

STRATEGO AERO II (THE DIRECT APPROACH)

Secret Instructions for Dana

You have decided to meet together with Sandy to talk about the possibility of Sandy's dealing directly with Chris.

1) Please make a written list of all the reasons why you think this is a good step for Sandy to take. Please first make your own list—as long a one as you can—then work together with any other Dana to see if you can add any other ideas.

2) Prepare for any concerns Sandy may have. You really want this to work. What are Sandy's interests? Sandy's rights? Sandy's sources of power?

You may make up any small facts you need to build a realistic case.

Please, throughout, think about how you would evaluate this Sandy as an employee?

The purpose of this exercise is for you to do your best to get Sandy to try the direct approach. You may walk Sandy through it, try convincing by logic, order Sandy to deal with Chris or try any other, realistic approach you think will work.

Please try to get into the role and be a realistic Dana.