

Mandell Clip 2

[These facilitator notes provide commentary and ideas that might be helpful as you use these raw video clips with other educators.]

The clip opens with the representatives from Hawani and Indocarta attempting to negotiate a side deal before one country makes a deal with Fuji. The representative from Fuji frequently breaks in to urge the negotiating pair to hurry up. What does this time pressure add to the simulation?

Also worth noting that this time pressure is paired with a well-designed simulation that creates challenges for the sides to reach a deal. If you are creating a simulation yourself, you want to think carefully about how to create these challenges that makes finding success hard but not too hard.