

## Setting Standards – Standardization Management Game – Live

### Summary

Number of participants, single moderator	12-24 participants on location
Duration	5-7 hours
Primary Learning Goals	<ul style="list-style-type: none"> <li>Advanced analytics</li> <li>Application to multi-actor consensus building process</li> </ul>
Major Themes in the Simulation	<ul style="list-style-type: none"> <li>Negotiating a standard in an SDO-led committee</li> <li>Strategic representation of individual and collective interests</li> </ul>
Analytic Frameworks in Debriefing	<ul style="list-style-type: none"> <li>Competing loyalties; sources of tension</li> <li>Negotiation theory; interest based bargaining; personal effectiveness</li> <li>Technology life cycle; enlarging the cooperative space</li> </ul>
Suitable for Participants	Any level

### Pricing

Single session	\$7.343
Double session, two or more sessions on consecutive days, per session	\$6.468

*If three or more sessions are purchased at once*

Single session	\$6.468
Double session, two or more sessions on consecutive days, per session	\$5.593

*Prices above are valid to the end of year 2025.*

### Requirements

*No prior knowledge is required for participants.*

*The client organization provides the venue, catering and registration of participants. The venue required has a projector and is at least 60 m<sup>2</sup> and preferably 80 m<sup>2</sup> with subrooms and movable furniture.*

*Names and pictures of participants in advance may greatly facilitate the interaction and are appreciated.*

### Conditions

*Princes include license fee, moderator fee and travel expenses. Transfer of intellectual property is not part of the agreement. Sessions are subject to availability of moderators. Dates for sessions have to be agreed upon two months in advance. Cancellation by the client within this time frame results in a payment due of \$1,500. These conditions take precedence over any other contract conditions or conditions of purchasing.*