

## DECIDE-IT

*"THIS PROJECT HAS BEEN FUNDED WITH SUPPORT FROM THE EUROPEAN COMMISSION. THIS PUBLICATION REFLECTS THE VIEWS ONLY OF THE AUTHOR, AND THE COMMISSION CANNOT BE HELD RESPONSIBLE FOR ANY USE WHICH MAY BE MADE OF THE INFORMATION CONTAINED THEREIN."*

**PROJECT NUMBER:** 2011-1-IT1-LE005-01882

**PROJECT CODE (CLIP):** 682F11000530006

**DELIVERABLE TYPE:** REPORT DOCUMENT

**DELIVERABLE NUMBER:** N 16

**CONTRACTUAL DATE OF DELIVERY TO THE CEC:**

**ACTUAL DATE OF DELIVERY TO THE CEC:**

**TITLE OF DELIVERABLE:** TRIAL REPORT

**WORKPACKAGE CONTRIBUTING TO THE DELIVERABLE:** WPS

**NATURE OF THE DELIVERABLE:** REPORT SYNTHESIS

**EDITOR:** MIHAELA COMAN - PROJECT MANAGER, SIVECO

**AUTHOR(S):** DANA DIACONU

**ABSTRACT:** GUIDELINES FOR PREPARING TRIAL SESSIONS AND ASSESSMENT OF THE PROCESS

**KEYWORD LIST:** DECIDE-IT, TRIAL, REPORT

## INDEX

EXECUTIVE SUMMARY .....	3
1. INTRODUCTION.....	4
1.1.BRIEF DESCRIPTION OF DECIDE-IT GAME .....	4
1.2.GAME OBJECTIVES AND PROCEDURES OF DECIDE-IT GAME .....	4
2. EVALUATION PROTOCOL.....	4
2.1.RECRUITMENT AND SELECTION OF PARTICIPANTS .....	4
2.2.OBJECTIVES OF 1 <sup>ST</sup> , 2 <sup>ND</sup> AND 3 <sup>RD</sup> EVALUATION TRIALS .....	6
2.3.DESIGN AND ORGANIZATION OF 1ST, 2ND AND 3RD TRIALS .....	6
2.4.DESCRPTION OF INSTRUMENTS AND METHODS FOR 1ST, 2ND AND 3RD TRIALS .....	7
3.SUMMARY OF RESULTS FROM THE THREE EVALUATION TRIALS.....	8
3.1.CHARACTERISTICS OF PARTICIPANTS IN THE 1ST, 2ND AND 3RD TRIALS .....	8
3.2.PARTICIPANTS' OPINION ON THE TECHNICAL ASPECTS OF THE GAME .....	9
3.3.PARTICIPANTS' OPINION ON THE EDUCATIONAL VALUE OF THE GAME .....	11
3.4.PARTICIPANTS' IMPROVEMENT ON THEIR DECISION MAKING SKILLS .....	11
4.CONCLUSIONS .....	12
ANNEX 1: DATA COLLECTED IN 1 <sup>ST</sup> EVALUATION TRIAL .....	13
ANNEX 2: DATA COLLECTED IN 2 <sup>ND</sup> EVALUATION TRIAL .....	28
ANNEX 3: DATA COLLECTED IN 3RD EVALUATION TRIAL .....	30

## EXECUTIVE SUMMARY

This document synthesizes the trial results measured according to the evaluation criteria settled in D 5.1. and offers hints for the final version of DECIDE-IT. The document will be organized in sections which will describe common elements of the trial, such as: objectives, the evaluation protocol, the results from the 3 trials in each of the 3 countries, the candidates profiles, the feedback of the target group, the features required to be modified in the final version of the product.

## 1. INTRODUCTION

### 1.1. BRIEF DESCRIPTION OF DECIDE-IT GAME

DECIDE-IT is a game which considers methods initially used for training personnel managing natural and industrial disasters, methods which will be adapted in order to be used in training management.

DECIDE-IT educational strategy will be based on experience which simulates stressful situations without exposing learners to the risks which might be implied.

To this extent, the project will adopt a combined approach, mixing classical teaching with playing a role in a 2D environment, monitored by a virtual teacher.

DECIDE-IT suggests a methodology based on role-playing as a fundamental element in developing soft-skills (e.g. training negotiations abilities).

### 1.2. GAME OBJECTIVES AND PROCEDURES OF DECIDE-IT GAME

The game targets 2 strategic objectives. On one hand DECIDE-IT wants to introduce a formative methodology to create and improve abilities related to taking decisions in stressful conditions. On the other hand, the game targets an articulated strategy for promoting the suggested solution to the companies, which are the final target of the project and to the scientific community.

The specific objectives may be synthesized as follows:

- testing the already developed system in the former project, DREAD-ED, with small groups of managers (4-5/country) from the Romanian, Italian and Spanish companies which participate to the final test of the product;
- identifying and implementing the necessary technological and methodological adjustments in order to make the product more attractive and efficient for being used inside the companies;
- checking the utility, attractiveness and efficiency of the product by the help of 60 users coming from 3 big private companies from Romania, Italy and Spain;
- marketing to identify the initial clients among the business partners of the 3 companies participating in the project;

## 2. EVALUATION PROTOCOL

### 2.1. RECRUITMENT AND SELECTION OF PARTICIPANTS

It was considered that for each trial in each country there should exist at least 2 executives out of the 20 persons/country/company, so that the trials benefit from a diversified experience of different levels of management.

In each country managers with a significant experience in the decision making process were taken into account when organizing the groups for the trials. Their

high experience in getting concrete results in making decisions, in coordinating teams, in managing budgets and in making decisions under pressure turned them into eligible candidates for the trials, giving the project the chance to have a valuable assessment of the game potential.

Therefore, the following criteria were taken into account:

Criteria for managers:

1)-minimum 5 years experience of decision-making and minimum 3 years experience as managers;

2)-diversified expertise given by different domains of activity within an organization: financial, marketing, sales, technical, etc.

3)-English skills for the game and for filling in the questionnaires; for the debriefing sessions , each country can use their language (in order to avoid the language barrier; we are interested in finding very experienced managers and not very English skilled ones), following that the tutor who is leading the session to make a report with the conclusions, according to the suggestions presented by SIVECO;

4)-availability for the trial: participants should be informed in the recruiting process of the necessity to allocate as an average 3-4 hours per session;

5)-result-oriented-managers who can prove , along their professional life, concrete results of their decisions-e.g. at least one decision taken which led the increase of sales with 10%

6)-good managerial skills-good team coordination, good budget managing, efficient in taking decisions under pressure

7)-technical skills in computer managing

Criteria for executives

1)-minimum 5 years experience as executives (involved in the organization's management);(ex: deputy-Vice President, Vice-President, COO)

2)- English skills for the game and for filling in the questionnaires; for the debriefing sessions , each country can use their language (in order to avoid the language barrier; we are interested in finding very experienced managers and not very English skilled ones), following that the tutor who is leading the session to make a report with the conclusions, according to the suggestions presented by SIVECO;

3)- availability for the trial: participants should be informed in the recruiting process of the necessity to allocate as an average 3-4 hours per session;

4)-strategic view-strategy-oriented-capability to draw-up the strategy of an organization by making all resources (human, financial, material, etc) available

5)-technical skills in computer managing

There will be 3 sessions of trial of half a day , one and a half month distance from one another for which it is important to make sure that we can count on the contribution of 5 groups of 4 participants that could act as experts in decision making within business environment. We start with a number of 5 to 6 participants per group so that to cover the risk of drop-out either due to sudden unavailability or less than satisfactory decision making skills level.

## 2.2.OBJECTIVES OF 1<sup>ST</sup> , 2<sup>ND</sup> AND 3<sup>RD</sup> EVALUATION TRIALS

The 1st trial was a formative session. It measured the robustness of the game, the technical features to be implemented in the development process of the game. Each player, by feeling in the questionnaire provided useful information for the next level of developing the game.

The 2nd trial was also a formative session , in which there was a combination between defining the technical features of the new game and how the game would be improved for the decision-making process. It was the bridge between the 1st and 3rd trials, because it tried to pass to the core of the process-the capability of making decisions in a complex and dynamic environment.

The 3rd trial was a summative session, in which the game already reached a maturity level of development and tried to measure participants' skills in making decisions in business.

## 2.3.DESIGN AND ORGANIZATION OF 1ST, 2ND AND 3RD TRIALS

The 1st trial was organized as follows:

- 1-there were single player sessions with all 20 managers per each country, in order to get an image of the game from the technical point of view.
- 2- the players received an email together with a questionnaire attached.
- 3- they were asked to fill in the questionnaire and send it back by email

The 2nd trial was organized as follows:

- 1-there were both single player session (with all 20 managers per each country) and multi player sessions (5 groups of 4 people in each country) .
- 2-the reason for which persons chosen in the multiplayer sessions, also “participated” in single player sessions (like in the 1st trial), was that a comparison between the game played as single player and the game played by more players within the same session.

It was considered that valuable information would be obtained and used for the next stage of the trial.

#### FOR THE SINGLE PLAYER SESSIONS:

3-the players received an email together with a questionnaire attached.

4-they were asked to fill in the questionnaire and send it back by email

#### FOR THE MULTI PLAYER SESSIONS:

5-a tutor coordinated the activities;

6-a session lasted for about 3-4 hours (as per documentation)

7-activities performed:

a)Presentation of the DECIDE-IT project and its goals-tutor (1/4 h)

b)Familiarization with its technical aspects (if in the session we had persons who participate for the 1st time)-technical person (1/2)

c)Online- Role playing game (at least 3 times playing the game)-participants (3/4 h)

d)Filling in questionnaires by participants (1/4 h)

e)De-Briefing (participants were asked about their opinion on the game and how much they considered that such a game may be of help for them as managers; they were also free to come with further suggestions and remarks-tutor and participants (3/4 h)

The 3rd trial was organized as follows:

1-there were multi player sessions (5 groups of 4 people in each country)

2-a tutor coordinated the activities;

3-a session lasted about 3-4 hours (as per documentation)

4-activities performed:

a)Presentation of the DECIDE-IT project and its goals-tutor (1/4 h)

b)Familiarization with its technical aspects (if in the session we had persons who participate for the 1st time)-technical person (1/2)

c)Online- Role playing game (at least 3 times playing the game)-participants (3/4 h)

d)Filling in questionnaires by participants (1/4 h)

e)De-Briefing (participants were asked about their opinion on the game and how much they considered that such a game may be of help for them as managers; they were also free to come with further suggestions and remarks-tutor and participants (3/4 h)

## 2.4.DESCRPTION OF INSTRUMENTS AND METHODS FOR 1ST, 2ND AND 3RD TRIALS

The questionnaire related to the 1st trial had 18 questions in total, many of them being also opened questions, organized in 3 sections:

- the technical section, in which the aim was to get information related to the type of equipment used to access the game, the resolution of the monitor, the browser used, malfunctions/disconnections messages which may occur;

- the usability section: the visibility of the elements of the interface, the easiness of reading the elements on the screen, the size of the screen, etc.

- the game design section in which there was information like the complexity and accuracy of the game, the level of difficulty, the goals settled when playing the game. This section comprised also a list of features for which a ranking was required to decide upon the features appropriate to be included in the new game.

The questionnaire related to the 2nd trial had 20 questions in total, organized in 3 sections:

- the game design section , keeping most of the questions from the 1st questionnaire;

- the educational value section, which tried to decide if the game brought some educational value to the player: improving the ability to make decisions under time constraints, in real life constraints (in unpredictable events), the challenging and engaging perspective of the game;

- the level of decisiveness section, trying to establish the decisiveness profile of the players, by measuring their skills of making decisions. The questions were based on the Likert scale, which ranged from “strongly disagree” (1) to “strongly agree” (5) level. Likert scale is a psychometric scale commonly used in research that involves questionnaires. When responding to a Likert questionnaire, respondents specify their level of agreement or disagreement on a symmetric agree-disagree scale for a series of statements. Likert scaling is a bipolar scaling method, measuring either positive or negative response to a statement.

The questionnaire related to the 3rd trial had 23 questions in total, using the Likert scale. Some questions dealt with the ability to make decisions under time constraints, with the engaging and challenging perspectives of playing the game.

A great part of the questions measured the processes you go through when you make a decision.

### **3.SUMMARY OF RESULTS FROM THE THREE EVALUATION TRIALS**

#### **3.1.CHARACTERISTICS OF PARTICIPANTS IN THE 1ST, 2ND AND 3RD TRIALS**

Candidates were managers with an important experience in the decision-making process, with more than 5 years expertise in the field, English skilled, having

computer managing skills. They came from different departments: financial, marketing, sales, technical, etc. They were result-oriented-managers, who could prove along their professional life, concrete results of their decisions-e.g. at least one decision taken which led the increase of sales with 10%. Candidates proved good managerial skills-good team coordination, good budget managing, efficient in taking decisions under pressure.

SIVECO got 2 executives (Sales Deputy-Vice President, HR&QA Vice-President) in the target group. These 2 candidates have strategy-oriented-capability, contributing to the drawing-up of the strategy of the company by involving important resources.

SIVECO also included 5 Head of Unit Managers (IT, Structural Funds, eHealth, European Projects, Nuclear), 4 Department Managers (Structural Funds, Marketing & Communication, Financial, eContent), 2 Line of Business Managers (eLearning, eCustoms) and 7 Managers on different levels of management, with an important experience in making decisions: area sales managers, operations managers, program managers.

The other 2 partners, ENGINEERING and EVERIS involved department managers equally distributed between different fields of activities: administration, communication, marketing, sales, acquisitions, IT.

### 3.2. PARTICIPANTS' OPINION ON THE TECHNICAL ASPECTS OF THE GAME

The game should have a higher level of complexity in order to be more attractive. It should also have more changing variables.

It would be clearer if an online help would explain the aims of the game, the skills improvement it facilitates the strategies and the impacts of the available controls.

Playing the game, without reading the specification, was quite impossible to understand the "goal of player". The specification anyway is very detailed. It could be provided a simpler one for presenting the goal. Indeed, after a preliminary reading you get a clearer picture of the game (i.e. meaning of labels).

It's repetitive, and by keeping the stock values you get good views of users and benefits.

I found the game quite difficult, mostly because once you lose reputation you cannot increase it again.

Some connection error before starting the game appeared.

When trying to start the game, sometimes not connect to the server. Also during the game, it has been stopped without finishing the year.

After one minute of game running, I got the error "Connection error. Connection lost/no connection to server".

If you use the zoom the web browser elements overlap. It seems that they are defined in a fixed position.

If the price is not integer, the decimals become actually more than one, and on the financial graphs a lot of figures appear. If the amounts grow, the decimals disappear.

The interface is difficult to read.

the model company usually avoid to send “orders” without having a reasonable coverage on incomes and bank account. An alert for avoiding “uncontrolled orders”.

The influence of the price is too direct, while the delay effect is too weakly represented on the web reputation.

It's not clear about how fix costs are represented in the model. It's not clear if variations in variable costs should be included.

Variables are not too many so it is quite simple to manage even if the connection among them sometimes is unclear.

There is no competition or control over the products being sold.

The complexity of the model as a company is too simplistic when it comes to a comparison with the reality; another thing is that the game is complex due to the speed of execution and the number of panels must be checked.

Levels should be implemented and companies from different sectors of activity (service, production, retail) should be added in the model. It is very difficult for eyes to follow graphics changing on two different sides of screen (left and right). It would be ok for the graphics to be grouped all together. Also, the graphics change very fast, making impossible to connect visually and timely all the graphics information.

Graphs could be made more readable.

The graphs are the most effective way to control the game progression, so they should be more readable; for instance increase the space devoted to graphs.

The game gives very little choice to the player on how to pursue its goals.

Events happen too quickly to raise a good strategy.

It would be clearer if an online help would explain the aims of the game, the skills improvement it facilitates, the strategies and the impacts of the available controls.

The game should have a higher level of complexity in order to be more attractive. It should also have more changing variables.

It is practical, however it is too much oriented on figures and graphics. Management does not rely purely on KPIs.

The game should give more information to the player about events happening (ie: salaries being paid).

### 3.3. PARTICIPANTS' OPINION ON THE EDUCATIONAL VALUE OF THE GAME

Unpredictable events increased the educational value of the game, as they challenge players to find fast solutions to unplanned events.

It seems that there are only negative events; there is no decision that you can take regarding the events.

Unpredictable events can be also positive (e.g. no more competition; change expenses (modify salaries, hire new staff); products supplier makes discounts; the competition increased the prices, so my sales increase due to the market demand)

Marketing investments helped in raising the web reputation, as the company's activity on the market is in close relation to its image as a serious actor on the market.

Marketing investments contributed to increasing the profit, making the game getting close to the real business life (trying to keep web reputation up , by not having many delays, brought us 75.000 Eur profit; Increasing sales, investing 10.000 EUR marketing brought us 63.000 EUR profit).

Playing the game improved the player ability to make decisions under time constraints, because the pressure of time made the player be more efficient in making decisions.

One cannot take decisions in a long term.

As the game will be inserted into an educational path, it has to be simplistic, otherwise it would miss the purpose.

As chat is consuming time , it could be useful if the game speed would be slower; it could be more useful an application like SKYPE or any voice.

### 3.4. PARTICIPANTS' IMPROVEMENT ON THEIR DECISION MAKING SKILLS

Some players considered that the game is challenging, focusing on the rapid and continuous changes of the situation within the game.

From the same perspective, the game is engaging too, because it keeps the players attention alive.

Playing the game, a lot of players improved their way of making decisions in stressful conditions.

Some of the players preferred to make a decision quickly than slipping over it.

There were a few players who considered what are the factors most important to the decision, and then use those factors to evaluate their choices.

There were determined managers who sustained that they had “the guts” to make important decisions and to consider them as being final.

A great part of managers admitted that they take the time needed to choose the best decision-making tool for each specific decision.

There were managers who played the game all 3 sessions and in the last session, they got higher scores.

## 4.CONCLUSIONS

The game has passed through different stages of development, each time enjoying the experience in management of different people within each participating country.

The game is a real training kit, which according to “its inventors”, it can help in staff training within any company, by providing viable solutions to any necessity occurring within such a process.

## ANNEX 1: DATA COLLECTED IN 1<sup>ST</sup> EVALUATION TRIAL

In order to get an idea about some technical aspects involved in the trial, we chose the related questions from the questionnaire. Consequently, we discovered that 50 participants in the trial used laptops, 27 participants used different resolutions of the monitor, 24 participants (40 %) accessed the game from Internet Explorer, 41 players didn't have any problem with the server, 48 didn't receive any disconnection error, during the game session.

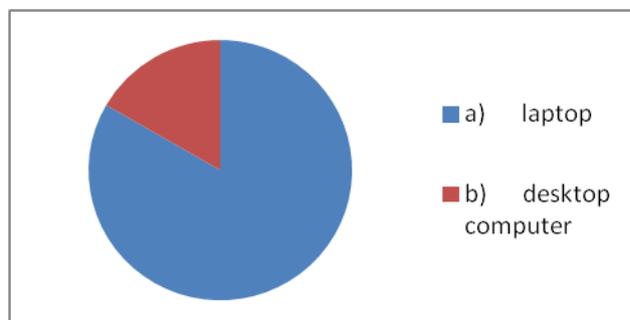
In terms of usability, 32 players agreed that the “change price” and “order stock” buttons were easy to find, 37 said that the meaning of the labels in the game interface was clear, 25 participants stated that the interface is neat and clear. Half of the players (30) said that when reading the graphs the numbers overlap too often, 38 players admitted that the screen was big enough to view the entire game.

Analyzing the game design, we found out that 28 respondents answered that the game is medium difficult, 40 players considered that the model captures only some aspects of the business reality. Coming about the complexity of the model of the company chosen, 33 players answered that the model is too simple.

A more detailed view about the answers can be found below.

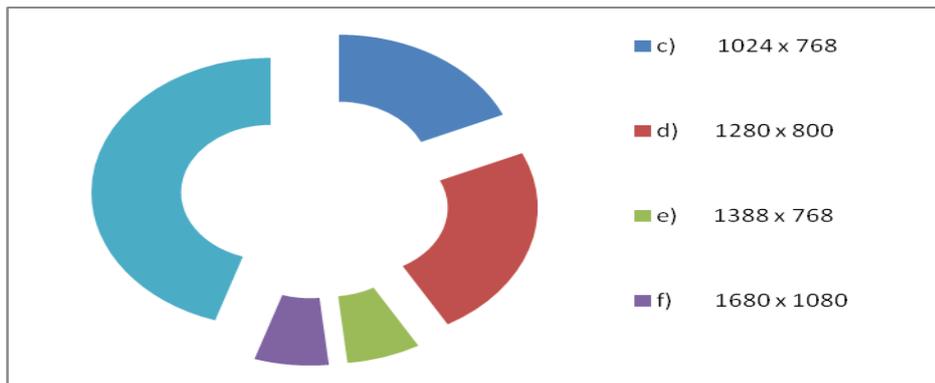
ON WHAT EQUIPMENT DID YOU ACCESS THE GAME?

A) LAP- TOP	50
B) DESKTOP COMPUT- ER	10



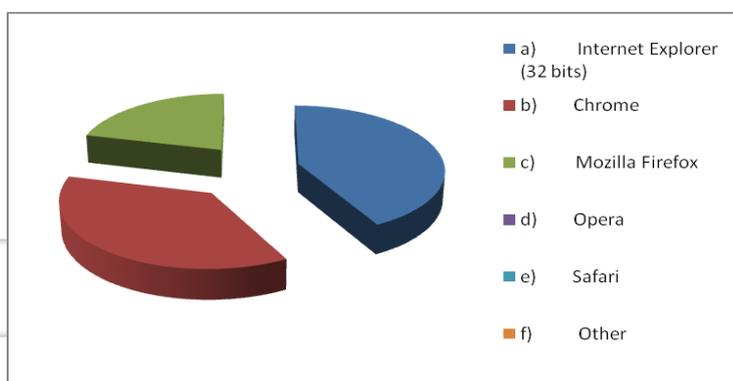
WHAT WAS THE SCREEN RESOLUTION OF YOUR MONITOR?

A)	I DON'T KNOW	
B)	1024 X 600	
C)	1024 X 768	11
D)	1280 X 800	14
E)	1388 X 768	4
F)	1680 X 1080	4
G)	NONE OF THE ABOVE ONES (SPECIFY IF POSSIBLE .....)	27



WHAT BROWSER DID YOU USE TO ACCESS THE GAME?

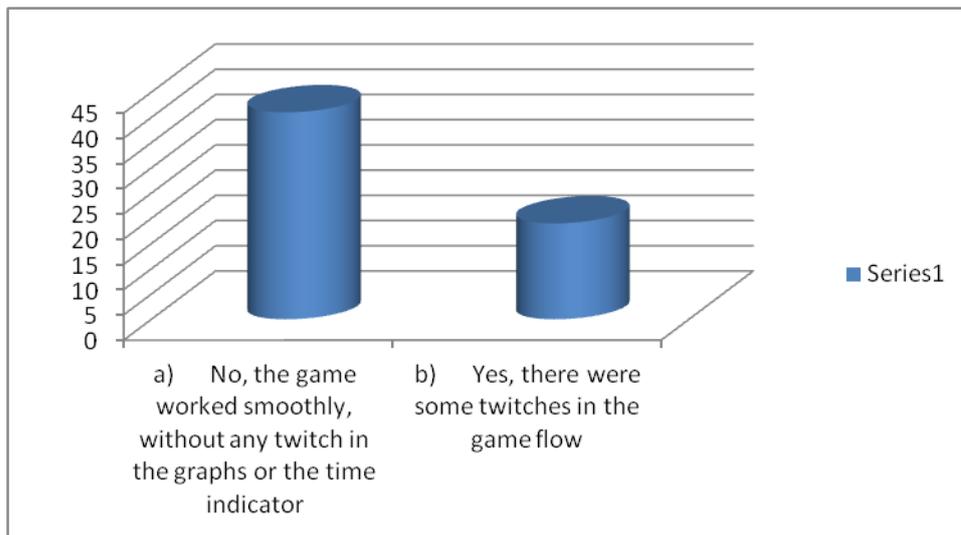
A)	INTERNET EXPLORER (32 BITS)	40%	24
B)	CHROME	35%	21
C)	MOZILLA FIREFOX	20%	12
D)	OPERA	0%	0
E)	SAFARI	1,7%	1
F)	OTHER	3,3%	2



DID YOU NOTICE ANY SERVER CONNECTION PROBLEMS?

A) NO, THE GAME WORKED SMOOTHLY, WITHOUT ANY TWITCH IN THE GRAPHS OR THE TIME INDICATOR 41

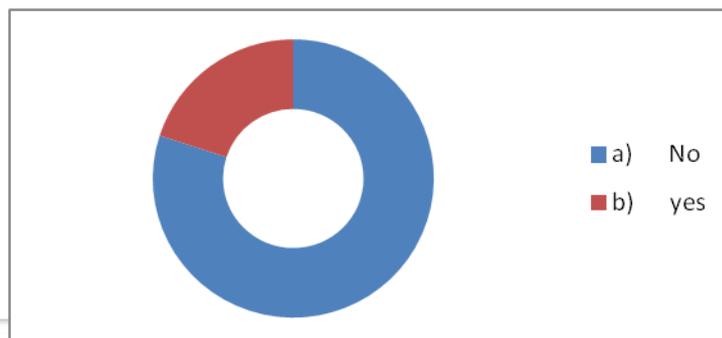
B) YES, THERE WERE SOME TWITCHES IN THE GAME FLOW 19



DID YOU RECEIVE ANY DISCONNECTION ERROR/MESSAGE DURING THE GAME SESSION?

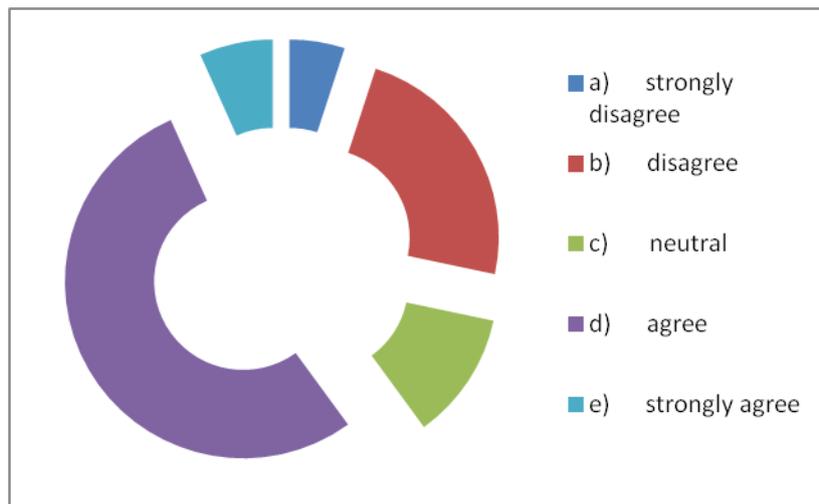
A) NO 48

B) YES 12



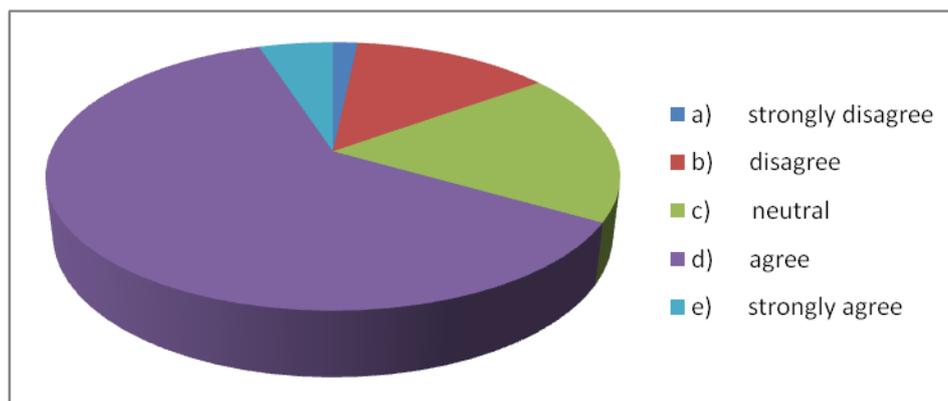
THE "CHANGE PRICE" AND "ORDER STOCK" BUTTONS WERE EASY TO FIND AND USE.

A)	STRONGLY DISAGREE	3
B)	DISAGREE	14
C)	NEUTRAL	7
D)	AGREE	32
E)	STRONGLY AGREE	4



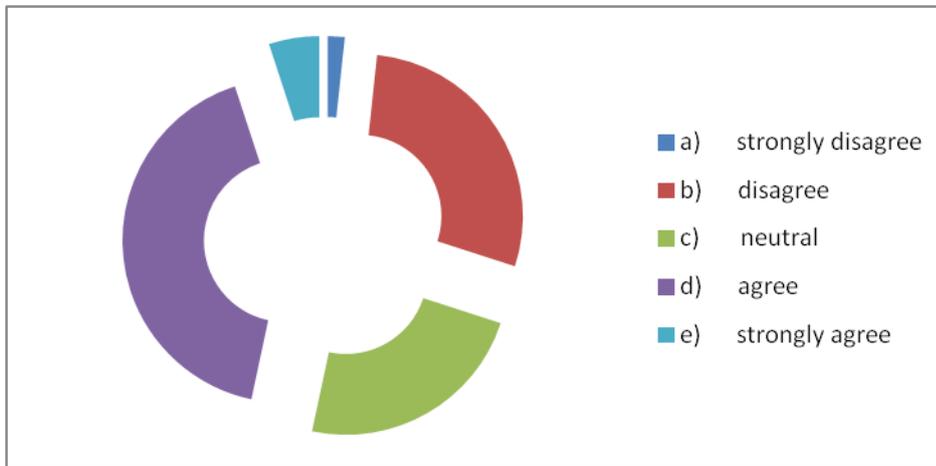
THE MEANING OF THE LABELS IN THE GAME INTERFACE IS CLEAR.

A)	STRONGLY DISAGREE	1
B)	DISAGREE	8
C)	NEUTRAL	11
D)	AGREE	37
E)	STRONGLY AGREE	3



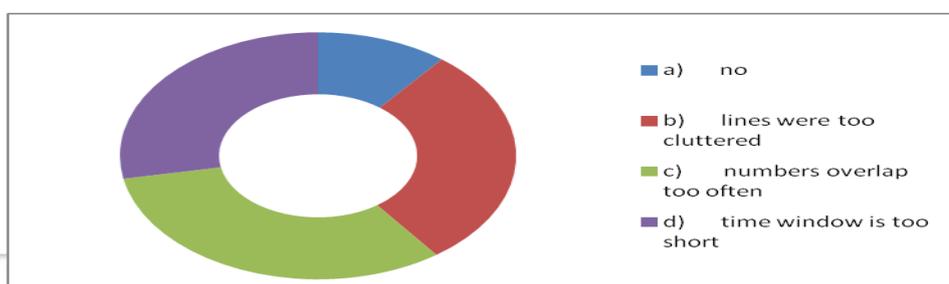
THE INTERFACE IS NEAT AND PLEASANT.

A) STRONGLY DISAGREE	1
B) DISAGREE	17
C) NEUTRAL	14
D) AGREE	25
E) STRONGLY AGREE	3



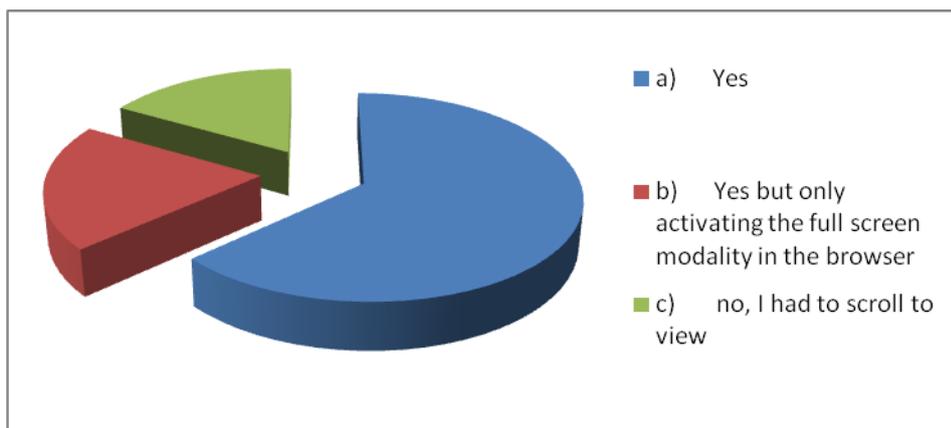
DID YOU FIND DIFFICULTIES IN READING THE GRAPHS (YOU CAN CHOOSE MORE THAN ONE OPTION)?

A) NO	10
B) LINES WERE TOO CLUTTERED	27
C) NUMBERS OVERLAP TOO OFTEN	30
D) TIME WINDOW IS TOO SHORT	26



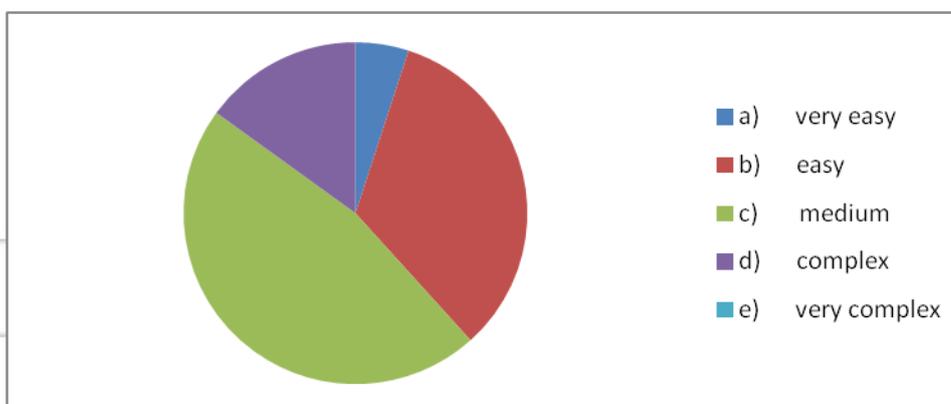
WAS THE SCREEN SIZE ENOUGH TO VIEW THE ENTIRE GAME INTERFACE?

A) YES	38
B) YES BUT ONLY ACTIVATING THE FULL SCREEN MODALITY IN THE BROWSER	12
C) NO, I HAD TO SCROLL TO VIEW	10



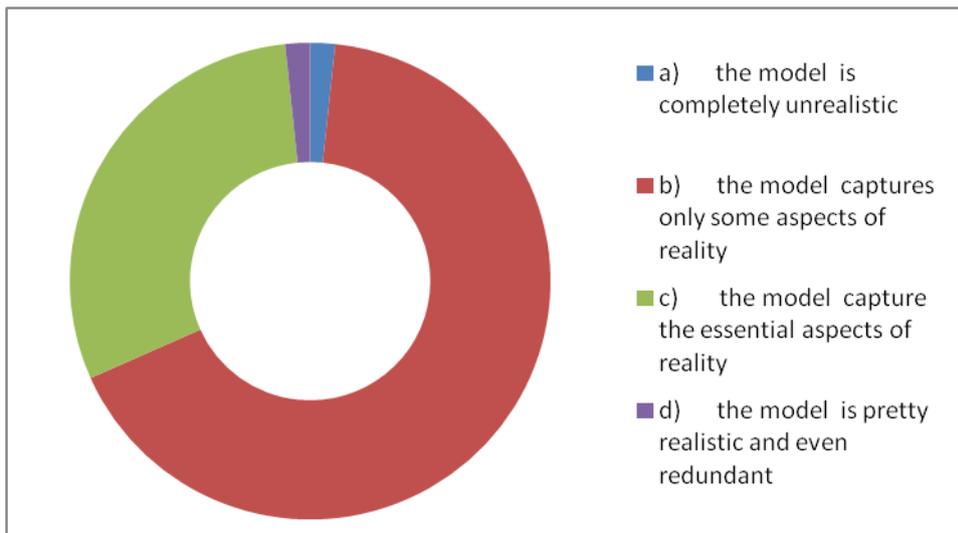
HOW DO YOU RATE THE LEVEL OF DIFFICULTY OF THE GAME?

A) VERY EASY	3
B) EASY	20
C) MEDIUM	28
D) COMPLEX	9
E) VERY COMPLEX	



WHAT DO YOU THINK ABOUT THE ACCURACY OF THE MODEL COMPANY REPRESENTED IN THE GAME?:

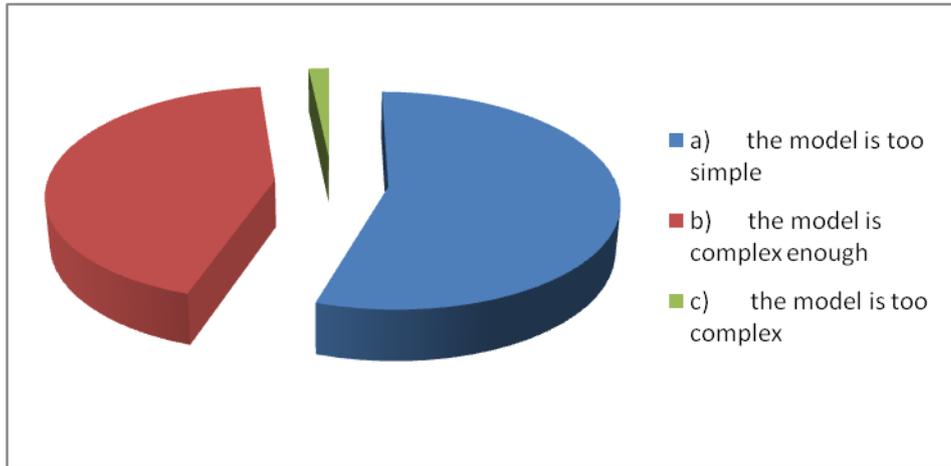
- A) THE MODEL IS COMPLETELY UNREALISTIC 1
- B) THE MODEL CAPTURES ONLY SOME ASPECTS OF REALITY 40
- C) THE MODEL CAPTURE THE ESSENTIAL ASPECTS OF REALITY 18
- D) THE MODEL IS PRETTY REALISTIC AND EVEN REDUNDANT 1



WHAT DO YOU THINK ABOUT THE COMPLEXITY OF THE MODEL COMPANY REPRESENTED IN THE GAME?:

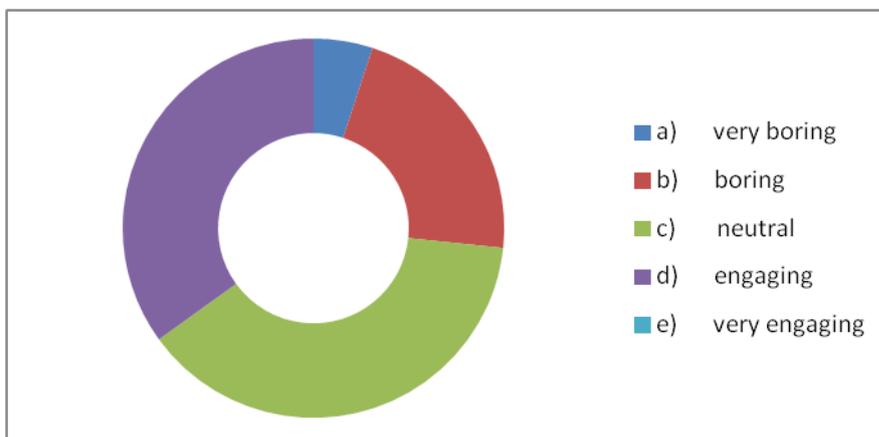
- A) THE MODEL IS TOO SIMPLE 33
- B) THE MODEL IS COMPLEX ENOUGH 26

C) THE  
MODEL IS TOO  
COMPLEX 1



DO YOU THINK THIS  
GAME IS ?

Category	Description	Count
A)	VERY BORING	3
B)	BORING	13
C)	NEUTRAL	23
D)	ENGAGING	21
E)	VERY ENGAGING	0



The 1<sup>st</sup> questionnaire finished with a table containing some features to be considered to be included in the future development of the game. Participants were asked to give a mark to each feature in the order they consider the most important and to add any comment they find appropriate. It seems that the most important feature that players considered to be taken into account, is adding unpredictable events which would bring the game closer to the business reality. On the 2<sup>nd</sup> level of importance, marketing investments would be placed, as the market orientation should exist in any company in order to survive on the market. Storing game and scoring system were considered to have the same importance, on the one hand because it is good to have a history of the sessions to get conclusions on the players options and keeping the score would make the player evaluate themselves easier.

Below, the results:

FEATURES	FINAL SCORE	RANKING	COMMENTS
ADD UNPREDICTABLE EVENTS	247	1	ADDING NEW EVENTS COULD MAKE SENSE. ANYWAY, NOTIFICATION OF WHAT HAPPENS SHOULD BE CONSIDERED. AS WELL AS IT SHOULD BE NOTIFIED ANY CURRENT IMPLEMENTED EVENT
			WOULD IMPROVE THE REPLAYABILITY OF THE GAME. THESE EVENTS SHOULD BE CLEARLY ANNOUNCED BY PAUSING THE GAME AND SHOWING A POPUP MESSAGE.
			THIS IS SOMETHING THAT WOULD ALLOW THE GAME TO BE MORE ENGAGING ONCE UNDERSTOOD THE MODEL THAT THE GAME IS BASED UPON
			IF IT MAKES SENSE WITH THE OBJECTIVE AND DESIGN SURE.
			WITH SCREEN POP UP ADVERTISEMENT
			IF THE IDEA OF THE GAME IS TO SIMULATE A REALISTIC DECISION-MAKING, I THINK IT'S MORE IMPORTANT TO CONSIDER UNPREDICTABLE EVENTS. THESE ARE CONSTANT BOTH IN BUSINESS AND IN LIFE
			THE GAME IS VERY REPETITIVE. UNEXPECTED ACTIONS OR VARIOUS DIFFICULTY LEVELS WOULD MAKE IT MORE INTERESTING.
			SUPPLIER PRICE CHANGE... THAT REALLY IS HAPPENING!

			<p>IT'S REAL LIFE WITHIN ANY COMPANY ; THIS MAKES THE GAME MORE REAL AND CLOSE TO REALITY' IT'S TOO SIMPLE NOW</p> <p>THE UNPREDICTABLE HAPPENS ALL THE TIME, SO MANAGERS MUST BE READY FOR IT</p> <p>THEY ARE A MUST, BECAUSE IN REAL LIFE, TH HAPPEN ALL THE TIME IN A COMPANY</p>
MARKETING INVESTMENTS	272	2	<p>MAKES THE GAME MORE REALISTIC</p> <p>THIS WOULD ADD SOME COMPLEXITY TO THE MODEL MAKING THE GAME MORE CHALLENGING</p> <p>THIS FUNCTIONALITY PERMITS TO ENHANCE THE MODEL COMPANY AND TO CAPTURE OTHER ASPECTS OF REALITY</p> <p>ONE OF THE PARAMETERS TO BE MEASURED REPUTATION, BUT YOU CAN NOT ACT DIRECTLY ONCE LOST, IT IS IMPORTANT TO ANALYZE THE EFFECT IT HAS ON SALES</p> <p>NOT IN THE FIRST VERSION. ALREADY TOO COMPLEX. MAYBE TO BE ADDED WHEN GAME LEVEL IS IMPLEMENTED.</p> <p>THE EXACT MEANING OF EACH CONTROL SHOULD BE KNOWN BY THE PLAYER AND COMPARED WITH ACTIONS IN THE REAL LIFE</p> <p>THE MARKET ORIENTATION SHOULD EXIST IN ANY COMPANY IN ORDER TO SURVIVE ON THE MARKET</p> <p>IT WOULD GIVE FURTHER OPTIONS TO THE PLAYER IN ADDITION TO PRICE AND STOCK</p>
STORING GAME SESSION DATA	274	3	<p>IT COULD BE INTERESTING FOR LEARNING FROM THE PAST EXPERIENCE AND TO HAVE THEM AS REFERENCE FOR FUTURE PLAYING SESSIONS</p> <p>COULD TRACK THE WEAK POINTS IN MANAGEMENT THROUGH CHARTS COMPARING PLAY-THROUGHS</p> <p>YOU CAN MEASURE YOUR OWN PERFORMANCES, SO YOU WANT TO PLAY AGAIN.</p> <p>IF THE IDEA IS TO CREATE A GAME AS A TOOL TO HELP IMPROVE QUICK DECISION MAKING IN CORPORATE ENVIRONMENTS. THE FEEDBACK OF THE USER SHOULD BE A PRIORITY.</p> <p>IT'S USEFUL ESPECIALLY IF THE GAME IS LONG</p> <p>IT'S IMPORTANT TO KNOW IF I'M A GOOD OR BAD PLAYER</p> <p>VERY IMPORTANT TO GIVE FEEDBACK AFTER EACH ACTION</p>

			<p>FEEDBACK IS IMPORTANT BECAUSE IT HELPS PLAYERS TO SEE WHAT DIDN'T WORK OK IN THEIR ACTIONS</p> <p>IT HELPS MANAGERS SEE WHAT THEY DID WRONG WHEN MAKING A DECISION</p> <p>IT'S GOOD TO HAVE THE PREVIOUS VERSIONS AS A REFERENCE</p> <p>GOOD FOR REVIEWS IN THE PROCESS OF EVALUATION</p>
<p>SCORING SYSTEM</p>	<p>274</p>	<p>3</p>	<p>APPEALING AND AMUSING AS WELL FOR USERS WITH "COMPETITIVE BEHAVIOUR"</p> <p>THE SCORING SYSTEM SHOULD EVALUATE THE USERS WITH RESPECT TO THE ABILITY TO SATISFY DIFFERENT GOALS AND THE USER SHOULD SEE THE EVALUATION WITH RESPECT TO EACH GOAL.</p> <p>COMPETITIONS WOULD IMPROVE INTEREST IN THE GAME.</p> <p>AN OVERALL SCORE IS IMPORTANT BUT IT'S IMPORTANT TO EXPLAIN WHAT ARE THE THINGS THAT CONTRIBUTE TO THE SCORE. AND I THINK IT WOULD BE IMPORTANT TO ASSIGN A GOAL (LIKE SCORE NOT LESS THAN X IN NOT MORE THAN Y SESSIONS)</p> <p>USEFUL TO COMPARE RESULTS AMONG DIFFERENT GAMES AND PLAYERS</p> <p>A FINAL RANKING WOULD MAKE IT MORE ENGAGING</p> <p>OVERCOMING OTHER PLAYERS CAN BE AN INCENTIVE TO PLAY AGAIN.</p> <p>IT IS IMPORTANT TO "HOOK" MORE PLAYERS. IT'S A WAY OF COMPETING WITH THE OTHERS BECAUSE SEEING THE OTHERS' RESULTS YOU GET MOTIVATED.</p> <p>THE GAME NEEDS SOME KIND OF SCORE TO SEE IF YOU'VE DONE WELL AND IF YOU'VE IMPROVED.</p> <p>A RANKING CAN ENHANCE ENTERTAINMENT.</p> <p>THE GAME WILL BE MORE CHALLENGING</p> <p>OH, YES! THIS WOULD BE A MEAN AT THE END OF THE GAME</p> <p>INTRODUCING SCORING SYSTEM WILL LEAD TO A GREATER INVOLVEMENT OF PARTICIPANTS</p> <p>SCORING IS MOTIVATING FOR GAME PLAYING, ESPECIALLY WHEN COMPARING TO OTHER PLAYERS.</p>

			<p>IT'S MORE APPEALING, AS IT INVOLVES MORE ACTIVELY THE PLAYER</p> <p>IT INCREASE THE WILLING TO BE COMPETITIVE</p> <p>TO INVOLVE ACTIVELY THE PLAYERS AND MAKE THEM IMPROVE THEIR PLAYING</p> <p>THE PLAYER CAN HAVE A "FEEDBACK " OF THE ACTION BY COMPARING DIFFERENT SCORES OBTAINED</p> <p>KEEPING A SCORE HELPS PLAYERS TO IMPROVE THEIR PLAYING</p> <p>TO MAKE PLAYERS AWARE OF THEIR RESULTS</p> <p>TO MAKE AN EASIER EVALUATION OF THE PLAYER</p>
<p>CREATION OF LEVELS</p>	<p>277</p>	<p>4</p>	<p>IN ORDER TO GRADUALLY INTRODUCE NEW LEVELS TO GAME</p> <p>EACH LEVEL SHOULD CORRESPOND TO A DIFFERENT KIND OF EVENTS COMBINATION AND FREQUENCY OF SUCH EVENTS.</p> <p>POTENTIALLY A GOOD IDEA, BUT NEEDS GOOD COMMUNICATION ON THE REASONS BEHIND THE DIFFICULTY INCREASE (IE: NEW PRODUCT BY COMPETITION)</p> <p>YOU CAN UNDERSTAND GAME LOGIC STEP BY STEP</p> <p>USUALLY GAMES PROVIDE DIFFERENT LEVELS OF DIFFICULTY</p> <p>INTRODUCING LEVELS CAN ENCOURAGE A GRADUAL IMPROVEMENT IN THE ABILITY OF USERS TO ENHANCE THEIR ABILITY TO MAKE DECISIONS</p> <p>IT WOULD MAKE IT MORE PROGRESSIVE AND MORE "ADDICTIVE"</p> <p>IN THE BACKGROUND IS THE SAME ADD RANDOM OR UNPREDICTABLE EVENTS. AT LEVEL 1 THERE WOULD BE NOTHING, AND AS YOU LEVEL UP DIFFERENT PROBLEMS ARISE MAJORS TYPOLOGY.</p> <p>THE GAME WILL BE MORE CHALLENGING NECESSARY FOR THE PEOPLE WHO BECOME SKILLED IN THE GAME IN ORDER TO HAVE A REASON TO PLAY IT AGAIN</p> <p>A PLAYER SHOULD EDUCATE HIS SKILLS PROGRESSIVELY, OTHERWISE THE GAME WOULD BECOME SOON BORING</p>

			<p>IT'S GOOD IN THE TRAINING PROCESS OF MANAGERS TO GET BETTER RESULTS IN TRAINING MANAGERS' ABILITIES</p>
<p>GAME INTRODUCTION</p>	<p>282</p>	<p>5</p>	<p>IT IS NECESSARY TO UNDERSTAND THE DYNAMICS OF THE GAME INDISPENSABLE BECAUSE THE GOAL AND THE MECHANISMS OF THE GAME ARE NOT FULLY EXPLAINED A BRIEF INTRODUCTION OF THE GAME (IN TERMS OF GOALS) COULD BE ADDED (AND SKIPPED WITH A BUTTON) AT LEAST ON THE FIRST GAME A TUTORIAL ON THE OBJECTIVES OF THE GAME AND THE INTERFACE WOULD BE TREMENDOUSLY USEFUL. A COUPLE OF NOTES: FIRST, SPECIFY THAT AT THE END OF THE MONTH THERE'S A FIXED AMOUNT OF EXPENSES THAT IS DEBITED, SECOND EXPLAIN THAT THE "STOP GAME" BUTTON ACTUALLY PAUSES THE GAME. AN EVEN BETTER IDEA WOULD BE TO RENAME THE BUTTON IN "PAUSE GAME" KEY TO ADD A CONTEXT TO THE GAME FOR A PLAYER THAT STARTS THE GAME THE FIRST TIME CAN BE USEFUL TO HAVE THE POSSIBILITY TO READ HOW THE GAME WORKS I THINK IT'S VERY IMPORTANT, IF YOU DON'T UNDERSTAND HOW THE GAME WORKS YOU CAN'T PLAY IT. THE OBJECTIVE SHOULD BRIEFLY EXPLAIN THE GAME AND THE INDICATORS THAT ARE BEING MEASURED IT'S IMPORTANT TO LEARN ABOUT PLAYING THE GAME SHOULD IMPROVE THE USABILITY, IT IS NOT INTUITIVE. WE NEED AN INTRODUCTION TO LEARN TO PLAY. VERY USEFUL FOR THE FIRST TIME, BETTER THAN PDF INSTRUCTIONS. THE GAME WILL BE EASIER TO PLAY FOR NEW PLAYERS TAKING INTO ACCOUNT THE SPECIFIC OF THE GAME IT IS NECESSARY AN INTRODUCTION TO EXPLAIN THE PRINCIPLES IN ORDER THE GAME TO BE PLAYABLE BY ANY PERSON, IF THE GAME IS NOT TARGETING A CERTAIN LEVEL OF A</p>

			<p>GROUP OF PERSONS (FACULTY LEVEL...)</p> <p>YES, THIS FEATURE IS NECESSARY TO UNDERSTAND WHAT IT IS ABOUT. HOWEVER IF THE GAME FOLLOWS OR IS INCLUDED IN A KIND OF CLASS TRAINING, THE INTRODUCTION INSIDE THE GAME COULD BE SKIPPED.</p> <p>CRUCIAL TO CAPTURE THE PLAYER'S INTEREST HE SHOULD KNOW THE APTITUDES AND SKILL DEVELOPED BY THE GAME</p> <p>IT'S THE BEGINNING OF THE "STORY"</p>
ONLINE HELP	313	6	<p>YOU NEED TO UNDERSTAND WHICH PARTS OF THE INTERFACE ARE ACTIVE AND CAN BE SELECTED</p> <p>NECESSARY TO HELP THE USER</p> <p>NOT NECESSARY BUT USEFUL IF THERE IS THE INTRODUCTION. OTHERWISE IT COULD BE VERY USEFUL</p> <p>USUALLY A GAME HAS THE HELP/INTRODUCTION AT BEGINNING</p> <p>THE GAME SHOULD SPEAK THROUGH ITS INTERFACE. A TUTORIAL, OR CLEARER LABELING, WOULD BE WELCOME.</p> <p>IF IT'S YOUR FIRST TIME PLAYING, THE HELP INFORMATION WILL BE THE MOST IMPORTANT.</p> <p>IT IS NECESSARY ONCE YOU ARE INSIDE THE GAME IF YOU DO NOT UNDERSTAND ANY INDICATOR, GRAPHICS, ETC..</p> <p>IT'S IMPORTANT TO LEARN ABOUT ALL THE DIFFERENT ELEMENTS OF THE ENVIRONMENT</p> <p>THE GAME WILL BE EASIER TO PLAY FOR NEW PLAYERS AND EXISTING PLAYERS</p> <p>THIS COULD BE INCLUDED IN TUTORIAL AND FEW EXPLANATION BUBBLES DURING THE GAME WITH SUGGESTED ACTIONS.</p> <p>BECAUSE OF THE COMPLEXITY AND SPECIFICITY THE USER SHOULD KNOW THE CORRECT MEANING OF EACH CONTROL. THE REPEATED USE OF A HELP CAN BE PENALIZED IF INTENDED, OR THE TIME OF THE GAME CAN RUN EVEN DURING ACCESSING THE HELP</p> <p>IT'S NEEDED IN ANY ONLINE ACTIVITY</p>
SCENARIO EDITOR	329	7	<p>IT IS ESSENTIAL TO UNDERSTAND IN A SYNOPSIS CLEAR WHAT ELEMENTS OF DEPARTURE.</p> <p>IT WOULD BE NICE TO HAVE THE POSSIBILITY TO SET THE BEHAVIOR OF COMPETITORS ALSO</p>

			<p>EVERYBODY KNOWS WHAT ARE THE WICKNESS POINTS, SO AN ADAPTED SCENARIO MAY BE CREATED</p> <p>IN ANY COMPANY , IN ORDER TO REACH THE DESIRED RESULTS, IT'S IMPERATIVE TO MAKE "SCENARIO"</p> <p>IT IS LIKE A FRAMEWORK SET AT THE BEGINNING OF THE PLAYING SESSION</p>
ROLE-PLAY VERSION	334	8	<p>INTERESTING FOR TEAM BUILDING AND STATING THE IMPORTANCE OF COMMUNICATION.</p> <p>I THINK THIS WOULD BE EXTREMELY COMPLEX TO IMPLEMENT AND WOULD ADD SOME SLOW DOWN TO THE GAME, MAKING IT MORE BORING. IN SINGLE USER MODE, IT'S EASIER TO EVALUATE A CANDIDATE'S ATTITUDES.</p> <p>I STILL DID NOT PLAYED MULTI-PLAYER VERSION, BUT I THINK IT IS VERY IMPORTANT TO HAVE SUCH A FEATURE</p> <p>I THINK IT WOULD MAKE IT MORE VIVID AND REALISTIC</p> <p>IT'S INTERESTING THAT ACCORDING TO YOUR ROLE, YOU HAVE DIFFERENT OBJECTIVES, SO THAT THE STRATEGY OF PLAYING MUST BE DIFFERENT.</p> <p>FOR MULTIPLE PLAYERS, YES!</p> <p>IT'S LIKE IN REAL COMPANIES</p>
JUMP AHEAD BUTTONS	373	9	<p>IT COULD BE INTERESTING FOR EVALUATING LONG TERM PERIODS</p> <p>THE GAME PACE IS RATHER FAST AS IS. THE OPPOSITE WOULD BE NICE.</p> <p>AGAIN, ONCE UNDERSTOOD THE MODEL IT'S NICE TO JUMP AHEAD (TO THE TIME THAT AN ORDER IS DELIVERED FOR EXAMPLE) EVERY NOW AND THEN</p> <p>DEAD PERIODS ARE FOR THINKING TOO... PERHAPS SHORTEN THE PERIOD....OR INTRODUCE TWO LEVELS OF DIFFICULTY</p> <p>I UNDERSTAND THAT THE IDEA IS TO CREATE A VERY DYNAMIC GAME IN WHICH YOU HAVE TO MAKE DECISIONS QUICKLY. WHILE BUTTON MAY BE USEFUL IN SOME CONTEXTS GENERALLY I DON'T THINK MAKES SENSE.</p> <p>THIS FACILITY WOULD HELP IN PREDICTING OUTCOMES, ACCORDING TO EACH ACTION</p>

## ANNEX 2: DATA COLLECTED IN 2<sup>ND</sup> EVALUATION TRIAL

In the 2<sup>nd</sup> trial, the most relevant feedback for the next stage of the development was chosen.

COMMENTS/ANSWERS TO QUESTIONS
THE FIRST TIME YOU PLAY IT'S QUITE DIFFICULT TO UNDERSTAND, BUT WHEN YOU ARE PLAYING DURING 2-3 MINUTES, IT BECOMES EASIER AND COMPREHENSIVE
THE GAME IS NOT VERY EASY BUT THE SPEED IS SO FAST
THE GAME IS TOO FAST
I BELIEVE THE DIFFICULTY CONTINUES TO BE IN THE INCREASE/DECREASE OF THE PRICE AND THE ORDER OF ITEMS. NEVERTHELESS, INCLUDING UNEXPECTED EVENTS GIVES THE GAME MORE INTERACTIVITY. I STILL BELIEVE IT SHOULD INCLUDE MORE EXTERNAL FACTORS THAT INFLUENCE THE GAME
THE GAME IS COMPLEX
THE GAME TENDS TO BE CHALLENGING AND ENGAGING ONCE YOU UNDERSTAND THE MECHANICS
ONCE YOU HAVE A GENERAL IDEA ON HOW THE GAME WORKS, IT BECOMES ENGAGING TO PLAY
IT CAN BE EVEN MORE COMPLICATED
<b>-WHAT DO YOU THINK ABOUT THE ACCURACY OF THE MODEL COMPANY REPRESENTED IN THE GAME?</b>
THE MODEL IS MORE REALISTIC THAN THE FIRST VERSION
IN THE NEW VERSION, FROM MY OWN PERSPECTIVE, THE GAME IS CLOSER TO A REALISTIC PERSPECTIVE
THE MODEL CAPTURES THE MAIN ASPECTS OF THE REALITY
THE CHOICES ARE LIMITED TO A VERY NARROW RANGE, WHICH MAKE YOU STRIVE TO FIND THE BEST SOLUTION, AS A MANAGER
THERE ARE DIRECT RELATIONS BETWEEN PRICE AND SALES, AND SALES AND DELIVERY
YOU CAN'T MAKE MORE DECISIONS REGARDING STAFF SALARY AND CAPACITY
<b>-WHAT DO YOU THINK ABOUT THE COMPLEXITY OF THE MODEL COMPANY REPRESENTED IN THE GAME?</b>

IF THE MODEL COMPLICATES, THE GAME WILL BE MORE DIFFICULT

THE GAME KEEPS TRACK ONLY OF THE MANAGEMENT OF THE STOCK AND PRICE, THOUGH THE ADDITION OF THE MARKETING CAMPAIGNS ADDS TO THE RANGE OF CHOICES AVAILABLE TO THE PLAYER

IT DEPENDS ON THE GOAL OF THE GAME, I GUESS THE GAME WILL BE INSERTED INTO AN EDUCATIONAL PATH, SO AS FAR AS THE GAME ITSELF IS CONCERNED, IT HAS TO BE SIMPLISTIC, OTHERWISE IT WOULD MISS THE PURPOSE

I WOULD LIKE TO BE ABLE TO ADJUST THE DELIVERY

I WOULD LIKE MORE EVENTS THAT COULD ALSO INCREASE SALES

**-HOW MUCH DID YOU CHAT WITH YOUR TEAMMATES?**

THE GAME IS TOO FAST TO HAVE TIME TO CHAT

DIVISION OF LABOR

**-DO YOU THINK THIS GAME IS ?**

THE GAME IS ENJOYABLE AND HAVING STATISTICS DURING THE PROGRESS OF THE GAME ENCOURAGES TO PLAY IT AGAIN

THE GAME IS CHALLENGING AND I FEEL COMFORTABLE PLAYING WITH IT.

THE GAME IS INTERESTING; UNPREDICTABLE EVENTS ARE INTERESTING

THE GAME IS ENGAGING; ONCE YOU'RE FAMILIAR WITH THE GAME, IT BECOMES ENGAGING TO TRY TO MAXIMIZE PROFITS, IN SPITE OF THE EXCEPTIONS AND NEGATIVE EVENTS THAT HAPPEN. IN THE MULTI-PLAYER EXPERIENCE THERE'S ALSO THE EXTRA COMPLICATION TO MAKE DECISION RAPIDLY, WITH ENOUGH COMMUNICATION AND AGREEMENT BEFORE HAND, SO IT MIGHT BECOME CHALLENGING TO ORGANIZE THE GROUP.

THE GAME IS ENGAGING, BECAUSE YOU CAN SET AN OBJECTIVE AND PLAY

**-HAVING UNPREDICTABLE EVENTS, IMPROVED THE REPLAYABILITY OF THE GAME**

THERE ARE ONLY NEGATIVE EVENTS; I WOULD SUGGEST TO INCLUDE POSITIVE EVENTS TOO: A SALARY INCREASE, ETC

**-MARKETING INVESTMENTS CONTRIBUTED TO INCREASING THE PROFIT, THUS MAKING THE GAME MORE REALISTIC.**

TRYING TO KEEP WEB REPUTATION UP , BY NOT HAVING MANY DELAYS, BROUGHT US 75.000 EUR PROFIT; INCREASING SALES, INVESTING 10.000 EUR MARKETING BROUGHT US 63.000 EUR PROFIT

**-HOW MUCH DID YOU CHAT WITH YOUR TEAMMATES?**

ZERO TIME WE SPOKE, BECAUSE CHAT IS CONSUMING TIME , IT COULD BE USEFUL IF THE GAME SPEED WOULD BE SLOWER.
WE DISCUSSED TOGETHER, AS WE WERE IN THE SAME ROOM, BECAUSE THE GAME SPEED WAS TOO HIGH
CHAT IS USEFUL IF THE GAME SPEED IS SLOWER
CHAT IS USEFUL IF YOU WANT TO PLAY THE GAME REMOTE WITH OTHER PLAYERS

### ANNEX 3: DATA COLLECTED IN 3RD EVALUATION TRIAL

All 60 participants were managers.

In the last trial, the majority of the players were quite experienced managers, with almost 10 years of experience. Results show that computer games are played quite often, about once a week, so we got feedback from knowledgeable people “in the field”. 50% of the players agreed that playing the game improved their ability to make decisions under time constraints. The game was found very challenging (36,7%) and engaging (45%) by the majority of the players. About the decision making profile of respondents, it seems that almost 50% feel relieved when making a decision, about 30% are kin on finding a solution to a problem appeared, the majority take decisions wisely, analyzing all aspects even if this takes more time than available (48,3%). Our players were persons very determined who settled the factors most important to the decision to best evaluate it (60%), persons who are very confident in their capacity of making a decision (41%).

Detailed data are presented below:

#### THE EXPERIENCE AS A MANAGER:

- a) LESS THAN 5 YEARS-33,33%
- b) MORE THAN 5 YEARS AND LESS THAN 10 YEARS-41,67%
- c) MORE THAN 10 YEARS-25%

#### DO YOU PLAY COMPUTER GAMES AT HOME?

- A)NO 50%
- B)YES 50%

#### HOW OFTEN DO YOU PLAY?

- A)ONCE A MONTH-23,33%
- B)ONCE A WEEK-30%
- C)2-3 TIMES PER WEEK-23,33%
- D) DAILY-23,34%

ARE YOU:

- A) MALE -66,67%
- B) FEMALE -33,33%

PLAYING THE GAME IMPROVED MY ABILITY TO MAKE DECISIONS UNDER TIME CONSTRAINTS:

- 1. STRONGLY DISAGREE -1,67%
- 2. DISAGREE -1,67%
- 3. NEUTRAL -45%
- 4. AGREE -50%
- 5. STRONGLY AGREE -1,66%

PLAYING THE GAME IMPROVED MY ABILITY TO MAKE DECISIONS UNDER REAL LIFE CONSTRAINTS:

- 1. STRONGLY DISAGREE -1,67%
- 2. DISAGREE - 1,17%
- 3. NEUTRAL - 70%
- 4. AGREE - 10%
- 5. STRONGLY AGREE - 17,16%

PLEASE RATE YOUR EXPERIENCE WITH THE GAME FROM A CHALLENGING PERSPECTIVE:

- 1. NOT CHALLENGING AT ALL - 0%
- 2. SOMEWHAT CHALLENGING - 24%
- 3. NEUTRAL - 36%
- 4. CHALLENGING - 36,7%
- 5. VERY CHALLENGING - 3,3%

PLEASE RATE YOUR EXPERIENCE WITH THE GAME FROM AN ENGAGING PERSPECTIVE:

- 1. NOT ENGAGING AT ALL - 0%
- 2. SOMEWHAT ENGAGING - 13,3%
- 3. NEUTRAL - 28,3%
- 4. ENGAGING - 45%
- 5. VERY ENGAGING - 13,4%

HOW MANY PLAYERS WERE IN YOUR GAME SESSION?

- 1. TWO PLAYERS - 0%
- 2. THREE PLAYERS - 0%
- 3. FOUR PLAYERS - 100%
- 4. OTHER - 0%

WHEN I MAKE A DECISION, I FEEL RELIEVED.

1. STRONGLY DISAGREE- 0%
2. DISAGREE- 13,3%
3. NEUTRAL- 20%
4. AGREE- 48,3%
5. STRONGLY AGREE- 18,4%

WHEN I AM CONFRONTED WITH A PROBLEM, I'M DYING TO REACH A SOLUTION VERY QUICKLY.

1. STRONGLY DISAGREE- 3,3%
2. DISAGREE- 20%
3. NEUTRAL- 28,3%
4. AGREE- 30%
5. STRONGLY AGREE- 18,4%

I WOULD QUICKLY BECOME IMPATIENT AND IRRITATED IF I WOULD NOT FIND A SOLUTION TO A PROBLEM IMMEDIATELY.

1. STRONGLY DISAGREE- 6,6%
2. DISAGREE- 43,3%
3. NEUTRAL- 33,3%
4. AGREE- 13,3%
5. STRONGLY AGREE- 3,5%

I WOULD RATHER MAKE A DECISION QUICKLY THAN SLEEP OVER IT.

1. STRONGLY DISAGREE- 6,6%
2. DISAGREE- 48,3%
3. NEUTRAL- 11,6%
4. AGREE- 30%
5. STRONGLY AGREE- 3,5%

EVEN IF I GET A LOT OF TIME TO MAKE A DECISION, I STILL FEEL COMPELLED TO DECIDE QUICKLY.

1. STRONGLY DISAGREE- 6,6%
2. DISAGREE- 55%
3. NEUTRAL- 20%
4. AGREE- 15%
5. STRONGLY AGREE- 3,4%

I ALMOST ALWAYS FEEL HURRIED TO REACH A DECISION, EVEN WHEN THERE IS NO REASON TO DO SO.

1. STRONGLY DISAGREE- 21,6%
2. DISAGREE- 60%
3. NEUTRAL- 10%
4. AGREE- 6,6%
5. STRONGLY AGREE- 1,8%

I TEND TO HAVE A STRONG "GUT INSTINCT" ABOUT PROBLEMS, AND I RELY ON IT IN DECISION-MAKING

1. STRONGLY DISAGREE- 1,6%
2. DISAGREE- 35%
3. NEUTRAL- 21,6%
4. AGREE- 36,7%
5. STRONGLY AGREE- 5,1%

I TAKE THE TIME NEEDED TO CHOOSE THE BEST DECISION-MAKING TOOL FOR EACH SPECIFIC DECISION.

1. STRONGLY DISAGREE- 0%
2. DISAGREE- 10%
3. NEUTRAL- 38,3%
4. AGREE- 48,3%
5. STRONGLY AGREE- 3,4%

I DETERMINE THE FACTORS MOST IMPORTANT TO THE DECISION, AND THEN USE THOSE FACTORS TO EVALUATE MY CHOICES.

1. STRONGLY DISAGREE- 0%
2. DISAGREE- 1,6%
3. NEUTRAL- 21,6%
4. AGREE- 60%
5. STRONGLY AGREE- 16,8%

AFTER I MAKE A DECISION, IT'S FINAL - BECAUSE I KNOW MY PROCESS IS STRONG.

1. STRONGLY DISAGREE- 3,3%
2. DISAGREE- 16,7%
3. NEUTRAL- 35,3%
4. AGREE- 41,3%
5. STRONGLY AGREE- 3,4%

IF I HAVE DOUBTS ABOUT MY DECISION, I GO BACK AND RECHECK MY ASSUMPTIONS AND MY PROCESS.

1. STRONGLY DISAGREE- 0%
2. DISAGREE- 13,3%
3. NEUTRAL- 1,7%
4. AGREE- 65%
5. STRONGLY AGREE- 20%