



Educator's Guide to **Post-Game Discussions**

Participants of the Global Simulation Workshop often end the Workshop needing guidance to unravel the experience they have just had. These questions, grouped together by theme, can provide educators with good ways to initiate a discussion to help the players understand what they have learned from the Workshop.

Who Won?

No single criterion is an absolute measure of success in the game. All teams start the game with different amounts of wealth and with different goals, and more than one team can end the game with a feeling of success.

Ask the participants which definition of "winning" they had in mind during the game. Some possibilities are:

- Total wealth at the end of the game
- Total increased wealth at the end of the game
- (For regions only) Amount of infrastructure development in the game
- (For organizations and corporations only) Total number of solution cards distributed
- Popularity or goodwill gained from other teams

Total Wealth vs. Gained Wealth

Each team begins the workshop with a different amount of wealth. By the end of the game, did the relative distribution of wealth change in the world? Who gained the most wealth? Who lost the most wealth?

Infrastructure Development

For Regional Teams, the degree of infrastructure advancement is an important measure of overall success. Which team advanced the greatest number of levels? Did any team concentrate on amassing liquid wealth, but remain at the same Infrastructure Level for the entire game?

Number of Solutions Distributed

Corporations and organizations were given solution strategy cards to trade with regional teams. Each card represents a solution to a problem in the region.

What were the goals of the corporate and organization teams as they traded these cards? Was it to increase their wealth? Was it to try to distribute as many cards as possible to the world? Can these two goals be achieved at the same time? By which criteria should success be measured?

Goodwill and enmity

How teams perceive each other can have a significant impact on the financial outcomes of participants. Exploring the interrelation between wealth, character and integrity can lead to an interesting conversation.

During the course of a Workshop, certain teams will emerge as ethical and fair players in the world. Ask how they made other teams feel this way about them, and how it affected their success in the game. Other teams might be perceived by the world as selfish, unfair or aggressive. Ask what these teams did to make other teams feel this way about them, and how it affected their success in the game.



What did you do?

Participants are often eager to talk about the strategies they employed during the game. Here is a list of questions one might ask to find out more about what a team did.

- Did your team make fair deals and build good relationships with your clients to ensure future business?
- Did your team constantly try to cheat and manipulate other teams for short-term profit?
- Did your team try to “price gouge”, and trade your card at a much higher price than its value?
- Did your team broker 3-way deals or multi-team deals for the benefit of all the teams involved?
- Did two teams form an alliance and pool their resources together to help each other reach their respective objectives?
- Did your team invest in other low-development teams by buying in their resource cards and waiting for their cards to increase in value?

Did it work?

Once strategies are elucidated, it is important to discuss the effectiveness of each. Some possible questions include:

- Which strategy worked?
- Which strategy backfired?
- Which strategy benefited players in the short run but brought long-term negative results?
- How and when did you formulate your strategy?
- Did your team have one coherent strategy or did each team member pursue his own goals? How did this affect the success of the whole team?
- Was it difficult during the game to communicate your strategy to other team members?
- Did your team have a consistent strategy, or did you find that your strategies changed during the game?
- If the game had 10 rounds instead of 3, how would that influence your strategy in the beginning rounds?

More Game Strategy

(Did it work? cont'd)

The most important point to bring out in the discussion about strategies is that self-interest and altruism are not mutually exclusive. Often, a strategy that benefits others at the expense of one's short-term profit can end up having profound long-term effects. Similarly, a team that employs a strategy that hurts another team may ultimately hurt itself in the long run.

Example: If the Education team overcharges, it might acquire more liquid wealth in the short-term. But in the long-term, since price inflation slows down the development of certain regional teams, these teams cannot advance to a new infrastructure level, where they would consume more education cards. So Education loses a potential customer, and, in the long run, loses out from the strategy of price inflation.

Example: If Miyazaki, a corporation, trades at a low price with all other teams, it does not gain as much profit in the short-term as it could have; but it develops excellent long-term relationships with its customers, many of whom return to Miyazaki for future business.

Is it right?

During the game, some teams may employ strategies that can be seen as "immoral" or "unethical". In the discussion, some players will openly admit to cheating and deceiving other players or teams. To ensure an environment of open, honest discussion, it is important that the facilitator of the discussion listen objectively and respond in a neutral, non-judgmental manner.

Here are some possible questions that address the issue of unfair behavior:

- Is "x" behavior cheating? What do you consider "cheating" in the game?
- How do the other teams feel about such an admission? What would they have done if they had found out about the cheating earlier?
- Why didn't everyone cheat? What is the advantage of dealing with other people honestly?
- What recourse does a team have when it feels cheated by another team during the game? (Be sure to point out in the discussion that possible venues include cultural expression and the media)
- Would cheating be as effective if the game were longer, or if the other teams had more information?
- How is the outcome of the game influenced by how teams perceive each other?

The most important point to bring out is that there are no prescribed rules in the game for how one should act and make decisions. How one chooses to act in the game reflects one's own values and goals in real life.



Role Playing

The game is a role-play simulation that demands an act of the imagination. It compels participants to explore the perspective of other ethnicities, nationalities, and social roles--whether it is that of a corporation trying to create wealth, of a leader of an underdeveloped region struggling to make ends meet, or of a leader of a rich region in a position of great influence. This experience is not incidental to the game, but an integral part of its lessons. Therefore, it is helpful for the participants to reflect on their respective roles in the game and to understand how their strategies and viewpoints emerge from these roles.

Possible questions to ask include:

- How would you describe your experience in the game?
- Did you feel that you were successful or unsuccessful?
- Did you think the game was more difficult or less difficult for your team than for the other teams?
- What were the most severe problems your team faced? How did you try to solve these problems?
- What are advantages you feel your team had, compared to the other teams?
- How much wealth did your team start with compared to other teams? How do you feel about the way wealth is distributed in the world in the beginning?
- Which did you feel was more valuable? Resources or money chips?
- Low development regions, did you find it difficult to sell your cards to other teams? Did other teams believe that your cards were valuable? What arguments did you use to persuade other teams to buy solution strategy/regional resource cards from you?
- If you could choose, which team would you most like to be on? Why?

Media and Culture

In the Workshop, media and culture shape how teams perceive each other, and may have a profound effect on the outcome of the game. Some possible questions to begin a discussion about culture and media are:

- Did the WSN reporter say things that influenced the way the world perceived certain teams?
- Did you feel that the media portrayed teams and events fairly?
- How effectively did your team use the news report to tell the world about your team?
- Did the news reports impact decisions teams made in following rounds about trading and negotiation?
- What is cultural expression? How did each team's cultural expression represent that group?
- What was the most memorable cultural display?
- Did any cultural expression change the way people viewed a particular team?
- How much of the "culture" that was produced in the world seemed like advertising? How much seemed like art? What was the difference between the two?
- Did participants seem to prefer certain kinds of cultural expression over others?
- What were the main messages that artists tried to communicate? Were they effective? Why or why not?

Understanding how different aspects of the game relate to real life is a crucial part of the reflections after the game. It is useful to lead the participants into a discussion of how the content of the game gives them insight into their own lives and the world.

Question: What is infrastructure, and what does “infrastructure level” in the game represent in the real world? Do you find that the distribution of infrastructure level accurately reflects the situation in real life?

Answer: Infrastructure levels represent the complex of indicators that makes the economy in one region more robust and increases the quality of life for its citizens. These indicators include the state of the health care system, the justice system, the environment, the educational system, and the transportation system, as well as the level of technological advancement. At the beginning of the game, the comparative infrastructure levels of regions roughly correspond to the real world situation, with North America, Europe, and Japan at the highest level, and Africa, India, and the Middle East at the very bottom.

Question: Why are infrastructure levels important for regions?

Answer: In real life, when a region makes improvements to its infrastructure, it is able to use resources more efficiently, produce wealth more effectively, and increase the quality of life for its citizens.

Question: What do regional resource cards represent? Why are they worth more when a region’s infrastructure level is higher?

Answer: Regional resource cards represent raw resources in that region. When a region’s infrastructure level is higher, it is able to use its raw resources more effectively and thus extract higher value from them. For example, the work force in a highly developed region with a better school system will be much better educated and trained than a region still at the “low” level. Workers who are more trained will be more efficient and more productive.

Question: What does it mean to be “responsible,” in the game, and in real life?

Answer: “Responsible” is the highest level that a regional team can achieve in the game. In real life, it is an ideal state in which a region has solved the important problems of its own communities. All wealth that it has at that point is surplus wealth.

Question: Why do regions need technology and human interest cards to advance an infrastructure level?

Answer: In real life, the level of advancement in technology, education, human rights, environment, and health are all important indicators of a region’s development and economic stability. Thus, in the game, in order to advance an infrastructure level, a region must devote some of its wealth and resources to find solutions to problems in each of these areas.

Question: Why do regions get more wealth at the end of every trading round?

Answer: The new wealth represents the cumulative population and economic growth in every decade.

Relating the Game to Real Life

Decisions and Choices

Finally, the game provides an opportunity for players to reflect on their own choices and to consider how their actions in the game might translate into real-world consequences.

Here are some possible questions for them to ponder at the end of the discussion.

- How do you think your decisions in the game would have affected people in your region, and people in the world?
- How do you think the crisis affected your region? What was the effect of the crisis on the world?
- Do you think your decisions were mature and well-considered? What could have helped you to make better decisions?
- What insights did your behavior in the game give you about yourself, your values and your goals in life?
- What would you have done differently, if you could play the game over again?