



ACCESSING STRATEGIC KNOWLEDGE
META ANALYSIS THINK TANK

Long Game Rules – ROAD TRIP!!

Road Trip Rules:

- Keep your hands inside the car.
- No yelling, fussing, or fighting.
- We'll get there when we get there.
- You should have gone before we left.

The “*Road Trip*” begins with having a complete map from the basic ASK MATT game. Before starting the *Road Trip*, we recommend having *Gold Stars* on more than half the *POIs*.

The *Road Trip* plays two roles. First, the *Road Trip* is about the journey... using the game map for navigating an organization through the real world. Second, the *Road Trip* is about testing the map by tracking the changes in each *POI* on a monthly basis. This provides information for testing the map... and creating a better map for future navigation.

For the *Road Trip*:

1. A “*Travelogue*” piece (see below) should be placed on each *POI*. A *Travelogue* is simply a 4X6 piece that lists each month, and has space for each month’s data (for example, hours worked, or \$ in bank).
2. Each player volunteers to gather data for the *Travelogue* (or is assigned based on their roles within the organization).
3. If this is to be part of a strategic plan, write the goals for each *POI* on the *Travelogue*.
4. The whole group meets on a monthly basis. Each person brings their data & adds it to the map.
5. Between meetings, each player records their key decisions/actions on their personal “*Turning Points*” sheet. This is a sort of diary that is related back to the *MAP*. See below for example and blank sheet.
6. Each monthly meeting:
 - a. Record the data on the *Travelogues* (one point awarded when a data point is added).
 - b. Players take turns sharing their “*Turning Points*” (major decisions). The group votes as to whether an action counts as a major decision (one point awarded for each).
 - c. Discuss results of actions and potential results of differing actions using the map as a guide. Discuss what additional research might make a better map.
7. Repeat each month. At the end of twelve months...
 - a. Crunch the numbers – do they add up? That is, did the predicted changes in *POIs* lead to the predicted changes in other *POIs*? Was the map followed as planned? Why, why not?
 - b. Replay the game – add additional *POIs* and *Causeways* to reflect the new knowledge.



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During the Long Game, players have the opportunity to gain extra points with meta-level actions including:

- Look at a complex *POI* and play a **New Game** to understand it (the title of the original *POI* becomes the title of the new game) (five points for each player of the new game). In other words, create a detail map for an area within the original map.
- **Play** the Game with other departments, organizations, and coalitions (ten points for each person to convene a new game).
- **Integrate** multiple Games. Starting with two or more MAPs, look to see if there are any POIs that are the same for both MAPs. If there are, the two maps may be linked by their POIs. Or, if there are no overlaps between the MAPs, strive to identify new *Causeways* between POIs of differing MAPs. This will lead to greater understanding (**twenty bonus points for the player or players who convene the integration effort and five bonus points for each participant**).

TRAVELOGUE:

For Tracking data of each POI:



POI NAME: _____

GOAL (optional): _____

Month

Data:

Jan: _____

Feb: _____

Mar: _____

Apr: _____

May: _____

June: _____

Jul: _____

Aug: _____

Sept: _____

Oct: _____



TURNING POINTS

A PERSONAL LOG OF MAJOR DECISIONS

Name of Game: _____

Name of Player: _____

Date:	Decision/ Action	Anticipated Results (based on Causeways & POIs)

**** SAMPLE** TURNING POINTS**
A PERSONAL LOG OF MAJOR DECISIONS



Name of Game: Creative Operations

Name of Player: Mary Manager

Date:	Decision/ Action	Anticipated Results (based on Causeways & POIs)
April 5	<p>Customer needs accelerated delivery of parts. Checked MAP, saw that *delivery time was Gold star - resulting from more *motivation, and more *raw materials.</p> <p>Called Bob to check inventory – Bob says they can handle some extra production and will accelerate our own order for new material. Also, noted that *motivation results (in part) from *bonus pay. Talked to production department and suggested bonus pay followed by afternoon BBQ for Saturday “work party.”</p>	<p>Anticipate that all will go well.. Also anticipate potential problems because reduced *delivery time causes more *quality problems. So, I called Mary in QC to warn her to be extra careful.</p>
April 12:	<p>Parts shipped – express. Customer happy, workers happy, my boss is very happy!</p>	

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