great gaming atmosphere as well as keep an eye on the training goals. The gaming experience is also enhanced by attractive props the players get their hands on, the story and the twists that engage even the most stubborn grouches.





Who is the Caravan designed for?

Beginning sales representatives

The Caravan is an excellent stepping stone to further self-development for juniors because they discover and name their own limits and areas for improvement by themselves in it. At the same time, it provides with a space for practical training in live situations.

More experienced businesspeople

Experienced businesspeople use the Caravan as an opportunity to get some feedback on their own style and a space for deeper reflection of their negotiation approach. The Caravan may help them uncover some bad habits they carry in their professional life.

Senior businesspeople

For senior businesspeople, the Caravan is rather a functional team spirit and a pleasant team experience. It can be used as a reward for a team or an individual.

In general, the Caravan is suitable for businesspeople who form long-term relationships with their clients. The game works with an emphatic approach to customers. It does entail training for sales of fast-moving consumer goods.



What do players say about the Caravan?

“For me, it was a very interesting personal experience. I realised that preparation and strategy are very important parts of negotiations. A priceless experience.”

Jiří Dvořák, Aconte

“Train and play? I prefer playing before training because at the first sight, a game entails something mysteriously entertaining. It has never occurred to me that the two can be combined in such a great way that allowed me to learn about myself and my skills in a very accessible form. A hearty thanks from me to the organizers.”

Jiří Baxa, Sales Manager

“I finally overcame my shyness at a business training.”

Pavel Šumpík, Sales Manager





What are the options the Caravan offers?

We can prepare the Caravan for you as a half-day, one day or two-day programme according to your needs.

You can put the programme together of two types of packages:



GAME (training)

3 hours

The actual larp the Caravan during which the participants embark upon a journey on the Silk Road. Includes intensive training situations.



REFLECTION AND THEORY

3 hours

In the part following the game, the facilitator takes time to discuss situations experienced in the game - what were the merchants' successes, what could they have done better and where is the lesson in their behaviour, what they take to the real life with them, what knowledge is related.

The programme must include at least one game. The game must precede the reflection. All else is as you arrange it with us. The following page includes typical examples of sets.





Choose a programme to suit your needs

Number of players6–8

Facilitators2 (business skills facilitator and a game guide)

Programme packages

One day programme:  

GAME + REFLECTION AND THEORY

Total: 6 hours

A classic variant that provides your businesspeople with a fundamental training and transfers the experience into comprehensible outputs.

Two-day programme:    

GAME + REFLECTION AND THEORY & GAME + REFLECTION AND DEEPER THEORY

Total: 12 hours

More intensive programme provides more space for training and self-improvement. The next day serves to assert the knowledge gained in further rounds of the game.

Half-day programme 

GAME

Total: 4 hours

The actual game the Caravan may work as a climax of a long-term training or as a reward for a team.

Are you more interested in another variant, tailor-made for you?
Write or call us and we can discuss about how can we help you.



Take a journey through the Silk Road with our Caravan!

RESTARTUP 

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