



The Art of Negotiation

Scenario Conception and Setup

Items' index

In general:

- A desk
- Few tables
- Paper sheets & pencils
- Post-its
- Coloured tape
- Envelop / folders
- A printer (A4 size is okay, A3 is better)
- 1 chair (or more if some players have specific needs)

Phase A: Print the annex: A- Skills

Phase B: Print the annex: B- Needs

Phase C: A table with the matrix on it: C- Matrix (using coloured tape or paper sheets).

Phase D-E: Ping on one of the room's wall the annex: D- Rate policy.

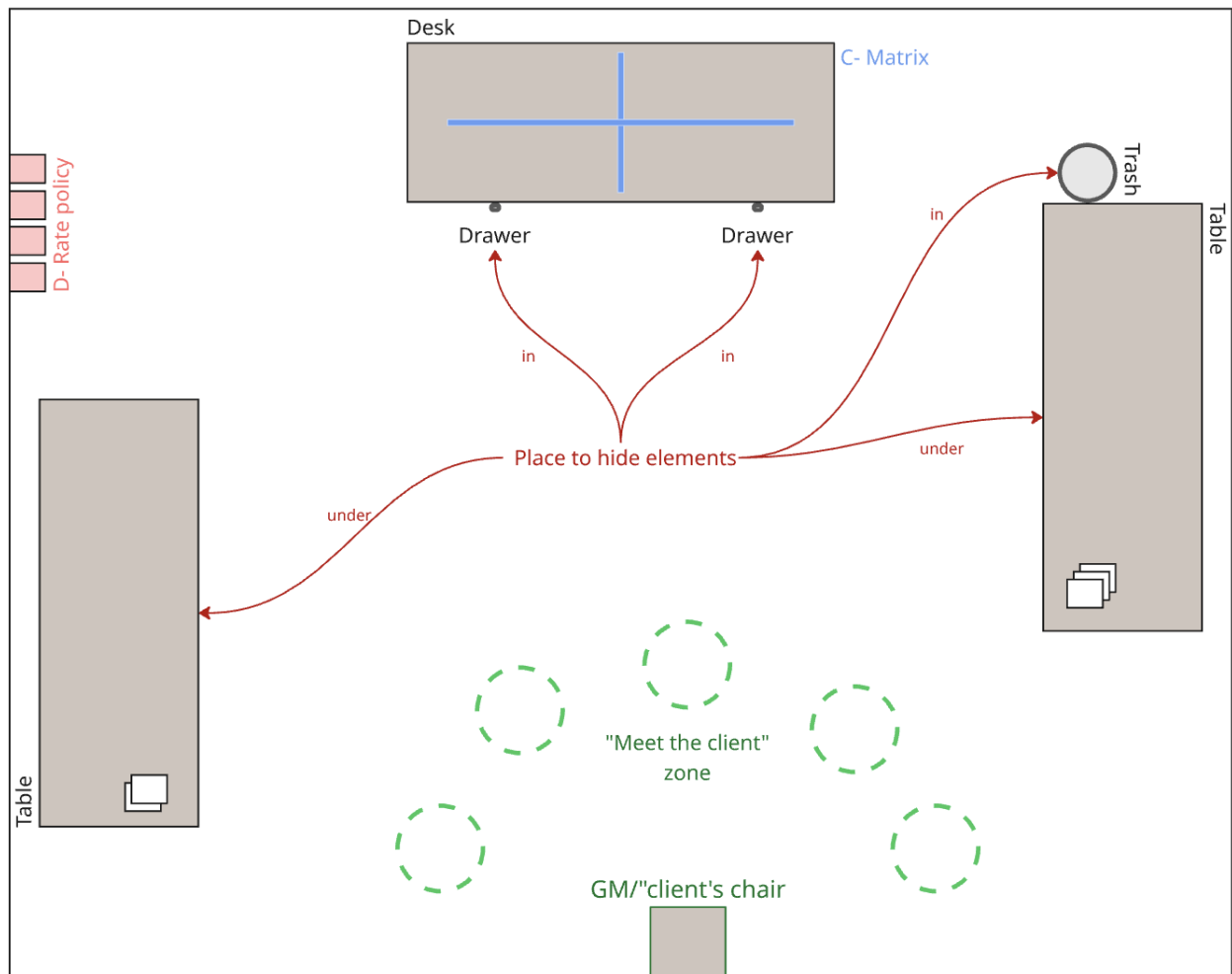


Detailed conception

General position of the elements

Instructions

Here is an example of how to display the game elements. Feel free to adapt according to your game environment 😊





Phase A

Material needed

- Envelops / folders
- Printed annex: A- Skills
- Markers
- Post-its (colour 1)

Tutorial

1. Title the first post-it of each pile with “Skills”
2. Use 1 to 3 envelops/folders and mark “Human resources 1/x” on them (x is the number of envelops/folders you used)
3. Dispatch the printed annex “A- Skills” in the envelop(s)/folder(s)
4. Put some post-its in each envelop(s)/folder(s)
5. Hide the envelop(s)/folder(s) in the room

Optional

You can print other kinds of HR folders, such as “holidays” of the staff, “organisation of Christmas party”. Be sure that the “red lead” you are creating doesn’t collide with the enigmas! Of course, it will increase the difficulty of the game, so pay attention to balancing it properly.



Phase B

Material needed

- Printed annex: B- Needs
- Markers
- Trash box
- Post-its (colour 2)

Tutorial

1. Title the first post-it of each pile with "Needs"
2. Print the annex "B- needs"
3. Shred the sheets
4. Hide them in the trash
5. Put post-its in the trash 2

Optional

You can add other kind of paper in the trash, such as web blogpost. Be sure those elements are not related to the game enigmas! Of course, it will increase the difficulty of the game so pay attention to balance it properly.



Phase C

Material needed

- The desk
- Marker
- Tape

Tutorial

On the desk, draw with the coloured tape the annex “C- Matrix”.

Phase D-E

Material needed

- Printed annex: D- Rate policy
- Tape
- Paper sheets
- Pencils
- Tables

Tutorial

1. Dispatch clean paper sheets and pencils in the room
2. Tape the annex on a wall (see general diagram above)
3. Be sure that the players have enough places on tables to group together to solve the maze.



Debrief

Material needed

- Coloured tape
- Chair

Tutorial

1. Draw with the coloured tape marks on the floor (see diagram above).
2. Put the chair for the GM/"client" in front of those marks.



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