



'PACTIO' simulation

Prendo's 'PACTIO' simulation provides an intense, risk-free experience of working in a multiple stakeholder scenario

The "3 months in 3 hours" simulation is used in classroom, online, project start-up and assessment events

It is used in various contexts, including:

- project and program leadership
- general management and strategy
- ethical leadership and CSR
- global and cross-cultural leadership
- influencing skills and networks

WHO FOR



anyone who needs support from multiple stakeholders, including:

- general managers
- project & program managers
- change leaders
- project team members
- account managers

KEY OUTCOMES



participants gain a number of insights and skills, including how to:

- develop detailed stakeholder analyses
- understand & use influence networks
- develop effective stakeholder and communication strategies
- balance conflicting interests
- analyse the full range of human interests & motives

LOGISTICS



- the simulation workshop can be run with anything from 8 to 120 participants, and within a 3 to 7 hour timeframe
- it can be run with teams in one classroom, or separate rooms; or in online events with remote participants
- each team needs a computer

WHY SIMULATE?

WE LEARN
BY DOING

- Makes learning more fun, efficient and memorable
- Discovering is more effective than “being told”
- Experiences are transparent: users see cause and effect
- Reduces the risk of making mistakes in the real world
- Provides a chance to apply theory and practise skills
- Better than just talking (e.g. about case studies)
- More effective and much more fun than powerpoint!



“I have used Prendo’s PACTIO simulation in numerous executive and Masters programs; it provides a true innovation for the way we educate leaders.”

—Stephen Carver, Cranfield



“Prendo runs the PACTIO stakeholder simulation in Oxford’s MSc in Major Programme Management; it’s a very effective way to introduce a key theme: complex human systems.”

—Dr Paul Chapman, Oxford SAID



“The MPA has used PACTIO in our annual 5 day course for over 15 years and it is usually rated as the highlight of the week.”

—Manon Bradley, Major Projects Association



“I use the PACTIO simulation in a variety of executive programs; in my view it is the world’s leading business simulation about human behaviour.”

—Professor Kishore Sengupta, Cambridge Judge



Confucius: “I hear and I forget. I see and I remember. I do and I learn.”