

The City of Deals

PACTOPOLIS

Where Victory Meets Sustainability

Negotiations Content in
Game Context:

Dr. Chavi Chen

1-many Teams

3-4 players per Team

Game duration: 3-4h

Game Design and mechanics:

Dr. Taru Deva

Dr. Rajiv Vaid Basaiawmoit

A Negotiations game with intense player interaction

Premise

In **Pactopolis**, players assume the role of one of four sectors, called upon by the Government to develop a region with natural terrain.

The players will develop their sector of choice but will actually be trained in the skills of **negotiations**.

They will develop their cause according to government policies and sustainability directives.

The game starts with asymmetric information across the sectors and it is the task of the players to figure out the right incentives as well as strategy.

While money and resources will be needed to expand each industry's area (and influence), the key to winning the game is the ability to make deals while the government tries to oversee the development of the area in the most sustainable way possible.

Workshop mode

The workshop mode offers a **facilitated version of the game**, where our experienced facilitators will guide players through the game, making it easy to get started within just 15 minutes.

We'll kick off the session with an introduction to **negotiations**—exploring when and why they are essential and what makes an effective negotiator. After that, the facilitators will launch the game and ensure it runs smoothly within the allotted time.

Throughout the game, facilitators will observe each player's negotiation style. During the final debrief, they will provide feedback on your performance, highlighting what went well, areas for improvement, and why these skills are critical.

We can also **customize the game** to fit your company or institution's needs. If you're interested, contact us, and we'll tailor a solution to your specific goals.

(Coming soon)

Independent mode

This version of the game allows you to have your students or corporate clients experience negotiations firsthand, with **you** as the facilitator.

To help you maximize the learning experience, we offer a **facilitation training and certification course** designed to equip you with the skills needed to guide the game effectively and deliver all the valuable insights to your participants.

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