



# vantagepoint

## FACT SHEET



### About the game...

- The aim of the game is to teach players some of the challenges with starting and running a business. Different objectives can be set at the start of the game for winning the game. Players can be individuals or in teams.
- The game simulates the setting up and running of a trading company, where sales opportunities must be maximised to enable growth.
- In addition to basic business principles, the game can be **customised** to convey a specific 'learning message', whether this be for a particular industry sector, a business value system, or to target a particular age group.
- Typical lessons learnt from playing **vantagepoint** include:
  - There are different company structures that have different costs and advantages;
  - Not much can happen without initial funding;
  - There are many expenses to be paid before money starts flowing into your business;
  - Cash flow is more important than having sales orders;

- Sales opportunities become sales prospects (prospective sales build pipeline);
- Sales pipeline does not always result in sales orders;
- Sales orders take a month to become cash in the bank;
- Sales orders and prospects can be lost at the last minute;
- Your competitors can be ruthless to win business from you;
- There are all sorts of hidden costs (penalties) that have to be paid;
- Having more sales staff results in more sales opportunities;
- Your sales staff can be poached by your competitors;
- Training staff potentially increases revenue;
- More sales opportunities result from having Marketing and PR and a website;
- BEE compliance increases sales opportunities;
- Sometimes moral choices must be made in business that can have either good or bad outcomes;
- You can go bust if you have assets and orders but no cash;
- Life sometimes gives you lucky breaks and sometimes deals you bad hands;
- Borrowing money can be very necessary but costly;
- Start-up capital and loans must be repaid with interest;
- What is an asset and what is a liability.

## A bit of history...

- o **vantagepoint** was borne out of both good and bad business experiences that the inventors have lived through. Every single eventuality included in the game has actually happened!!
- o The first players to test **vantagepoint** were employees of the Arts and Culture Helpdesk NGO in Newtown, Johannesburg in June 2005.
- o Since then **vantagepoint** has been played from Soweto to Pretoria, Cape Town to Amsterdam and by school children to business executives.
- o Every test play of the game to date has resulted in
  - Players learning something new about business;
  - Players learning something about themselves and their fellow players;
  - Referrals for playing sessions and companies needing to learn or teach more about business;
  - Referrals for companies needing a training tool to teach a specific aspect about business;
  - Lots of interaction between the players – expect the unexpected;
  - Lots of fun!

## Different versions of the game...

**vantagepoint** is the standard version of the game. The following versions are currently being developed:

- Human Rights in business – a game to raise awareness about human rights issues that impact business;
- Customer service – a game to show how customer service, whether good or bad, directly influences the success of a business;
- Soft skills – a game that focuses on the inter-relationships between players to highlight issues around
  - Team building
  - Conflict resolution
  - Cultural diversity management

## A typical game...

- Takes a minimum of 90 minutes to play, and can last as long as you want to...
- Is played by four players, each representing their own company. Each 'player' can be a team of people (up to a maximum of 4 per team)
- Is a great way of learning the basics about business in a fun, relaxed yet competitive environment!

## Customisation...

- Do you want to teach industry knowledge (e.g. retail, insurance, financial services)....
- Do you want to teach a particular business behaviour (e.g. sales process, customer relationship management).....
- Do you want to create awareness of company policy (e.g. with regards to HIV/Aids; BBBEE)....
- Do you want to focus on the importance of a particular aspect of your business (e.g. marketing and PR; insurance).....
- Do you want to highlight particular business challenges that you face in your company (e.g. theft; supply chain)...

All of these, and more, can be incorporated into **vantagepoint** with the addition of a basic set of customised cards – it's that simple!

## What the game consists of...

- A **playing board** with an **main circuit** that reflects a **trading month**, with activities that occur during the month and a 'month end' at which certain tasks have to be completed;
- An **inner circuit** represents **penalties** that typically occur in a business – access to the penalty circuit results when player lands on a 'penalty square';
- A set of cards for **Sales Opportunities**: these cards help the player build a 'pipeline' of potential business;
- **Moral Dilemma cards**: the generic game directs players who accept a bribe to take a Moral dilemma card that will specify what happens next;
- **Cash Flow cards** represent cash coming in or going out;
- **Lucky Break** cards, reflecting situations that can, and do, occur in any business. Again, these can be positive or negative;
- Cards representing **Sales Pipeline** that turn over to become **Sales Orders**;
- **Certification cards** that represent the player having obtained infrastructure or certification, such as BEE compliance, Website etc;
- **Liability cards** that represent liabilities (E.g. Bank loans);
- **Asset cards** that represent assets (E.g. Stock);
- A set of **money** in denominations 5, 10, 20, 50, 100, 500 thousands;
- Two normal dice;
- Tokens for each player / company;
- Tokens representing new sales staff;
- A **Players Guide**, an easy reference on how to play;
- A box and packaging to hold the components.

## Optional extras...

- A **Business Information Guide**, that helps facilitators to oversee a game and bring out the learning points.
- Where appropriate, a **customised 'template'** of squares placed outside the main circuit, carrying positive and negative implications for the player when accessing this circuit. These squares are customised to reflect the '**learning message**' that the game is intended to convey.
- A set of customised "**Business Challenge**" cards that convey a particular learning message.
- Beaded tokens that support a small rural family business.
- A bag to carry your game, made by a women's sewing project in Soweto.

