

TITLE OF THE SCENARIO	Board meeting	
Keywords	Management, opportunity, decision, conflict, negotiation	
Information about students?		
Age Range and grade of the learners	Over 18 years old, persons which are enrolled in different types of management courses (decisional management, conflict management).	
Special characteristics of learners	- Not applicable -	
The learning emphasis?		
Learning subject / field / skills or dimensions	Learning subject: Management Field: Conflict management Skills: negotiation, communication, soft skills	
Specific Goals	At the end of this course students will be able to: * improve communication skills * solve a conflict * negotiate in a larger group	
The teaching emphasis?		Rate 0-5
Learning metaphor that can support the learning objectives	Acquisition (I will transmit / present / explain content to the learners)	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input checked="" type="checkbox"/> <input type="checkbox"/>
	Imitation (I will show to the learners how to do things related to this subject / content, i.e. I will be a model for them)	<input checked="" type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>
	Discovery (I will provide the necessary artifacts for the learners to find out / discover a specific concept / knowledge on their own. I will organize guiding activities and provide tips)	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input checked="" type="checkbox"/>
	Participation (I will organize sessions in which learners will discuss, share and / or collaborate for learning a specific subject / content and I will facilitate the interaction between them)	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input checked="" type="checkbox"/>
	Experimentation (I will organize activities in which learners will understand, learn how-to, practice, and / or exercise)	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input checked="" type="checkbox"/>
Description of the game	Narrative description of the game plot The scenario is concentrated on a board meeting called by the general manager in order to decide the proper solution to further develop the company. This meeting will be a negotiation between different departments of the same company, each department claiming a certain way to extend to companies' activity.	

		There are complex relationships between companies' employees, old conflicts, sympathies and antipathies, with different visions on the final result. There are some unexpected events creating conflicts which must be solved by employees themselves and general manager. Players are playing different roles assigned by the trainer, and they will have to discuss until the time stops. The trainer can be the manager of company of he can be a simple observer, his intervention will be requested only if players are deviating from the plan.	
	Goals	A final decision accepted by all.	
	Characters	Players: General manager, Financial manager, Chief engineer, sales manager, human resources manager, chief for logistics	
	Scenes	Company's meeting room	
		Learning settings	Estimated Time
Narrative Description of learning activities - step by step organization and structuring	Before the game: The trainer will make a short review with the students about conflict management and decisional management. Short presentation of Eutopia.	In the classroom	20 min
	During the game: Trainer will supervise de game sessions, he can warn the participants if the discussions are not on subject or in other important cases.	In the classroom / Online / At home	At most 60 min
	After the game: Debriefing session. Analyze the decision, attitudes, behaviors, and discussions.	In the classroom / Online	40 min
			Total: 120 min
How will I evaluate students?			
Evaluation approach	<ul style="list-style-type: none"> ➤ Recorded session ➤ Monitoring during the game ➤ Collaboration and time to achieve the scope. 		
What will learners need in order to achieve learning objectives?			
Prerequisite	<ul style="list-style-type: none"> ➤ Computer use – basic level, especially typewriting ➤ Basic knowledge of management and conflict 		
Settings and materials	<ul style="list-style-type: none"> ➤ A lab with blackboard and computers for each student ➤ "Board meeting" game 		
What is needed to implement the scenario?			

Applications involved	Mandatory	<ul style="list-style-type: none"> ➤ <EUTOPIA> ➤ Accounts on EUTOPIA Server
	Optional	
Infrastructure / equipment	Mandatory	<ul style="list-style-type: none"> ➤ Internet connection ➤ A computer per learner ➤ A computer for trainer
	Optional	<ul style="list-style-type: none"> ➤ LCD projector
Learning Resource Type		<ul style="list-style-type: none"> ➤ Online resources ➤ Short videos on related themes
Time / Space resources		<ul style="list-style-type: none"> ➤ A computer lab ➤ Estimated time: 120 minutes
Other things to consider		
<p>This game is very easy to be adapted to new learning contexts and also to different courses dealing with different management issues, with communication, negotiation. It is recommended to have at least two different sessions in which roles to be changed. If the sessions are organized in classrooms, the order students can follow the session on a screen without being part of the game.</p> <p>Characters can be changed and trainer can take the observer role, allowing students to mediate the discussion, the role of the general manager being played by a student. This game can be replayed many times, and more parallel sessions can be opened. For example, in this scenario are four different decisions proposed by default, by the game designer. These decisions can easily be changed and will result in a different game.</p> <p>It is very useful in distance communication when the students are online, in different locations.</p>		