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Review name: Win Win Manager

Edition: 2.0

Publisher: WinSet. S.r.l.

Authors: Marco Greco, Fabio Patriarca

Publisher city: Sulmona

Country of origination: Italy

Player language(s): Italian, English

Web address: <http://www.winwinmanager.net/>

Access date: 19/11/2015

Notes: This encoding was accomplished by the game's first-named author. Encoding edited by the Typology Master.

Abstract: Players conduct a sequence of bilateral negotiations. The negotiations are pursued through private threads. Players are given both qualitative and quantitative information regarding their role, their objectives and each scenario's general background. At the end of each negotiation an algorithm calculates the players' score on the basis of the agreement they negotiated.

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Typology Section	Description	Last modified	Response	Complete at
Activity Administration	This part of the typology deals with the experience's application and how it is set up and governed.	2015-11-19	8/8	100.0%
Participants/Relationships	This is where the typology indicates who are the parties that are engaged in the experience and how they relate to each other.	2015-11-19	11/14	78.6%
Engine/Model	This section describes the nature of the mechanism that drives the experience and the phenomena that is being simulated.	2015-11-19	15/16	93.8%
Interface	This part of the typology describes the methods and devices that allow the experience's participants to interact and act intelligently with the simulation.	2015-11-19	10/10	100.0%
Outcomes	This section deals with the experience's expected results and how those results are communicated to its participants.	2015-11-19	10/10	100.0%
Ancillaries	Ancillary materials that complement the serious game		0/1	0.0%

Activity Administration

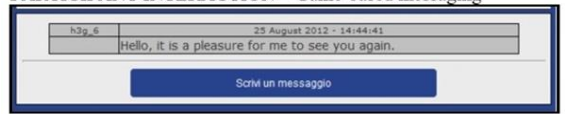
This part of the typology deals with the experience's application and how it is set up and governed.

N°	Question	Response
1	Teleology (Question)	<ul style="list-style-type: none"> An unlimited number of playing rounds
2	Teleology (Detail(s))	<ul style="list-style-type: none"> Players can answer to their counterpart an unlimited number of times
3	Decision cycle (Question)	<ul style="list-style-type: none"> Continuous free-form rounds
4	Decision cycle (Detail(s))	<ul style="list-style-type: none"> Continuous free-form rounds.

N°	Question	Response
5	Decision round sequencing (Question)	<ul style="list-style-type: none"> Linear
6	Decision round sequencing (Detail(s))	
7	Interval time clock source (Question)	<ul style="list-style-type: none"> Game/Instructor calendar Individual participant(s)
8	Interval time clock source(s) (Detail(s))	<ul style="list-style-type: none"> Calendar and/or the Individual participant's pace. Players can write their messages around the clock but the instructor may request them to finish a negotiation before a deadline.

Participants/Relationships


This is where the typology indicates who are the parties that are engaged in the experience and how they relate to each other.

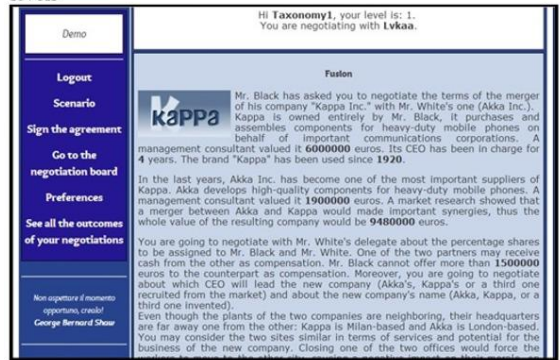
N°	Question	Response
1	Game integration degree(s) (Question)	<ul style="list-style-type: none"> None
2	Game integration degree(s) (Detail(s))	
3	Coaching provision(s) (Question)	<ul style="list-style-type: none"> Occasionally with a non-group individual(s)/facilitator
4	Coaching provision(s) (Detail(s))	
5	Participant sophistication level(s) (Question)	<ul style="list-style-type: none"> College level Executive Graduate level Mature/Post-Graduate level
6	Participant sophistication level(s) (Detail(s))	
7	Participant interaction(s) (Question)	<ul style="list-style-type: none"> Directly against other participant-staffed groups
8	Participant interaction(s) (Detail(s))	<p>PARTICIPANT INTERACTION—Game-based messaging</p> 
9	Participant composition(s) (Question)	<ul style="list-style-type: none"> One participant per experience/opponent
10	Participant composition(s) (Detail(s))	<ul style="list-style-type: none"> Each player has a human counterpart, which changes as the next negotiation scenario is started
11	Participant evaluation/status base(s) (Question)	<ul style="list-style-type: none"> As individuals
12	Participant evaluation/status base(s) (Detail(s))	
13	Role(s) (Question)	<ul style="list-style-type: none"> Absolute, changeable roles

N°	Question	Response
14	Role(s) (Detail(s))	<ul style="list-style-type: none"> Within the same scenario, players have to play the roles that were assigned to them by the software. Roles change when the next negotiation scenario is started. <p>ROLE— Absolute, non-changing role</p> 

Engine/Model

This section describes the nature of the mechanism that drives the experience and the phenomena that is being simulated.

N°	Question	Response
1	Representation (Question)	<ul style="list-style-type: none"> Model does not mimic real-world time Model does not mimic the real-world's physical environment
2	Representation (Detail(s))	
3	Sub-set decision content (Question)	<ul style="list-style-type: none"> Totally Quantitative
4	Sub-set decision content (Detail(s))	<ul style="list-style-type: none"> Totally Quantitative available. <p>SUB-SET DECISION CONTENT-- Quantitative</p> 
5	Model openness (Question)	<ul style="list-style-type: none"> Many routines conceptually explained
6	Model openness (Detail(s))	
7	Content width and depth (Question)	<ul style="list-style-type: none"> Broad and deep
8	Content width and depth (Detail(s))	<ul style="list-style-type: none"> Broad regarding the situation's economic conditions. Deep regarding the number of negotiating possibilities possible/encouraged.
9	Domain (Question)	<ul style="list-style-type: none"> Real-world generic
10	Domain (Detail(s))	

N°	Question	Response
11	Behavior (Question)	<ul style="list-style-type: none"> More stochastic than deterministic
12	Behavior (Detail(s))	<ul style="list-style-type: none"> Stochastic component embedded in the participants' bounded rationality.
13	Model configurability content (Question)	<ul style="list-style-type: none"> Adjustable box
14	Model configurability content (Detail(s))	<ul style="list-style-type: none"> Any number of scenarios can be installed before play begins. The instructor can also customize the scenarios supplied by the publisher. <p>MODEL CONFIGURABILITY—Multiple Scenarios and Scenario levels</p>  <p>The screenshot shows a web-based interface for a negotiation game. On the left is a blue sidebar menu with options: Demo, Logout, Scenario, Sign the agreement, Go to the negotiation board, Preferences, See all the outcomes of your negotiations, and Non-opportunities if moments opportunities, credit George Bernard Shaw. The main content area is titled 'Fusion' and contains text about a negotiation between Mr. Black and Mr. White regarding the merger of Kappa Inc. and Akka Inc. It mentions values like 6000000 euros and 1900000 euros, and a market research showing synergies. At the bottom, it states that the participants will negotiate the percentage shares to be assigned to Mr. Black and Mr. White, with a maximum cash offer of 1500000 euros.</p>
15	Challenge source content (Question)	<ul style="list-style-type: none"> Situation is altered by participant actions/randomness
16	Challenge source content (Detail(s))	<ul style="list-style-type: none"> The situation is altered by each negotiator's actions or responses. The game's scenarios can be changed between runs of the game. .

Interface

This part of the typology describes the methods and devices that allow the experience's participants to interact and act intelligently with the simulation.

N°	Question	Response
1	Spatial interface (Question)	<ul style="list-style-type: none"> Offsite materials/game via the internet/LAN Offsite network via the internet/LAN Remote computer Onsite local network via the internet
2	Spatial interface(s) (Detail(s))	
3	Output form(s) (Question)	<ul style="list-style-type: none"> Alpha numeric 2D pictorial
4	Output form(s) (Detail(s))	

N°	Question	Response
5	Input form(s) (Question)	<ul style="list-style-type: none"> Keyboard/Terminal/CRT Mouse <p>INPUT FORM(S)— Keyboard/Terminal/CRT; Mouse</p>  <p>INPUT FORMS—Alpha numeric; Keyboard; Mouse</p> 
6	Input form(s) (Detail(s))	<p>INPUT FORM(S)— Keyboard/Terminal/CRT; Mouse</p> 
7	Decision round savability (Question)	<ul style="list-style-type: none"> Not possible
8	Decision round savability (Detail(s))	
9	Avatar/participant travel (Question)	<ul style="list-style-type: none"> Not possible/Not available
10	Avatar/participant travel (Detail(s))	<ul style="list-style-type: none"> Not available but possible.

Outcomes

This section deals with the experience's expected results and how those results are communicated to its participants.

N°	Question	Response																																																																																																																								
1	Adopter goal(s) (Question)	<ul style="list-style-type: none">• Assessment• Education• Entertainment• Research																																																																																																																								
2	Adopter goal(s) (Detail(s))																																																																																																																									
3	Didactic goal(s) (Question)	<ul style="list-style-type: none">• Soft human skills																																																																																																																								
4	Didactic goal(s) (Detail(s))	<ul style="list-style-type: none">• Logistics Bull Whip Negotiation																																																																																																																								
5	Performance goal(s) (Question)	<ul style="list-style-type: none">• Comparative• Ranked																																																																																																																								
6	Performance goal(s) (Detail(s))	<p>PERFORMANCE OUTCOMES—Ranked</p> <table><thead><tr><th colspan="5">Classifica punteggio</th><th colspan="5">Classifica reputazione</th></tr><tr><th>Rank</th><th>Username</th><th>Gruppo</th><th>livello</th><th>Punteggio</th><th>Rank</th><th>Username</th><th>Gruppo</th><th>livello</th><th>reputazione</th></tr></thead><tbody><tr><td>1</td><td>PoolDigit</td><td>White</td><td>2</td><td>395</td><td>1</td><td>Koor6</td><td>Black</td><td>2</td><td>9.25</td></tr><tr><td>2</td><td>Grandalbero</td><td>Black</td><td>2</td><td>385</td><td>2</td><td>Itthipol</td><td>White</td><td>2</td><td>9</td></tr><tr><td>3</td><td>Koor6</td><td>Black</td><td>2</td><td>371</td><td>3</td><td>Beholder</td><td>White</td><td>2</td><td>8.5</td></tr><tr><td>4</td><td>Gianni</td><td>Black</td><td>2</td><td>365</td><td>3</td><td>turtle</td><td>Black</td><td>2</td><td>8.5</td></tr><tr><td>5</td><td>mariorossi</td><td>Black</td><td>2</td><td>359</td><td>4</td><td>giveit2me</td><td>Black</td><td>2</td><td>8.25</td></tr><tr><td>6</td><td>giveit2me</td><td>Black</td><td>2</td><td>357</td><td>5</td><td>ME498</td><td>White</td><td>2</td><td>8</td></tr><tr><td>7</td><td>Itthipol</td><td>White</td><td>2</td><td>354</td><td>5</td><td>PoolDigit</td><td>White</td><td>2</td><td>8</td></tr><tr><td>8</td><td>delfino83</td><td>White</td><td>2</td><td>352</td><td>6</td><td>Grandalbero</td><td>Black</td><td>2</td><td>7.75</td></tr><tr><td>9</td><td>mrivizzo</td><td>White</td><td>2</td><td>350</td><td>7</td><td>Furio</td><td>White</td><td>2</td><td>7.5</td></tr><tr><td>10</td><td>Beholder</td><td>White</td><td>2</td><td>335</td><td>8</td><td>Gianni</td><td>Black</td><td>2</td><td>7.25</td></tr></tbody></table>	Classifica punteggio					Classifica reputazione					Rank	Username	Gruppo	livello	Punteggio	Rank	Username	Gruppo	livello	reputazione	1	PoolDigit	White	2	395	1	Koor6	Black	2	9.25	2	Grandalbero	Black	2	385	2	Itthipol	White	2	9	3	Koor6	Black	2	371	3	Beholder	White	2	8.5	4	Gianni	Black	2	365	3	turtle	Black	2	8.5	5	mariorossi	Black	2	359	4	giveit2me	Black	2	8.25	6	giveit2me	Black	2	357	5	ME498	White	2	8	7	Itthipol	White	2	354	5	PoolDigit	White	2	8	8	delfino83	White	2	352	6	Grandalbero	Black	2	7.75	9	mrivizzo	White	2	350	7	Furio	White	2	7.5	10	Beholder	White	2	335	8	Gianni	Black	2	7.25
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9	Feedback information immediacy (Question)	<ul style="list-style-type: none">• Final decision set review																																																																																																																								
10	Feedback information immediacy (Detail(s))	<p>FEEDBACK IMMEDIACY/PERFORMANCE—Summary feedback and ranked performances</p> 																																																																																																																								

Ancillaries

Ancillary materials that complement the serious game

N°	Question	Response
1	Ancillaries (Detail(s))	

