



ACUMEN

ENGINEERING YOUR TRAINING

EXPERIENTIAL DEVELOPMENT

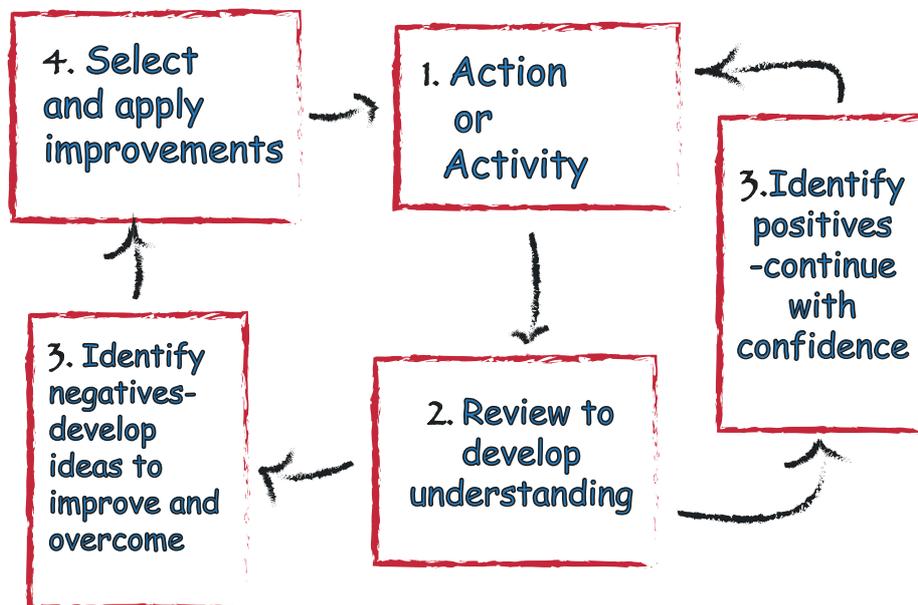
"Learning is more effective when it is an active rather than a passive process"

Euripides



In experiential training, learning and development are achieved through personally determined involvement.

EXPERIENTIAL LEARNING MODEL



Our projects provide 'Action and Activity' in a controlled environment, and are designed to be challenging, stimulating and engaging. Expert facilitation enables participants to gain memorable and valuable personal learning about themselves and the teams they work in.



EXPERIENTIAL DEVELOPMENT

“For the things we have to learn before we can do them, we learn by doing them”

Aristotle



KOLB ON EXPERIENTIAL LEARNING

“To learn skills outside of their home region, learners need to move to other regions and the learning process for any skill requires the ability to move through the experiencing, reflecting, thinking, and acting cycle. To fully develop the whole person requires an educational culture that promotes diverse learning spaces and locomotion among them. Human beings naturally make meaning from their experiences through conversation. Yet genuine conversation in the traditional lecture classroom can be extremely restricted or non-existent.”

“People grow best where they continuously experience an ingenious blend of challenge and support.”

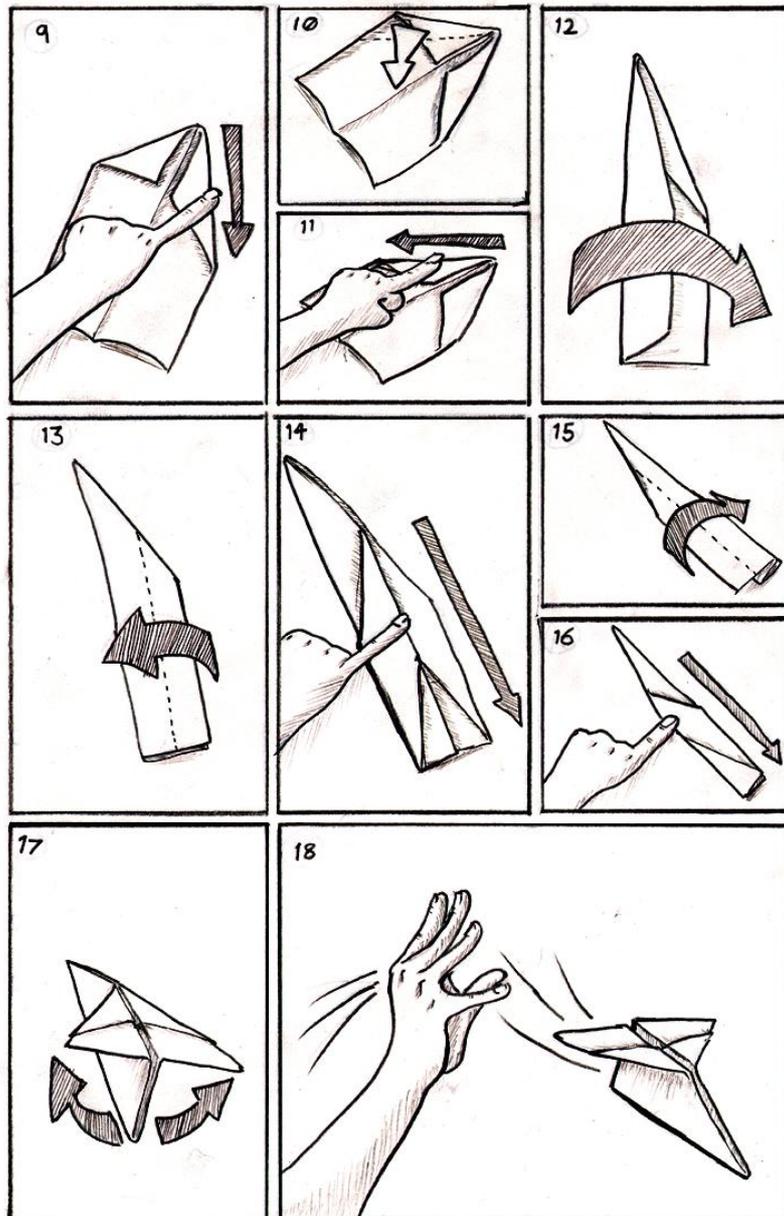
ROBERT KEGAN



EXPERIENTIAL DEVELOPMENT

"It's all to do with the training: you can do a lot if you're properly trained"

Queen Elizabeth II



PROJECT PEGASUS



TEAMS ARE CHALLENGED TO BUILD A PROTOTYPE AIRCRAFT MODEL. THE CLIENT'S BRIEF AND LAST MINUTE CHANGES SCALE DOWN THE REAL WORLD PRESSURES OF DELIVERING A PROJECT ON TIME AND ON BUDGET.

OVERVIEW:

Provided with detailed designs, a limited range of tools and materials, the team must produce a scale model of an aircraft to present to the client. To enhance their end product, teams are provided with a budget for more sophisticated tools and equipment. Additional funds are available upon completion of separate tasks. The client's representative is present and can further challenge the teams, or negotiate changes to the contract. The project finishes with a full presentation.

KEY LEARNING:

- BUILDING CLIENT RELATIONSHIPS
- SPEED, SIMPLICITY, AGILITY
- CO-OPERATIVE AND CONSTRUCTIVE DIALOGUE
- MANAGING EXPECTATIONS
- TIME, COST, QUALITY
- TEAM DYNAMICS



50-200



2-4 HOURS

www.acumenltd.com



PROJECT ODYSSEUS



ODYSSEUS IS AN INNOVATIVE FILM PROJECT. USING HIGH SPECIFICATION EQUIPMENT, AND INGENUITY, THE GROUP CREATES, EDITS, AND PREMIERS A VISUAL EPIC WITHIN A SHORT TIME.

OVERVIEW:

The challenge is clear. Using a storyline split into multiple scenes, with scenes requiring storyboarding, rehearsing, filming and editing. Multiple teams are needed for set and costume design, special and sound effects, camera work, editing and of course, direction. The project concludes with the premier of the completed film. This experience provides powerful learning about the importance of multi-team communication and project delivery.

KEY LEARNING:

- PROJECT DELIVERY METHODOLOGY
- CREATIVE PROBLEM SOLVING
- BUILDING AND EXPRESSING A VISION
- EFFECTIVE COMMUNICATION
- PROJECT PERFORMANCE
- TEAM DYNAMICS



50-250

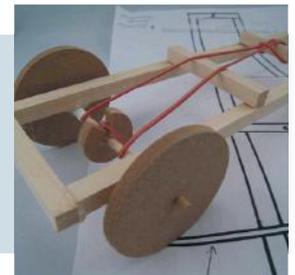


3-4 HOURS

www.acumenltd.com



PROJECT HERMES



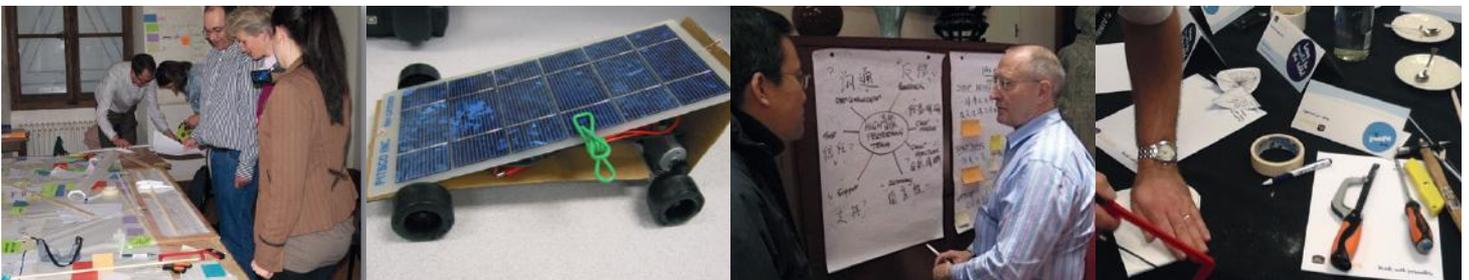
TEAMS COMPETE TO HAVE THE FASTEST CAR IN TOWN. BATTERIES ARE BANNED SO TEAMS MUST LOOK TO CREATIVE FORMS OF ALTERNATIVE PROPULSION. A REAL BATTLE FOR SPEED, SIMPLICITY AND AGILITY.

OVERVIEW:

Teams are provided with basic materials and tools. A small budget provides the opportunity to purchase additional materials or more complex equipment. Resources are at a premium, so intelligent procurement and adaptable project management are paramount. It is the performance of the design on the racetrack that counts, not how the design performs on paper.

KEY LEARNING:

- CREATIVE PROBLEM SOLVING
- SPEED, SIMPLICITY, AGILITY
- PLANNING PROCESSES
- PROCUREMENT VERSUS ACQUISITION
- FLEXIBILITY
- TEAM DYNAMICS



25-250



2-3 HOURS

www.acumenltd.com



PROJECT METIS



METIS IS A COMPLEX AND STIMULATING CHESS CHALLENGE, WHERE OVERALL SUCCESS DEPENDS UPON EXCELLENT CONNECTIONS BETWEEN INDIVIDUALS AND ACROSS TEAM BOUNDARIES.

OVERVIEW:

The group is split into small teams. Each team's task is to obtain chess pieces in order to play against a trainer-led team. To earn their pieces, teams must complete a number of different challenges, ranging from the short and simple to the large and complex. There is an urgent need for communication, collaboration, co-operation and simplicity. The more the teams work together, the more simple the overall project will become. Metis is the perfect learning opportunity for newly created teams, helping to generate stronger links and better communication.

KEY LEARNING:

- NETWORKING
- TEAM MANAGEMENT
- WORKING ACROSS BOUNDARIES
- INTER TEAM COMMUNICATION
- PARALLEL WORKING
- TEAM DYNAMICS



50-150



2-4 HOURS

www.acumenltd.com



PROJECT EDEN



EDEN IS A 24-HOUR DESIGN AND CONSTRUCTION PROJECT. THE TEAM IS CHALLENGED TO BUILD AN OUTDOOR CONSTRUCT TO SATISFY A CLIENT'S NEED. THE CHALLENGE IS IN THE REAL WORLD, THE CLIENT GENUINE, CREATING A REALISTIC BUSINESS SIMULATION.

OVERVIEW:

This business simulation recreates the pressure and complexity of delivering a demanding project. Working with you, we find an outdoor area in need of regeneration, for example a school garden. The team then has 24 hours to produce a positive effect in the local environment. We provide professional tools and expertise as well as a real budget for the team to manage. During the programme, our trainers observe individual and team behaviours. A trainer led review then identifies potential areas of improvement for both individuals and the team.

KEY LEARNING:

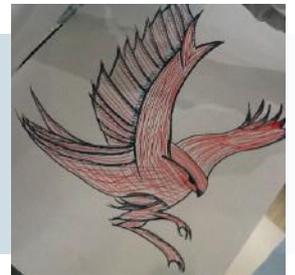
- LEADERSHIP
- MANAGING RELATIONSHIPS
- PROJECT DELIVERY METHODOLOGY
- CREATIVE PROBLEM SOLVING
- PERSONAL DEVELOPMENT
- TEAM DYNAMICS



www.acumenltd.com



PROJECT HERCULES



SUPER HEROES WEAR THEIR BRAND ON THEIR CHEST. AT FIRST GLANCE YOU CAN CLEARLY SEE THEIR VALUES, STRENGTHS AND VIRTUES. PERSONAL BRAND AWARENESS IS KEY IF YOU ARE TO SUCCEED IN THIS HIGHLY COMPETITIVE MARKET.

OVERVIEW:

Superheroes are big business with Marvel's 'Avengers' grossing \$1.5 billion. The challenge is to create a superhero who embodies your team's skills and talents. Align your brand to create your superheroes back story, exploring their rise to hero status, costume, unique form of transport and their superpowers. A presentation of these, and a video trailer of your hero in action, will be made to a panel of experts at the end of the project. Innovation, creativity, brand awareness and authenticity will be the deciding factors in your success.

KEY LEARNING:

- PERSONAL BRAND
- INNOVATION
- PRESENTATION SKILLS
- CREATIVITY
- NETWORKING
- TEAM DYNAMICS



20-150



1-3 HOURS

www.acumenltd.com



PROJECT EVEREST



SOMETIMES THINGS ARE NOT AS CLEAR AS THEY FIRST APPEAR. WHAT IF THE FIRST ASCENT OF EVEREST WAS NOT ABOUT NATIONAL PRIDE, BUT PART OF A COLD WAR PLOT? SUCCESS REQUIRES GOOD PARALLEL WORKING AND DATA PROCESSING.

OVERVIEW:

Contained in two suitcases is the story of an attempt on Everest. The background is carefully researched, complex but filled with uncertainty and ambiguity. The objective is to analyse and prepare a presentation describing what happened. Suitable for groups exploring the interface between management and leadership. Empowerment, delegation and excellent teamwork are essential. This experience shines a clear light on operations where uncertainty reigns.

KEY LEARNING:

- PARALLEL WORKING
- DATA PROCESSING
- PRESENTATION SKILLS
- OBJECTIVE SETTING
- TEAM MANAGEMENT
- TEAM BUILDING



PROJECT BOLT



HIGH TECH SOLUTIONS VERSUS THE TRIED AND TESTED. TEAMS MUST DESIGN SUPER-FAST BALL THROWING MACHINES THAT CAN BEAT THE HUMAN ARM.

OVERVIEW:

There is more to a great design than innovation and high technology solutions. This challenge lets teams examine how increases in performance can only succeed if innovation can be implemented. The teams must create throwing machines that are better than the human arm, not just in theory but in reality.

KEY LEARNING:

- INNOVATION
- IMPLEMENTATION
- PROJECT MANAGEMENT
- CREATIVE PROBLEM SOLVING
- PLANNING PROCESSES
- TEAM DYNAMICS



20-200



1-2 HOURS

www.acumenltd.com



PROJECT HAWKEYE



HAWKEYE IS AN INNOVATIVE PROJECT THAT VIEWS TEAMS FROM A DIFFERENT WAY, DIRECTLY ABOVE. GROUPS HAVE TO USE THEIR BODIES AND ANY PROPS THEY CAN FIND TO CREATE A SHORT MOVIE SCENE.

OVERVIEW:

Using remote drones and camera jibs we are able to film in full HD directly above you. The challenge for teams is to create a scene or image that doesn't make sense from their point of view but does from that of a hawk. Success requires creative vision, strong leadership and excellent teamwork

KEY LEARNING:

- TEAM MANAGEMENT
- INNOVATION
- LEADERSHIP
- CREATIVITY
- NETWORKING
- TEAM DYNAMICS



20-150



1-3 HOURS

www.acumenltd.com



RUBE GOLBERG



USUALLY WE WANT MACHINES TO BE AS SIMPLE AND EFFICIENT AS POSSIBLE, NOT HERE. TEAMS ARE CHALLENGED TO BUILD THE MOST OVER ENGINEERED AND COMPLICATED DEVICE AS POSSIBLE IN A SHORT TIME.

OVERVIEW:

Making complicated processes simple is an easy concept to understand, but what about the reverse? Rube Goldberg machines achieve simple tasks in the most creative and complicated way, turning the mundane into the extravagant. This fun and creative exercise allows people to explore teamwork and is a great networking event for both newly created and established teams.

KEY LEARNING:

- INNOVATION
- NETWORKING
- PROJECT MANAGEMENT
- CREATIVE PROBLEM SOLVING
- PLANNING PROCESSES
- TEAM DYNAMICS



20-100



1-2 HOURS

www.acumenltd.com





ian@acumenltd.com
01789 290 035
www.acumenltd.com