

# SUPPORTING MANTIS UAV DECISIONS

## ROLE-PLAYING CRUCIAL NEGOTIATIONS USING POLITICAL CARDS

BAE Systems was considering developing MANTIS, a new unmanned aerial vehicle with radical new capabilities. It needed to understand the potential MOD appetite to support a UK sovereign design and development programme, and therefore be willing to provide funding. To prepare the team for the campaign to sell the idea CORDA provided a Political Cards role playing symposium.

In the symposium managers role played themselves, potential rivals and the MoD so they could understand the needs and aspirations of all the parties and the potential negotiation dynamic. This enabled them to work out a win-win strategy for the MANTIS development involving joint funding from the MoD. The principles of the strategy developed were then successfully used in the actual negotiations.



**Political cards** is a unique role-playing methodology developed by CORDA to allow managers to test out negotiation strategies.

A Political Cards symposium uses ideas from Game theory and Drama theory in a unique mathematical framework to produce an accurate forecast of the way that negotiations will run. Role playing in this way produces a fun, accurate rehearsal of negotiations, so you can approach the real thing with confidence, knowing what can be achieved, and how to best achieve it.

# CORDA

Delivering Successful Futures

## Reality mimics the rehearsals

- > Reality paraphrases the behaviour and alliances of the Political Cards exercise
- > Your bid team can go to negotiations prepared and confident
- > You can get realistic goals for your negotiations
- > You can understand what the other organisations want and how they will react

**“The technology is simple but the underlying psychology, appealing to the individual’s natural will to win, mirroring real business behaviours, is truly and very powerfully innovative.”**

Steve Nicholl: Director Military Requirements BAE Systems