

Strike Fighter

Practise multi-party budget negotiation using this realistic experiential activity



Strike Fighter is an award winning experiential activity that is ideally suited for those who want their learners to experience a realistic multi-party negotiation. Set against the real-life US Military negotiation highlighted in Blue Ocean Strategy, three parties have to negotiate to purchase a single jetfighter that will meet the competing demands of the three parties - the US Marines, the US Navy & the US Air Force. The game was developed by RSVP Design partners Pracownia Gier Szkolniowych Sp. z o.o. from Poland, and won the first prize at the 2009 North American Simulation & Games Association competition, and has been used successfully by many international organisations since then.

The NASAGA Jury awarded this game first prize for the innovative scenario idea: showing that negotiation activities can be developed to seek common goals and not just trade-offs and competition. The military background of the game allows the participants to consider an unfamiliar role and challenge, and new patterns of thinking. At the same time it reflects not only complex and challenging commercial realities but also the budget issues of NGOs or public administration institutions. Different armed forces, but one Defence force; different departments but one organisation; different individual interests, but still one common strategic goal and one budget to be divided, against a deadline.

Three sets of high quality reusable materials are provided allowing three simultaneous sessions to be operating, with one or two people representing one of the three negotiating parties (Navy, Marines or Air Force). This allows individuals (or pairs) to experience the complete negotiating cycle and typically requires 2 to 2.5 hours of activity. Scores achieved within each of the sessions can be compared, and multiple sets of this activity can be used to allow much larger groups to work together. With a recommended preparation time of 60 minutes, and a suggested review of 60 to 90 minutes, this activity offers 3 to 4 hours in which to thoroughly experience and review a challenging multi-party negotiation and practise a wide variety of skills as individuals (or pairs). Recommended Group size: 3 to 18



Strike Fighter is designed to allow participants to practise four phases of negotiation against a realistic case study, including preparation, debate, proposing, and bargaining. However this activity can be used in broader contexts such as communication and influencing skills; managing conflict and relationship management, as well as offering a practical opportunity for individuals to build their skills across many aspects of multi-party negotiations.

To add STRIKE FIGHTER to your resource library:

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