



# Frequently Asked Questions (FAQ's)

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## What is Vantagepoint?

The **Vantagepoint** product suite consists of a business simulation board game, business guides, optional customised Business Challenge cards and templates for Sales, Administration and Finance.

Playing **Vantagepoint** builds business acumen.

**Vantagepoint** simulates the starting and running of a business in a competitive environment, with a focus on **sales generation** and **cash flow**. It is played with (ideally) 9 people per game board, divided into 3 teams. The game is dice based with Cash Flow, Sales Opportunity, Lucky Break and even Moral Dilemma business scenarios. Each team tries to maximize their profit via sales, whilst deciding on investment opportunities in their business (e.g. staff, technology and marketing), dealing with the many curved balls experienced in business and competing against the other teams playing the game. The winner is the team who makes the most money (profit) after a set time, or the first to reach an agreed profit goal (e.g. 1 million cash).

## Why use Vantagepoint?

- Players build business acumen through simulating the real business world;
- People learn better through experiencing and participating;
- Everything that happens in the 'game' has happened to someone in real life;
- Experience business first on the board, before doing so in the board room;
- Easily customised to reflect a company's industry, working environment, business challenges, to provide simulated 'on the job' competency building;
- Customised Business Challenges can be linked to KPIs;
- Vantagepoint tests players' innovation and 'thinking out of the box'.

## What typical lessons can people learn from playing Vantagepoint?

- 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;
- 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.

### **How long do you need to play a game?**

It takes between **2 to 2.5 hours** (ideally a half day) to have a decent game session. It is a facilitated session (by a certified Vantagepoint Facilitator, who has completed the Vantagepoint Facilitator's Course). When used as part of a training intervention, the game session(s) can last for days on end, with breaks used to do feedback / review / lessons learnt / points to discuss and learn.

### **Can teams play against each other so you end up with one winning team?**

Apart from the business skills learnt, the (simplest) game result is a winning team, based on the most money (profit) made. Alternatively, most profit and/or pre-agreed objectives to achieve (number of staff hired, company growth, moral dilemma avoidance, etc). The easiest is for a time limit to be set and then to cash up at the end, with the winner being the team with the most money made. The reverse side of the registration form has a simplified process for cashing up purposes.

### **What are the main selling points of Vantagepoint?**

- The product suite's simulated business environment allows learnings and 'mistakes' to be made 'first on the board, then in the boardroom';
- People remember more when they're having fun – disguised learning;
- Vantagepoint provides an innovative, fresh environment for individual and group soft skills development;
- Vantagepoint can be customised to teach literally any business specific learning, based on client needs (via Vantagepoint's Business Challenge facility)
- Vantagepoint's flexibility provides the client with the ability to develop, update and reinforce business policies / procedures via the usage of custom-written manuals and the Business Challenges facility.

### **What can Vantagepoint do for you or your organization?**

#### **Individuals and SMEs: Committed to successful entrepreneurship**

- You had a great idea about making money - as a kid, as a student, even whilst slogging away at your job. Unfortunately, most of the time, that's just where it stays - an idea. **Vantagepoint** lets you experience the thrill of having your own business and deciding whether it's really for you!
- So you've completed a business course but you have no practical experience. Now you need to apply that training in the real world - scary stuff. **Vantagepoint** gets you to practice your hard-earned knowledge where and when it's needed.
- You have no business training but need to learn business practice fast! **Vantagepoint** will give you pointers immediately and guide you to the information you need. Our **Business Information Guide (BIG)** is a handy resource for you to use as reference too!

#### **Corporates: Regain the energy and creativity of entrepreneurial thinking**

- You want your staff to **understand** your company's business challenges, and encourage them to express their ideas. **Vantagepoint** can be customised to reflect your business dynamics.

- You need to **improve** communication and **team work** amongst your staff, and foster understanding of interdependencies in business. **Vantagepoint** is a great team-building tool.
- You need to train staff on specific aspects and principles of your business that are being neglected, and cultivate **shared values**. Playing **Vantagepoint** in teams highlights synergies and conflict areas, and explores ethics and values through Moral Dilemmas.
- You need to teach staff about the impact of good and bad customer service on your business success. **Vantagepoint** shows how sales opportunities can be won or lost depending on how the customer is treated.

### **What do team(s) get out of playing Vantagepoint?**

1. Staff buy-in to business goals, company policy.
2. Staff appreciation of their own roles and responsibilities, as well as interdependencies with other staff / departments.
3. Improved productivity due to greater business understanding and application of company policy and procedures.
4. Reduced costs caused by errors, lack of knowledge, confusion.
5. Ability to formulate ongoing staff development programmes.

### **How does it work if you mix up business/exec staff with service staff like drivers and tea ladies?**

It works extremely well! Be mindful of the specific client culture - if execs aren't used to 'interacting' with low level staff, it can be a bit sticky. However, because it's a fun environment, the team building and competitive interaction aspects between teams far outweigh the potential sensitivities. People are divided into teams, and very quickly are having a fun time interacting, learning and working together!

### **What is the ideal number in terms of playing the game? Can you play many games at the same time if you have a bigger group?**

The ideal number per game table is 9 people, split into 3 teams of 3 people each. It can be stretched to 12 people (maximum) per game.

Yes, we can play multiple games at the same time – you need one facilitator per game being played, and we provide extra facilitators for the playing numbers required.

### **So can we just buy a game and start using it with our clients? What are they priced at?**

No. The Vantagepoint game is not sold as a stand-alone 'game', but rather as part of a client intervention 'project'. It is critical to us that a client's first experience with the Vantagepoint product suite is as good as possible, and hence we only sell individual game sets after the client has had at least one facilitated game session with one of our accredited Vantagepoint facilitators. Pricing of each 'project' is dependent on a number of factors (organizational size, outcomes sought, number of sessions required, supporting materials required, etc.), so pricing is done on a case-by-case basis.

The Vantagepoint product suite is a patented product, with copyright and intellectual property protection in place. It can be used by clients who are interested, via a licensing agreement. There are many business licensing models in place, and the first step to enabling clients to use the product is to organize an initial meeting, to discuss the requirements and then agree and sign the appropriate agreements.

## Are there supporting materials for the Vantagepoint game?

Yes. The Vantagepoint product suite is much more than just the Vantagepoint game. Its benefit is greatly enhanced by purchasing one or more of the following supplementary products:

1. A **Pocket Guide** expands the Players' Guide glossary (included with the game) with "The least you need to know" about each term. This guide can be customised for a client's specific business needs and challenges.
2. A **Business Information Guide (BIG)** covers every term within the Vantagepoint game, and is an 'Idiots Guide' to setting up and running a business, with additional "Pitfalls", "FAQs", motivational quotes and useful references information.
3. **Assessment forms:** Assessment forms have been developed for players to use as a self-assessment tool before and after playing **Vantagepoint**, as well as for facilitators to give their comparative assessment and de-brief with each player.

The objective of the assessment forms is for individual players (and their facilitators) to understand whether they have the competencies and aptitude for running a business, and to identify any gaps that need addressing in order for them to be successful. Identified gaps indicate what further training is required in both 'hard' business skills, as well as 'soft' personal development skills.

4. **Transaction record forms:** These forms, filled in during a **Vantagepoint** playing session, help players understand
  - a. The sales cycle from opportunity to cash;
  - b. Cash flow management on a 'per event' basis i.e. a record is kept of each time cash flows in or out of the business, with a running cash balance. One transaction record form is required for each team.
5. **Budget forms:** As an introduction to learning about budgeting, these forms have been developed for players to create a budget for their entity. The budget form is used as a guide when playing the game and allows players / teams to analyse their experience after the game has been completed. As with the assessment forms, the budget allows the facilitator to provide insight and an introduction to de-briefing with each team.

Pricing of these supporting materials are provided on request.

## So who are some of your clients?

The Cultural Help Desk (NGO)

The Branson Centre of Entrepreneurship

Wits Business School (WBS)

Gordon Institute of Business Science (GIBS)

Sasol Oil

## Do you have a little blurb on the Vantagepoint game?

Yes, we have a Fact Sheet outlining what it is all about.

[www.vantagepoint.co.za](http://www.vantagepoint.co.za)

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