

## **Values: Auction Instructions**

Adapted from *Experiential Activities for Teaching Career Counseling Classes and for Facilitating Career Groups*, edited by Mark Pope and Carol Minor. Exercise authored by Janet Steele Walters, MEd and Leslie Lumsden, RN, MEd - The University of Western Ontario

### **Purpose:**

To help students understand the impact of values on career decisions and introduce the concept of self-assessment.

### **Learning Objectives:**

As a result of this exercise, students will understand (a) the concept of personal values, (b) the effect of others values on their choice, and (c) congruence between their values and interests.

### **Group size:**

Any class size

### **Time required:**

40 minutes: 5 min. individual, 30 min. group, 5 min. group processing.

### **Materials:**

Copy of Workshop #2 Handout “Understanding Yourself: Values” and the “Values Auction Key” for each student. Bidding cards, play money, values certificates, and a gavel are optional.

### **Instructions:**

The facilitator plays the role of auctioneer, and the students act as bidders. Within the activity, students are placed in a forced choice situation that requires them to assign monetary values to the items listed in the exercise. The Values Auction Key is not shared with them until all the value “items” are sold. In this way, the students make their initial spending choices without knowing the value label the item represents.

You can make creative use of props, such as bidding cards, play money, value certificates and a gavel, but this equipment is not required to have a successful and lively auction. It is advisable to allow a few seconds at the end of each item sale so that your students can reassign money to upcoming value items and record their previous item bid. These actions become very important when the Values Auction Key is introduced and the activity is processed. Although students may not have made a winning bid, the initial ranking they assigned and the bid they made will indicate how important the value is to each of them.

Student instructions are included on the “Understanding Yourself: Values” handout.

### **Discussion:**

Suggested discussion prompts are as follows:

1. What does the concept of “personal values” mean to you?
2. How have the values of others affected the choices you have made in your life?
3. Why do you think it’s important to incorporate your values into your career choices?
4. What did you learn about yourself and your values?
5. Are your values a good fit with your interests?
6. What values do you most associate with physicians in the specialties you are considering?  
Do their values match with yours?