**TASKS: NEGOTIATION 1 AND COMPETITION FOR VISIONARIES**

These two tasks in Period 1 and 2 for NewCo (mainly) are linked. You should see them as linked when coding.

**NEGOTIATION 1**

The following refers to the diagram and data tables in the accompanying Excel file.

I take the diagram block by block

**Block 1: Sales people:**

* Insert the salespeople as a list and set up the clickable blocks. The NewCo player clicks a yellow block to insert their selection. When sent to LegacyCo they can click their preference in the second column (green). Only when the selections agree can negotiation be ended.
* When the sales block is inserted hook up the following
  + The selected salespersons’ competence to a data place that captures the selections’ competence as well as placing it on the competence index. The total sales competence gained and lost goes into the appropriate place in the interface
  + The selected salespersons’ wages for 3 periods are placed in the total funding required calculation. Once agreed these are included in the funding loan
  + The number of salespersons are placed into the workforce and charged through to the accounts in subsequent periods
  + The salesperson influence over the various visionaries is inserted into the equation for calculating influence

**Block 2: Influencers and Top developers**

* Insert the “Influencer” block and set up the clickable blocks. The NewCo player clicks a yellow block to insert their selection. There is no equivalent for the LegacyCo
* Insert the top developer block
* When the Influencer and developers blocks are inserted hook up the following:
  + The selected Influencer influence over the visionaries is entered into the calculation.
  + The selected influencers are themselves influenced by LegacyCo top developers. When a NewCo player selects an Influencer clicks need to appear automatically next to the developers that have influence (see table)
  + The LegacyCo players can insert their own product developer choices. These are not hooked to the influencers. Only when the LegacyCo and NewCo choices are the same does the process end.
  + The selected product developers’ wages for 3 periods are placed in the total funding calculation. Once agreed they become part of the loan
  + The number of top developers are added to the workforce calculation and charged through the accounts in the following periods
  + The product developer competence is added to the gain and loss indexes and the overall competence indexes. The total product competence gained and lost goes into the appropriate place in the interface

**Block 3: Visionaries**

* Insert the visionary block as shown in the diagram.
* Insert the calculation display blocks
  + The calculation is Sales person Influence TIMES Influencer influence. The product developers are not part of the calculation as their effect is fully mediated by the Influencers.
  + The numbers are contained in the Excel file
* The total influence number for each visionary is carried forward to the competition in period 2

**Block 4: Gains and losses**

* Insert the texts and calculation blocks
* Display the sales and development competences gained and lost in the appropriate lines
* These numbers are part of the visionary selection criteria in period 2

**Block 5: Product development team (tab Funds)**

* Set up the line for the numbers of people in the development team. Insert block. Need a database spot.
* Set up the line for the number of development days available. Calculation is number of developers inserted times 100 days each
* Set up the line: number of sales pitches. This needs a database spot. It is the sales budget that is used in period 2 – competing for visionaries
* Set up the line: Workforce cost. This needs a database spot. Calculation is sum of top salesperson wages for 3 period, the sum of the top product developers for 3 periods and the sum of the product development team for three periods
* Set up total funding line: this is the sum of sales budget, all wages for thee periods
* The total budget line once agreed is the SIZE OF THE INTRACOMPANY LOAN FROM LegacyCo TO NewCo

**Final**

* Create the intracompany loan and the means of inserting numbers automatically into the accounting line. The loan is the total line from the negotiation.
* You need to find a way for the LegacyCo ad NewCos to share this task and to eventually come to an agreement that triggers all the calculations

**VISIONARY COMPETITION (period 2)**

Most of the data in this task comes from the Negotiation in period 1

In this competition I agreed that all visionary selections come up at once. HOWEVER, I would REALLY prefer them to come up SINGLY OR IN PAIRS

If this could be done the analogy for me is taking a survey.

A question comes up and you answer it. The next question comes up on what seems like a separate interface and you answer it. No calculations are done but your answer is stored. You MAY OR MAY NOT be allowed to go back and change your answer. I PREFER NOT TO ALLOW THEM TO GO BACK this raises the tension and risk dramatically. Only when all the questions are answered does the machine do the calculations. From my point of view, forcing them to act separately mimic real life and forces them to make risky commitments.

**Step 1: Set up the Visionary Competition**

* Set up the visionaries per the diagram in the excel file. Each with a tickable box for selection
* Set up a box for the players to insert the time they will commit in days of development time. This number is immediately deducted from the ‘uncommitted time’ box. **Cannot go below zero.** If they change their mind and unselect the visionary the time is retained or changed. If you do the progressive selection as I prefer the total carries across
* Set up the information columns –
  + Influence is the total for that selection from period 1
  + Pitch cost is rom the table. Each time they select a visionary the pitch cost is removed from the uncommitted sales budget**. Cannot go below zero**. If you do the progressive selection as I prefer the total carries across
  + Income column is in the data in the excel file by visionary. This amount is moved to the accounts as a NEGATIVE cost in the SALES OVERHEAD LINE for all the visionaries they win.
  + The legitimacy column is a calculation per the data in the excel file
* SUBMIT depends on where we break up the visionary appearance or not. You determine.

**Sequence of Appearance**

* If you can do the broken up appearances I would like you to make them appear in apparent random order as far as the players are concerned. When a visionary comes up they need to know the niche and the name.
* My preference is one at a time. In class we can maintain a rhythm to control process. On web we may need a clock in seconds and then automatic submission if not selected a choice