

# Foresight & Visualization

## How-to guide for teachers

The board game offers a creative, thought provoking and fun approach to sustainable entrepreneurship education. It is suitable in situations where you want students to generate sustainable business ideas for their own business or an existing organization. It is all about brainstorming sustainable ideas, envisioning, and developing entrepreneurial concepts for a better sustainable future.

A wealth of creativity techniques (analogies, trigger questions, lateral thinking, etc.) have been used to create the game. It is peppered with interesting sustainability cases and every-day-life situations that call for new sustainable actions. The game has been thoroughly tested. It works! Students become sustainable creators; their brainstorming is fueled.

The game is focused on the UN's Sustainable Development Goal 12: Responsible Consumption and Production. But foremost it boosts and trains divergent idea-generating processes and subsequently enact convergent idea evaluating-processes - in a fun and inspiring way.

## Target Audiences

All pupils and students from 9<sup>th</sup> grade, upper secondary education, and higher education can benefit from the creative techniques and puzzles of the game. The game is relevant for students who wish to start their own business or to generate ideas for existent private or public organization that want to identify sustainable opportunities. And it is equally suitable for students who is curious about or wish to develop a more creative and entrepreneurial mindset within the context of sustainability.

The board game can be used as part of an existing course, or as a key element of a workshop.

## Two-in-one

The game consists of two interrelated parts which have two different purposes. The aim of the first part "Foresight" is to facilitate players in developing a divergent mindset and create as many ideas as possible – regardless of what is feasible, viable, and desirable. The second part "Visualization" is focused on prioritizing, selecting, and evaluating the most promising sustainable entrepreneurial ideas.

The game is called "Foresight & Visualization" as sustainable entrepreneurial ideas and opportunity creations require foresights. In addition, it takes visualization of what and how you can achieve a sustainable future that does not jeopardizes the needs of future generations.

## Playing Time

Part one Foresight is estimated to take approximately 30 minutes. It is possible to shorten or prolong the game by skipping or inserting lines on the board – e.g. skipping one of the seven lines or inserting an eight line with three ACTIONS! squares.

Before playing part two, Visualization, determine how much time to spend on the game. It is possible to prioritize, select, and evaluate the ideas in 30 minutes. However, you can also use hours refining and preparing a pitch of the idea. The time you have available determines the level of ambitions.

### How to Print

The game is created as an online PDF version that can be downloaded and printed. Print the Game Boards in A3, the Rules – Quick Guide for the Players in A4, and the Playing Cards in A4 as two-sided printing with Short-Edge Binding.

### Alternatives for the use of sticky-notes

The game basically requires one sticky-note per idea, and a main goal is to create as many ideas as possible – however, this is not sustainable! Here are some more sustainable alternatives:

- The students can download a sticky-note app. Post-it have an app for free.
- Each idea can be written on a piece of lined paper.
- Create a Google Docs site and let the two teams write their ideas on different pages or in different colors.

### Theory

Here are some additional supporting references to inspire you running a session on idea generation and sustainable entrepreneurship.

#### **The triple-layered business model canvas**

Joyce, A. and Paquin, R. L. (2016) The triple layered business model canvas: A tool to design more sustainable business models. *Journal of Cleaner Production*, 135, 1474-1486.

#### **Radical innovation and sustainable change**

Sanders, B.N. (2014). Co-Designing can Seed the Landscape for Radical Innovation and Sustainable Change. In Christensen, P.R. and Junginger, S. (ed.). *The Highways and Byways to Radical Innovation*, 131-151. Kolding: Kolding Design School.

#### **Creativity tools and guidelines – a crash course on creativity**

Seeling, T. (2012). *inGenius – a crash course on creativity*. New York: HarperCollins, 1-47.

#### **What contribute to entrepreneurs' ability to recognize opportunities and generate new ideas**

Dyer, J. H., Gregersen, H. B. and Christensen, C. M. (2008). Entrepreneur Behaviors, Opportunity Recognition, and the Origins of Innovative Ventures. *Strategic Entrepreneurship Journal*, 2(4), 317–338.

**The Desuni teaching model – from University of Southern Denmark:** <https://www.desuni.dk/>

**The creative platform – from Aalborg University:** <https://www.uka.aau.dk/>

# The Rules

– with a few elaborations

## Part One: Foresight

*Foresight* is an idea-generating game played by 4-6 players divided into two teams.

### Object of the Game

To practice a divergent mindset by generating as many ideas as possible during each turn of 1 minute and to support learning and curiosity about sustainability based on the **UN's Sustainably Development Goal 12: Responsible Consumption and Production**.

### Equipment

1 game board *Foresight*, 3 types of question cards, 1 one-minute timer, 2 playing tokens (e.g., coins or the like), multiple sticky notes, 1 pen for each player.

### Preparation

Get all the players into a divergent mindset by doing an energizer. For example: take turn to mime an animal and let the other players guess it.

Place the timer and the game board *Foresight* so all players can see them. Divide equally into two teams of 2-3 players. Provide each player with a pen and a stack of sticky notes and each team with a playing token. Place the two tokens on the two ACTIONS! squares in line 1 above *status quo*.

The team with the highest number of green(ish) colored clothes items will start the game. If the two teams tie in number of green clothes, add up the age of all the players on each team and the 'oldest' team gets to start.

### How to Play

The first team picks an ACTIONS! card and reads it out loud.

Start the timer for 1 minute.

Each player on both teams writes down as many ideas as possible. One idea pr. sticky note.

When the time is up, each team adds up its number of ideas (without reading or evaluating them) and places the ideas in the team's idea pile. Each sticky note counts as one idea. In case of an uneven number of players on the two teams, calculate the average number of ideas.

The team with most ideas wins the round and advances its playing token to one of the three squares in the next line. Only one token pr. square. The team advancing its token reads the corresponding type of question card out loud.

In case of a draw in number of ideas, pick a new ACTIONS! card and read it out loud.

Every time a token is moved to a new square, read the corresponding question card out loud.

Three types of squares / question cards

- ACTIONS!

Read the card out loud. Start the timer for 1 minute. Everyone from both teams writes as many ideas as possible. Add up each teams' number of ideas and place them in two separate piles of ideas. The team with most ideas wins the round, advances its playing token to an optional square in the next line and reads a corresponding question card.

- CHANCE!

Read the card out loud. Follow the instruction on the card.

- INSPIRATION!

Read the card out loud and pass the card around to show the small icons for inspiration. Start the timer for 1 minute. The person reading the card completes the sentence on the card. Clockwise, all players expand on that line of thinking with a new idea starting with a "yes, and...". The team of the player expanding on the idea when the time is up loses. The other team advances its token to an optional square in the next line and reads a corresponding question card.

Example:

Player 1: Inspired by XXX we/I could XXX

Player 2: Yes, and we could...

Player 3: Yes, and we could...

After 1 minute: the team of the player in the process of expanding on the concept loses

## How to Win

The first team to win in line seven and reach *Foresight* is the winner.

However, everyone wins due to the surplus of sustainable ideas generated 😊

## How Strict?

- One idea pr. sticky note
- Ideas can be very vague, but most consist of at least three words or a drawing.
- If a square is occupied by one team's token, the other team cannot choose the same square.
- There is room for creativity. Let the players create or tweak the rules as they play.

### Rules for idea-generating:

NO CRITISM OR JUDGEMENT

WRITE/SAY THE FIRST THING THAT POPS UP IN YOUR MIND

GENERATE AS MANY IDEAS AS POSSIBLE

## Part Two: Visualization

*Visualization* is an idea-evaluating game played as a continuation of *Foresight*.

### Object of the Game

To practice a convergent mindset by prioritizing, selecting, evaluating, and combining the ideas generated in the first part of the game to create a sustainable and usable idea.

### Equipment

2 game boards *Visualization*, the 2 piles of ideas created in the first part of the game, extra sticky notes, pen for each player, an impartial judge (if possible), the game's end time.

## Preparation

Each team places a game board *Visualization* and their stack of ideas from *Part One - Foresight* in front of them. A time is chosen for the presentation of the idea and the end of the game.

## How to Play

### Part A

Each team goes through its pile of ideas from part one of the game and sorts the ideas on the scale in the matrix on the Part Two - Visualization game board.

The four quadrants in the matrix:

- 1) Not enough and not yet feasible: Ideas that are not relevant, as they are not feasible and do not create enough change
- 2) Enough and not yet feasible: A happy alien as it is ideas that would create a sustainable change but are not yet feasible.
- 3) Not enough and feasible: A global material footprint as it is feasible ideas that would not lead to any sustainable change
- 4) Enough and feasible: These are the Sustainable Development Goal infinity ideas! That is ideas that creates a sustainable change and are feasible.

Use the matrix to deselect the most boring (closest to global material footprint) and the most unrealistic (closest to the happy alien) and find or combine the ideas into the four best ideas.

When approximately half of the allotted time before idea presentation is up, proceed to Part B

### Part B

Score the four ideas on a scale from 1-5 (5 being the best) on the game board's scoreboard. Score after the following criteria:

Innovative: How innovative/visionary is the idea?

Far-reaching: How geographical far-reaching is the idea?

Sustainable impact: How high is the sustainable impact of the idea?

Popularity: How positive would the idea be received?

Add up each idea's score and present the idea with the highest score to the other team or to an impartial judge.

## How to Win

Pitch the best idea 😊

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