



Power | Influence | Change

A face-to-face strategy game for professional skills development



Power is unruly

Everyone is trying to **influence** everyone else

Change is chaotic and constant

The problem with digital strategy games is they assume players are rational actors that only respond to quantitative data. This is not how the world works

Brand is everything

Reputation is everything

Perception is everything

Welcome to Power | Influence | Change

A live team-based strategy game

20 – 40 participants per game

Takes place over 3 full days (in person sessions)

Focuses on ‘wicked problems’ related to UN Sustainable Development Goals

Cohort are split into teams that represent organisations active in the sector:

Large public company

Innovative start up

Government Department

Special interest Group

The challenge for participants is to visualise how that ‘wicked problem’ will evolve over the next 10 years, based on public opinion and other organisations’ actions, and determine a strategy for their organisation.

They need to think about how to take advantage of opportunities and defend against threats based on their internal strengths and weaknesses, as well as the decisions & intentions of the other organisations.

A man in a white shirt and dark pants stands on a roof, looking at a massive fire in the background. The fire is intense and bright orange, with a large plume of smoke rising into the sky. The scene is set against a backdrop of trees and a house with a chimney. The overall atmosphere is one of crisis and urgency.

Our flagship
Power | Influence | Change
game focuses on the
climate crisis

Getting the teams ready

1

A questionnaire is sent to participants to help put them into teams

Participants are put into a team representing an organisation:

2



3

Dossier is then sent to all participants to include UN climate Report 2021, COP26 Statement (due Nov 21), teammates and background on all the organisations

Game time

With the aid of expertly guided experiential and peer-to-peer learning, each team will:

- Produce communications every few hours that are shared publicly online
- Decide how new information put into the public domain by their competitors should influence their own strategies
- Network with industry colleagues, poaching new recruits while losing team members to those competitors
- Hold their own during a television interview with headline-hungry journalists
- Produce a promotional film that effectively and affectingly communicates their strategy to the public
- Facedown a judging panel of academics who critique their film and subject the teams to a five-minute Q&A grilling

Skill's development

The learning focus will help participants develop core skills they will need for their careers, with a particular focus on:

Strategic and creative thinking

Leadership and teamwork

Communication and influencing

Or personalise the game to your preferred problem area



Coaches, mentors and troublemakers!



Warrick Harniess founded Scandinavia Stories, specialising in creativity, communications and change. He built online learning ventures at Pearson Education. He learned do-it-yourself entrepreneurship as a musician. His first book, *Red, White and Radical: What Organisations Can Learn About Change from the Rise of American Conservatism* was published in 2020.



Andrew Mossop founded Student Skill Store, to help students develop their communications and entrepreneurship skills. He spent 30 years working across most of the marketing disciplines for many of the world's leading companies and brands. His career included setting up and running Quintessentially Events across Asia and founding Brilliant Events and LHK Media. He is a guest lecturer at various universities and wrote and filmed the first series of Student Skill Store.

Indicative costs

We are offering a range of ways to access our **Power | Influence | Change** strategy game

The costs are based on both Andrew and Warrick developing and delivering a personalised version of our flagship game that focuses on the climate crisis

Single university game - £10,000 + VAT

£250 per participant for the full three days - based on 40 participants

Multiple university game - £12,000 + VAT

Up to 4 universities taking part

£3,000 + VAT per university for a team of up to 10 participants

University to supply venue, catering and accommodation (if required)

For games based on other UN SDGs – price on application

Interested?

If you would like to arrange a call to find out more about the game and explore agendas for each of the days, please get in touch with either Andrew or Warrick at the contact details below.

We are really excited about **Power | Influence | Change** and are confident that you will be too.

We look forward to hearing from you.

Best wishes
Andrew & Warrick



Andrew@studentskillstore.com
Telephone: +44 (0)7769 277924

warrick@scandinaviastories.co.uk
Telephone: +44 (0)7983 529568



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