



Konrad  
Adenauer  
Stiftung

**Civic**  
INSTITUT FÜR  
INTERNATIONALE  
BILDUNG

# **Politics and Bargaining! How to deal with Interests and Compromises?**

**Holger-Michael Arndt**

**Markus W. Behne**

**Alexander Burka**

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## FOREWORD

This booklet presents a comprehensive concept on how to simulate and train political negotiation and bargaining. It is the result of a joint new approach to learning about democratic processes, designed by the Civic Institute for International Education and the Konrad-Adenauer-Stiftung in Macedonia. The simulation game “Politics and Bargaining” is inspired by a typical political situation in a European country, where different interest groups compete to influence the political system and its main actors. Instead of fostering rivalry, antagonism and political stand-offs, the game wants to promote strategies for dialogue and finding sustainable political compromises to resolve a political problem. It aims to influence the participants to move away from the mentality of the “zero-sum-game” and search for a “win-win”-situation acceptable to all (or at least most) main players. By being open-ended, the simulation is a fascinating exercise reflecting the abilities (and flexibilities) of the participants to move the negotiation and bargaining process forward. With a range of additional instruments to manipulate the course of the game, the organizers can influence the behavior of one or more players, which in turn will affect the outcome of the bargaining process. In this way, “Politics and Bargaining” can be adapted to the profiles of the participants and

requirements of the organizers. Its main goal, however, stays the same: to promote a joint effort in finding political compromise.

The result of the game, it is hoped, will show the participants the necessity of political compromise in real life. Particularly in countries like Macedonia, where politics is very much polarized, this training concept could prove useful to everyone active in politics, regardless of which political party he or she belongs to. The pilot run of the simulation game in 2010 proved exactly that: young participants from all major political parties overcame mutual suspicion and reached a workable solution to the game, in spite of many differences. This is an example the politicians of our countries should follow more often.

*Henri Bohnet -  
Konrad Adenauer Foundation*

## INTRODUCTION TO “POLITICS AND BARGAINING! HOW TO DEAL WITH INTERESTS AND COMPROMISES?”

Politics means creation of the future by establishing binding rules. In authoritative regimes these rules are established only by few because of their interests, but with effects on many. In this case, there is no way for the majority to actualize and implement its interests. The majority cannot engage itself for its interests, but it also does not have to take responsibility for the rules either. Consequently, many do not care for the existing rules and do not accept them.

In democracies, everyone is asked to pursue one's interests, but they should also take full responsibility for the future of their own society. If many try to follow their interests in establishing rules, it is hard for individuals to actualize their own interests. Therefore, in democracies, this is usually the reason for the need of finding compromises. It can involve a demanding and tough process of negotiating and obliging. This process is known as “bargaining”.

People in politics usually do not study bargaining. It is more or less learning by doing. Next to some quite obvious advantages – such as the possibility for naturally charismatic persons to dominate the political process – it is useful for citizens and their democracies to take a step back and view politics and bargaining from a more objective distance. In these moments some instruments, necessities

and functionalisms of politics and bargaining can become clear in order to be understood. Citizens and politicians alike need the social competence of understanding as a combination of judging and acting. This social competence or, in other words, political skills of acting and judging, can be learned by simulating a bargaining process.

A simulation is not a game in which some win and some lose. All participants can learn by experiencing. Neither is it the training of a concrete acting model like a role game where a single person can work on his or her ability to react in a successful manner. Simulations in civic education are a setting of realistic frames, group processes and interaction between groups to find binding rules for a common future. Simulations are often based upon a social or political problem or challenges taken from the real world.

Sometimes they pick out aspects of the process of a democratic solution of one's beliefs as the central theme. The simulation "Politics and Bargaining" belongs to this second group. Some general questions of democratic decision-making with the background of diverse and conflicting interests, moving party systems or minority and opposition rights as well as aspects of tolerance, responsibility or common interests and rules can practically be researched.

The setting is built on the image of a medium-sized state in the heart of Southeast Europe. Municipal politicians have to find a solution for a typically municipal challenge. Different interest groups are claiming the use of municipal land and this appears as a task for the elected politicians to decide.

The "scenario" brings background and municipal tasks together. Simulation teamers (teachers or other educational staff) can use it to understand the content and process of the simulation as a preparation for a seminar. The participants themselves need it in order to fulfill their roles and tasks. Participants receive a specific role including role description and description of the group in which their role is acted. It is necessary for every participant to understand that everyone is able to work with the description in the ongoing simulation. Descriptions outline a frame to actualize the role in interaction with others in the same group and with others from different groups. Here is the main difference between a simulation



and a simple role game. You cannot predict what is going to happen, neither for the participants nor for the simulation teamers. Nevertheless, some possible variations are likely:

a) Regular working democracy:

In the first phase, three of the political groups find a coalition, form a municipal government and decide after discussions with the interest groups and within the parliament about the use of the municipal land (see scenario) in the second phase.

After the end of the second phase, the outcome of the simulation can be analyzed in a personal-emotional and in an objective-abstract evaluation.

b) No-decision government:

In the first phase, three of the political groups are meant to prepare a coalition in order to form a municipal government. But no decision can be made during the second phase.

After the end of the simulation, the necessity of decisions should be analyzed. Whether stability is only useful for a society when it is possible to take decisions is the issue that should be discussed.

c) Taking over government:

In the first phase, three of the political groups create a coalition and form a municipal government, but meanwhile, decision-making opposition parties find a way to take over the government and continue to work as in variation a) or b).

After the end of the simulation, the necessity of stability and spontaneity of democratic systems should be requested next to those parts of the evaluation analyzing variations as a) and b).

d) Simulation not working:

The five political groups cannot find a coalition/cooperation in the first phase.

If so, the simulation should be stopped and analyzed in a discursive way. It might be possible to start a new turn after this unexpected and abstract break.

The simulation's textbook „Politics and Bargaining! How to deal with Interests and Compromises?“ contains role and group descriptions, a scenario, matrix (the schedule of to do's) and some different materials for the groups to interact with each other. An evaluation is necessary to transform the experiences gained into knowledge about democratic politics and bargaining and the civic skills of acting and judging. The target of evaluations is not only to focus on objective rules and processes, but also on subjective impressions and emotions. Democracies are constituted by humans, not by machines.

As introducing methods we suggest those the Civic Institute for International Education[2] published as online-versions in „Erlebnisraum Europa“[3] and „Einander ANerkennen“[4]. Others are yet to be published in other languages.

The aim is to convey the understanding that in democracies negotiation processes and agreements are not necessary evils. On the contrary, they are a chance for the legitimate realization of one's own interests. This is going to be primarily an integral part of the reflection of the process and the result of the simulation.

[1] For introductory material see, for example, Massing, Peter (2006), Planspiele und Entscheidungsspiele, in: Bundeszentrale für politische Bildung (Hg.), Methodentraining für den Politikunterricht I, 2. Aufl., Bonn, p.163-194. See also: Mickel, Wolfgang W. (2003), Praxis und Methode. Einführung in die Methodenlehre der politischen Bildung, Berlin, Cornelsen Verlag, p. 278ff.

[2] [www.civic-institute.eu](http://www.civic-institute.eu)

[3] Arndt, Holger-Michael; Behne, Markus W.: Erlebnisraum Europa, Düsseldorf: Landeszentrale für politische Bildung in Nordrhein-Westfalen (Center for Civic Education) 2008 (2nd edition). Online: <http://www.civic-institute.eu/de/publikationen/erlebnisraum-europa.html>

[4] Arndt, Holger-Michael; Behne, Markus W.; Geißler, Gitta; Peroski, Goce: Einander ANerkennen, Düsseldorf Landeszentrale für politische Bildung in Nordrhein-Westfalen (Center for Civic Education) 2008. Online: <http://www.civic-institute.eu/de/publikationen/einander-anerkennen.html>

# List of Role Descriptions and Materials

## Role Descriptions

R1	AA Party group
R2	BB Party group
R3	CC Party group
R4	DD Party group
R5	EE Party group
R6	Press group
R7-11	Lobby groups

## Materials

M = regular Material

LM = later Material

IM = input Material

M 1 Scenario

M 2 Strategic plan and tactics of party members

M 3 Matrix of To do's

M 4 Invitation for first talks on a cooperation/coalition

M 5 Standing order

M 6 Announcement to the Press

M 7 City map of Futura

M 8 Invitation for an interview with a journalist

M 9 Cooperation/Coalition agreement

LM 1 Speech of the Council of Elders

LM 2 – 6 Applications of Lobby groups

IM

IM 1-IM 4 Change your position

M 4 Invitation to ..... for first talks on a cooperation/coalition

Yours sincerely,

.....

M 5 Standing order

The .....gives itself the following standing order:

§ 1

§ 2

§ 3

§ 4

§ 5

M 6 Announcement to the Press

M 8 Invitation for an interview with a journalist of .....



M 9 Cooperation/Coalition Agreement

between .....

and .....

and .....

§1

§2

§3

§4

§5

§6

Signed, Date:

## LM 1 Speech of the Council of Elders

Dear colleagues, ladies and gentlemen, members of the press,

Our city has seen **glorious history!** And awful times, as well!

We have overcome the times of Communism and gained our experiences as the **capital of a free and independent state**. We have established a **democracy**. This is “the government of the people, by the people, and for the people!” Let us all always remember that we sit here not for the wealth of our own, but for the common wealth!

In the past years we, as politicians, have had some harsh conflicts, indeed. I will not recall all those bigger and smaller struggles. **The people of Futura** have witnessed how their elected politicians were unable to govern!

The people now again have voted for a parliament which has to use its rights and decide for **the best of the city and its citizens' interests!** But, again, fewer voters took their opportunity! What if some day our democracy founded on reason loses its basis, the demos, the people!

Let us this time elect a stable city government! Not for the stability, but for good government!

(Please use some words of your own as well!)

Let us now start our first sessions in our single party-groups, but let us never forget that we were elected for the common well-being of Futura and its citizens!

## IM 1

You find your party members are not on the right track to solve Futuras problems!

Try to make your party members change their minds! Make clear that the position of those groups who wanted just the opposite to your group are actually promoting the better option!

You give interviews to the media which show your new beliefs very frankly!

From now on you try to stop your party-group to find decisions in the way they did before!

---

## IM 2

You find your party members are on the right track again!

You are with the majority beliefs in your party group again!

You strongly support your party's decision making!

---

## IM 3

You find your party members are not on the right track to solve Futuras problems!

From now on you work for your task to make your party leaving the coalition/cooperation!

IM 4

You find your party should support the unstable municipal government and as an option to participate on the coalition/cooperation.

Try to find a majority in your party-group for this option.

## M1 Scenario

In the year 2011 the city of FUTURA faces local elections.

FUTURA is the capital of BONNIELAND. BONNIELAND is a medium-sized state in the heart of Southern Europe surrounded by other medium-sized states. With some of them BONNIELAND built a federation about 20 years ago. A few of the members of the majority ethnical group of BONNIELAND are now living in several of the neighboring states. A comparable situation is to be found in the case of the minority ethnical groups. All together, five ethnical groups live mostly peaceful together in BONNIELAND. Furthermore, four religious groups are located in BONNIELAND as well: Christians, Moslems, Jews and a Buddhist community. The first three confessions are traditionally concentrated in FUTURA, the capital city. On the other hand, members of the Buddhist community lived for a longer period of time only in one corner of BONNIELAND and in one other neighboring state. As a result of the differences between ethnical groups some decades ago many members of the community settled in BONNIELAND and erected an impressive temple within the former lively industrial zone of BONNIELAND.

During the election campaigns all participating parties expressed their arguments about options and possible objectives concerning the future development of FUTURA. Among leading politicians, promises could be heard referring to the expectations of various interest groups of the city. The campaigning turned out to be quite dismal. Many parties were confronted with an erosion process by losing their more fundamentally inspired members to extremist split-off groups. As a result, five parties moved to the municipal council. However, due to the mentioned developments none of those five parties was capable to defend the old party name against the newly created split-offs.

Those can be characterized in the following way:

**AA** - a centre-right party. A liberal market strategy is their primary issue which, at the same time, argues social balance and appears as a majority fraction. The president of BONNIELAND has to be mentioned as the most prominent member of the AA party.

**BB** - a centre-left party. This party focuses on the market but, at the same time, keeps a strong social wing within its ranks. This party is the second largest fraction. Furthermore, the BB party is the majority fraction in BONNIELAND's national parliament.

**CC** - is a market liberal party. CC party voters are traditionally either owners of larger industries, local and regional entrepreneurs or members of different other groups related to the business sphere.

**DD** - is a party of two ethnical minorities. The DD party consists of two former parties which therefore still remain with two strong wings within its circles. The DD party is in favor of a strong and clearly expressed social policy with special emphasis on including not only ethnic minorities in FUTURA.

**EE** - is a party which defines itself as an environmental movement. It is perceived as pro - liberal market. Its foundation is closely related to the recognition of enormous environmental pollution during the old federation.

The task of the parties and its members in the municipal council is, first of all, to realize preparatory work to define their party position. This first step has to be undertaken in order to form a stable coalition as a second step. To prepare coalition talks, every party must discuss and decide on its working principles. Only after this procedure and after having held talks to the members of the other parties as optional coalitions, as a third target, the political parties are to elect a municipal council, which will be the official decision-making panel.

If these steps are made, the municipal council has to take important decisions for the future development of FUTURA as the capital of BONNIELAND. Several months ago the last municipal council was

dismissed by the municipal parliament. This destabilized both the national parliament and government, led to ongoing elections and election campaigns which, as a result, dramatically lowered the voters' participation. In the end, as an outcome, the foundation of several extremist split-offs could be foreseen. Last but not least, BONNIELAND is today confronted with the question that has recently been raised, and that is if the existence of the so far established parties will be assured over the next few years or, as a second possibility, if the political system of BONNIELAND will go through a fundamental transformation period. It's the task of the elected politicians to find a way of bargaining which includes a common ground of values and, from there, a start of political controversy with respect and the will to find best solutions.

## M2 Strategic plan and tactics for party-members

During your first party session you have to find an elected spokesman/-woman or head of your group. He or she and possibly some other group members will have to initiate meetings and direct talks with other (party)groups.

Secondly, you have to name your group (abbreviations enable you to express your creativity). Naming is always of importance, as it offers the opportunity to reflect programmatic aspects and to show differences to other party-groups.

Thirdly, you will have to pass a standing order for your party sessions.

During the first parliament common meeting your group tries to bring as much as possible into the process of

- a) electing the president of the municipal council of Futura,
- b) electing possibly some vice-presidents,
- c) passing the standing order of the municipal council,
- d) finding possible partners for a coalition or cooperation.

Discuss a possible coalition or cooperation you could imagine for your group. Compare the concepts of others, targets and objectives. Focus therefore on including and excluding arguments as well, to foster the distinctness of your own position. Don't forget to vote for a common position on a list within your group.

Before the second meeting of the parliament your party-group has to find partners for a coalition or cooperation. You have to prepare a coalition agreement which can be signed during the second common meeting of the council.

If you were not able to be a partner of a coalition government you have to prepare your opposition work. You might talk to other opposition party-groups.



Further tasks are:

- Informing the public by talking to the media!
- Work out a strategy for optional and possible talks with other groups. This includes instructions for a spokesperson and the ways how the group wants to stay informed by him or her.
- Get into contact with members of other parties in an informal way to understand what their tasks and beliefs are.
- Stay in contact with all your party-members in the municipal parliament and collect all possible information.
- As a politician you might have some specific targets of your own. To put these into practice you should talk with some other persons than just your party-members, but be aware that others have their own agenda. You might hide some of your tasks as well.

## M3 Matrix of To do's

<b>Time Schedule</b>	<b>Parties</b>	<b>Press</b>
Friday 15:30	<b>Introduction to simulation</b> Roles and rules Reading	
Saturday 9:00	<b>Opening Ceremony</b> Speech of the Council of Elders (LM1)	
9.15	First sessions in party groups	First press meeting and newspaper articles
10:30	<b>Joint session</b> Election of the president of the municipal parliament	
	- Invitation on coalition/ cooperation talks - Second session in party groups - Coalition/Cooperation talks between the parties	First interviews
12:30	<b>Lunch</b>	
13:30	<b>Second joint session</b> Election of the municipal government	
	Third session of party groups	News conference
16:00	<b>Coffee break</b>	
16:30	<b>First session: municipal parliament with new government</b>	
	Applications	Interviews and news
18:30	<b>Final meeting</b>	
	Decision taking on application	
19:00	<b>Press conference or Talk Show</b>	
Sunday 9:00	<b>Evaluation</b> Impressions from the simulation Outcomes and obstacles	

M 4 Invitation to ..... for first talks on a cooperation/coalition

Yours sincerely,

.....

M 5 Standing order

The .....gives itself the following standing order:

§ 1

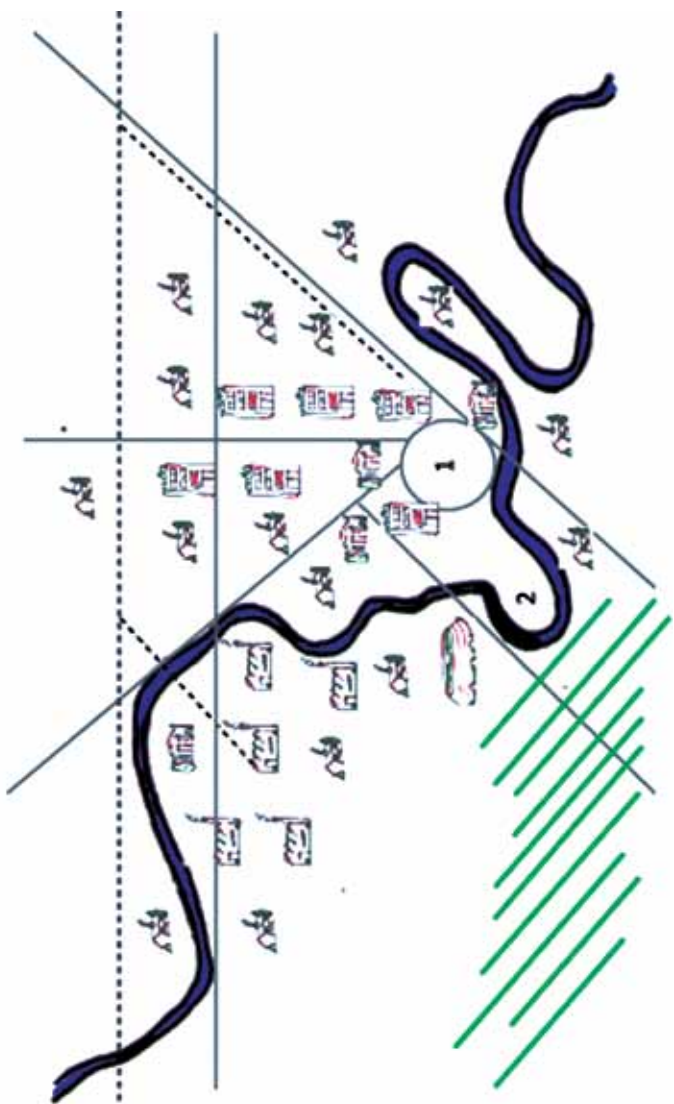
§ 2












§ 3

§ 4

§ 5

M 6 Announcement to the Press



	Housing / Living
	Shopping
	Religious Building
	Industrial plant
	Sports-Stadium
	Railway line
	Road
	Great Place or Great Market
	Parking lot
	Forest
	River

Map legend

M 8 Invitation for an interview with a journalist of .....

M 9 Cooperation / Coalition Agreement

between .....

and .....

and .....

§1

§2

§3

§4

§5

§6

Signed, Date:



## AA Party Group

The AA group is the main part of a former party of Bonnieland. This party ruled Bonnieland in different constellations and coalitions mostly during the last decade. It has to be mentioned that the actual president of the town (mayor) is a member of the AA group. Sometimes he has some doubts about his membership concerning the loyalty of the AA group in the municipal council of Futura. This is mainly produced by the fact that a split-off of the AA group evolved from the former party and the election campaigns during the recent years. This time this formation was even really close to gaining several seats on the council instead of the AA group. The president of state himself thinks of the possibility to join the split-off group. On the other hand, the AA group members are in a controversial situation about how to deal with this, as they think that the situation is rather fragile.

At the moment, there is a strong need to develop strategies which tend to create the fundament and make a contribution to a stabilized municipal government. As a second objective, one intends to offensively promote the party's program in order to win back lost voters. Another conception would, first of all, refer to a more cooperative vision including the option of coalition as a future formation. But, in the long run, there has been no need to openly promote coalitions so far, as long as a clear majority in the state parliament seems to be stabile and unquestionable. Only the late split-offs disturbed suddenly the so far calm rule of the government in an unfriendly manner within inner party-circles.

One of the core demands of the AA group is the future development of the business sector on SME level. Besides economic strategies as a priority, social and society impacts are regarded as a must. These conceptions double the number of potentially interested groups within the society; furthermore, this concept does not divide its voters

into national categories. Due to these widespread conceptions, the parliamentary majority seems to be secure and out of substantial discussion.

Other main demands are a special focus on the education sector, which is seen as a place of creation of Bonnieland's future generations. The strategy of the AA party has included up to now educational concepts for widespread target groups, as well as the access to primary and at least secondary education for everybody. A second social challenge was located in the health sector. With regard to educational issues, the achievement of certain standards for widespread groups of the society also reflects AA's views.

### ***Role AA 1***

You are in your mid-30s, a rather well-educated person.

You are politically very conservative in terms of not being ready for fundamental changes of the status quo. For you, it is important to preserve traditions. This has been particularly important for you since the country gained its independence a few years ago. Without the good old traditions it is, according to your opinion, impossible to govern the new state permanently. From your point of view, family is the basis on which the state functions. It is important for you that a family belongs to the same ethnicity and religion. You reject any mixture for families, the capital and the state in ethnical or religious terms.

You also argue for a classical distribution of roles in the family. Women should be good mothers, on the other hand, fathers are expected to be the breadwinners of the family.

You trust the present political elite in your country. In your opinion, the current AA party's leaders have successfully led your country to independence. You also believe in the president of Bonnieland. He is the party leader and you are convinced that he is always right in his decisions! As long as this president of Bonnieland is in power, Futura will have a bright and prosperous future. In your perspective, coalitions with all parties are conceivable and possible. But – when thinking of coalitions - also make sure that these parties especially protect your values and moral standards. You do not want to engage in experimentations. On the contrary, you see a threat to the future of your city and your country. This is the position which you communicate to the others and to the media.

*To do's:*

During your first party session you have to find an elected spokesman/-woman or head of your group. He or she and possibly some other group members will have to initiate immediate meetings and direct talks with other groups.

Then you have to name your group (abbreviations enable you to express your creativity). Naming is always of importance, as it offers the opportunity to reflect programmatic aspects.

*Further tasks are:*

Discuss a possible coalition or cooperation you could imagine for your group. Compare the concepts of others, targets and objectives. Focus therefore on including and excluding arguments as well in order to foster the distinctness of your own position. Don't forget to vote for a common position on a list within your group.

Only after a successful completion of the coalition talks you can suggest the city council a proposal for a decision.

Work out a strategy for optional and possible talks with other groups. This includes instructions for a spokesperson and the ways how the group wants to stay informed by him or her.

Please take note of the fact that not every member of the parties that form a coalition can become member of the city council. As far as your group enters into a coalition, try to get a seat in the city council.

## **Role AA 2**

You are 55 years old. You witnessed the times when Bonnieland was not yet independent and remember these circumstances quite lively.

You have already experienced a lot in your life. Even the political system has changed completely in this time and you participated in all this. You feel a great sense of uncertainty. There are several doubts which demonstrate that you are not convinced that your party will be able to solve the major issues. You trust the leaders, but you feel something strange in their behavior.

Unfortunately, you have not been able so far to find a solution. In your opinion, the only strategy for the moment consists in including all politicians in intensive cooperation – they ought to work together now. The more closely this is realized, the better. In your view, several parties should cooperate with each other. There are enormous problems all around! Some of them should be pointed out - economy has to develop further and more extensively, investors must be motivated to do so. But it should be noted that,, due to your personality, you have a creative (and secret!) approach while solving problems. Most of all, you are afraid of one fact - an ongoing crisis of the political system might strengthen potential extremists in all party groups. That is why you intend to form a new party out of two or three existing ones to find a possible solution for stable municipal governments!

*To do's:*

During your first party session you have to find an elected spokesman/-woman or head of your group. He or she and possibly some other group members will have to initiate immediate meetings and direct talks with other groups.

Then you have to name your group (abbreviations enable you to express your creativity). Naming is always of importance, as it offers the opportunity to reflect programmatic aspects.

*Further tasks are:*

Discuss a possible coalition or cooperation you could imagine for your group. Compare the concepts of others, targets and objectives. Focus therefore on including and excluding arguments as well, to foster the distinctness of your own position. Don't forget to vote for a common position on a list within your group.

Only after a successful completion of the coalition talks you can suggest the city council a proposal for a decision.

Work out a strategy for optional and possible talks with other groups. This includes instructions for a spokesperson and the ways how the group wants to stay informed by him or her.

Please take note of the fact that not every member of the parties that form a coalition can become member of the city council. As far as your group enters into a coalition, try to get a seat in the city council.

### **Role AA 3**

One thing has to be said - times are hard. But - times were always difficult. Nevertheless, there are, in the end, suitable solutions; sooner or later, they always appeared. You trust the leaders of your party and support, most of all, your president and you hold him in very high esteem. For you, the central task of the moment is that you stand closely together during this difficult time – both in the party and in the society. You do not always agree with all the decisions of the party.

In a large people's party, there are, and always must be, different opinions. For you, traditions are of a very high importance. One core tradition of your country is to stand up for freedom of religion and the fruitful coexistence of different ethnic groups.

You are not definitively decided and convinced that political coalitions were a productive way to work and realize political visions. The constellation of coalitions quite often evokes a strong need to make wide-reaching compromises. But from your point of view, all the main and substantive positions of your party are of wider importance and are supportable.

Thus, you consent very critically to the process of finding a coalition.

*To do's:*

During your first party session you have to find an elected spokesman/-woman or head of your group. He or she and possibly some other group members will have to initiate immediate meetings and direct talks with other groups.

Then you have to name your group (abbreviations enable you to express your creativity). Naming is always of importance, as it offers the opportunity to reflect programmatic aspects.

*Further tasks are:*

Discuss a possible coalition or cooperation you could imagine for your group. Compare the concepts of others, targets and objectives. Focus therefore on including and excluding arguments as well, to foster the distinctness of your own position. Don't forget to vote for a common position on a list within your group.

Only after a successful completion of the coalition talks you can suggest the city council a proposal for a decision.

Work out a strategy for optional and possible talks with other groups. This includes instructions for a spokesperson and the ways how the group wants to stay informed by him or her.

Please take note of the fact that not every member of the parties that form a coalition can become member of the city council. As far as your group enters into a coalition, try to get a seat in the city council.



#### **Role AA 4**

Times were always tough. But problems can be solved. That is what you stand for. Times have changed and that's why the party has to adapt its strategies to this situation. You have seen in other European countries that political positions of parties can be modified or changed. This can be called, in other words, development. You argue for an open discussion within the party. What are the goals in the future and what are the answers the party can offer?

With reference to some questions you are quite open-minded and perhaps progressive. How can traditions be modernized? In particular, how can you fill young people with enthusiasm to work in the party? How can one motivate younger people and give to young people tasks in the party? Several points are, therefore, of wider interest. People of different religion must be taken into account! And last but not least - how can the proportional representation of women be increased?

These are the questions you want to find answers for. It is only if the party needs partners to enter into coalitions that a decision can be made. Basically, you are open to new ideas. You try to motivate the members of your group to follow your opinion.

*To do's:*

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### **Role AA 5**

You are a pragmatic person in your 30s, you have completed different educational programs and have spent half a year abroad during your studies.

For your party you demand opening to the centre. Looking back, the last years can be seen as a success story, but the circumstances are constantly undergoing change and did not remain the same as the used to be. You feel the need to find new answers to new problems. A process of renewal is the way to go ahead with a better perspective and new directions are needed for your party. You see the need for change in the social sector, which sometimes does not fulfill its duties any more. The same economic policy requires new impulses and strategies. You look with envy at the other parties that have clearly visible and suiting answers to the problems identified.

But you are not sure whether you can find a majority in your party for a change. Work out in the discussion whether there are other members of the party who, in a perhaps similar way, are not satisfied with the situation as well.

You think analytically. For you, coalitions are not a matter of the heart, they are a product of strategic thinking in order to reach your goals.

*To do's:*

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Then you have to name your group (abbreviations enable you to express your creativity). Naming is always of importance, as it offers the opportunity to reflect programmatic aspects.

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Discuss a possible coalition or cooperation you could imagine for your group. Compare the concepts of others, targets and objectives. Focus therefore on including and excluding arguments as well, to foster the distinctness of your own position. Don't forget to vote for a common position on a list within your group.

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### **Role AA 6**

You definitively demand an opening to the centre for your party. You feel the need to find new answers to new challenges. The main part of the problems are, from your point of view, the old members. These members need to change their mind.

A new direction is needed for the party. You see the need for change in the social and economic policy. You look with envy at the other parties that have good answers to the problems identified. You are not sure whether you can find in your party a majority for a change.

Work out in the discussion whether other members are willing to open up to other parties. A collaboration would enhance the discussion in the party. If there are no changes, then you might have to leave the party.

Remain consequent in your actions.

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## **Role AA 7**

You see changes in your party with great concern. Traditions and values are basic for you and cannot be negotiated. It is the fundamental part on which the society of your country stands. The modern times have brought modern problems. The economy is down, many families are destroyed, young people think of emigration and even already leave the country. One cannot even change the goals of the party. That would send the wrong signal.

You have great sympathy with the part of the party which left in the past. But they do not openly threaten the party to leave it. For you, this would be the last step.

Try to combat the arguments of the modernizers. They even apply unfair methods within the party. But for you, this is O.K. - the goal is important to you. Methods are hereby of secondary importance and do not matter.

Do not allow somebody to mislead you! You are searching for the truth. You are the most consequent person in the group.

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## **BB Party Group**

Group BB has a very special party tradition – it evolved and emancipated itself from the party which ruled the former federation. Since the independence of Bonnieland it was several times part of the government of the state. At present, it is the biggest group in the state parliament.

Group BB lost many voters and members to a more radically orientated group which is especially criticizing the way public space and public business have been privatized in the recent years. The BB group intends and tries to win those former voters and members back!

The BB group strongly believes in a free market system with good rules to protect the competitors from unfair competition and the workers from unfair treatment. This includes a critical awareness of unhealthy situation concerning to much transportation and industrial pollution. The BB group understands itself as a party with an open ear to all kinds of concerns.

Workers' rights are still an important policy issue. Only if all people in the country have the feeling of living in righteous and a certain proper standard, the country might look into a bright political future. The concept of justice therefore is central to your political work as well. The notions of democracy and socialism are not contradictory to you. During the last month one has to mention another development took place - the concept of ecology in your party also gets an increasingly important role.

### ***Role BB 1***

You are in your 50s, a person never sitting still at home.

You know the political life very well and from a close perspective. You have already been politically active for many years, better decades. Even during the federation you have had political mandates. Political change has not hurt you. “Not everything was bad” – this is what you believe in. But many things in the past were not good either, you think today.

The economy has to grow further and privatization has become an important task. The country is in need of capital and investment from abroad. But such developments always require a good control. Such control may be exercised by your party.

You are convinced that you need political partners. A coalition with a large partner would be the easiest solution and most powerful perspective to realise your intentions. You know that a government which can count in the support of the political centre can achieve the widest ranging success.

You want to fight for this success.

*To do's:*

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## ***Role BB 2***

Someone in their early 40s – transparent character.

You see yourself as the spokesperson of your party. You observe with great interest the policy already/still in your neighborhood and you learn from it for your country. Since the foundation of your state you have been interested in politics. You have held a position in your party for five years. Even before that you were committed to workers' rights.

The factory you were working with was successfully privatized. This example has convinced you completely. However, you are still a member of your party. But you also know that not every privatization was successful in the past. Politically, you favour cooperation with parties that support the economy. But you also know that voters will be critical about that. Nevertheless, you are convinced by this strategy and ready to discuss it publicly, you are looking to the future.

Wide range coalitions are the most stabile concept for reforms, this is your main position you openly discuss. Present it and evolve a discussion with potential partners.

Fight for your position.

*To do's:*

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### ***Role BB 3***

A person in her mid-40s, a rather discreet type.

You do not support the political centre. You see yourself as a representative of the working class as a whole. The rights and the protection of workers are one of your main goals and motivation. This is the very central point of your political work. You do not agree with a coalition with any other party under any condition. If collaboration is to be taken into consideration, your party must be the winner in terms of playing the leading role. From your perspective, your voters do not support any coalition. This, to some extent, is an aspect which makes you a bit nervous. The benefits of cooperation must be defined first. The choice of the boss in a coalition is an issue that must be clarified.

Finally, workers must be the winners of a coalition with other parties. There might be a broader coalition as a resolution of the situation, but it is too early to discuss it openly. You rather find out about the positions of optional partners and discuss possible concepts of cooperation and coalition.

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#### ***Role BB 4***

An open-minded and hyperactive person.

You have spent many years abroad from early childhood. You have been active in the party for a few years. Your father has been a member of that party as well. You know how important it was to fight for the rights of workers and you did not forget that there are vulnerable people. The party is in need of a new and contemporary image. As a matter of fact, nowadays voters believe no longer in old goals as a sufficient task to create the future.

You are looking for answers to several questions, briefly the following: By which strategies can new jobs be created? How can redundancies be avoided? How to reduce the workers' health problems? How can a new investor be attracted for your country?

Old solutions and old parties are no longer suitable for present challenges. Fresh ideas and unspoiled thoughts are sought. For your party colleagues you are sometimes suspicious. There is too much criticism in your ideas and, moreover, they seem too intellectual. Apart from all this, you agree openly to cooperate with the environmental forces.



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### **Role BB 5**

You are a person about 35 years of age. Honestly seen, you are really clueless. Your party looks for answers to the key questions of your state. The people still trust you. But you believe, regarding recent developments, that the party is on its way to a dead end. But - one cannot be open towards all directions.

What people want are clear positions. These positions often lack in your party, especially during the last months. You do not agree to continue with the slogan "business as usual". „Where is the future?“, „Who is the future?“, „What are the topics of the future?“ A prospective party should be able to find and explain answers to such questions. If the party alone is not powerful enough to find these answers, then the party needs partners. This is what you have in mind - an actively promoted search for potential partners.

For a coalition cabinet it is important that you look into the future. Maintaining the status quo is not acceptable. You are particularly interested in a small party because then you could take the lead in a coalition. The EE party seems to be an optimal candidate, therefore you organise talks, but do not inform anybody about your plans.

Try to work out a strategy for your position.

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## ***Role BB 6***

A person in their early 50s, “ a self-made-character”

You are an entrepreneur in various investment projects and involved in numerous international cooperations. You get your income from rental fees and energy projects in the sectors of huge wind parks and solar plants, one can say you are a “self-made-man” and financially rather independent. Therefore the issue of economic policy is important to you. For your country, economy is the key to recovery in every sense. But it should be a benefit for all, for a wider circle of the inhabitants in your country and the effect, most of all, must be sustainable. For you, it is equally important that SMEs should be encouraged to participate. Foreign investments are important, but national independence in terms of economics is a central target, foreign participation may come and sometimes disappear quickly. But even regional acting SMEs should follow modern standards. Your vision is to promote these companies, especially those with high environmental standards, women in leadership positions, protection of minority rights and fair pay.

Cooperation with other parties is a central question. But keep in mind your affiliation to an ethnic minority in your country and your religion that the majority of the population does not share. You are involved in many projects dealing with new energy and modern inner city housing projects close to the nature. In this respect you are a strong and fundamental force for a coalition with the EE-party! Focus on this aspect in your talks to others with special regard to possible coalition constellations.

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## CC Party Group

The Group CC has one main common belief: the citizens themselves should decide how they want to live and in which way they want to do business.

Your party is a classical liberal party, which advocates civil rights for all and stands out for the principles of a free market. For you, the deciding point is the free market economy that is dominating in all aspects of your policy. People should be given the responsibility and therefore the chance to decide for themselves. On the other hand, the state is meant to provide a suitable frame to guarantee that the personal freedom of the individual must not be limited. You reject all demands for more social rights for workers. This would be the only critical obstacle to free development of the economy. Later, all will benefit from this development.

You support self-employment and are deeply committed to promote this. Retailers and artisans have a great meaning to you. You are in favour of the granting more rights for all kinds of minorities. However, the new rights of minorities should not impede economic development. Only effective and intensive promotion of economy is beneficial to the people. The concept of freedom is for you especially related to the economic freedom of the people. To you, freedom also means to give people their money back. Tax recovery must be reduced and the population's purchasing power must be increased. The state will thus take less money. Social services have to be saved for the future. You are committed to a modern state. A minimal but efficient public administration is to regulate the necessary things. Citizens should be encouraged to settle their own affairs.

Traditions play no greater role for your party in social life. Those who would like to maintain traditions can do this as private interest. But

you recognize no further impact of tradition on your political strategy. Traditions hamper in the long run the effectiveness of the economy and this would be counterproductive to your party's ideal.

## **Role CC 1**

For you, it is important that courts mete out justice and are not in danger of corruption. All people are equal before the court. It is important for you that women and men are treated completely equally within their profession. As a matter of fact, press is free and everyone can say what he or she wants. It is not that important to you that different religions are respected and that each citizen is allowed to select a religion freely. It is also irrelevant for you whether someone does believe in something or not. In your view, religion should play no role within the state. On a society level, everyone is allowed to live together with the person he or she likes. There is no further need to conclude an officially registered marriage.

Liberal action means to you above all friendliness towards economy. You are convinced that this is a good thing. The freedom of all citizens and the respect of the rule of law cannot take precedence. And - traditions must not restrict the operation of market economy! You are entering the public for the rights of the economy. For these reasons, you are a member of this party. You noticed, however, that there are other tendencies in your party. This suggests that you are not really satisfied. You want to fight because of this - in the party and beyond.

You know that you have to make compromises in order to form a coalition.



*To do's:*

During your first party session you have to find an elected spokesman/-woman or head of your group. He or she and possibly some other group members will have to initiate immediate meetings and direct talks with other groups.

Then you have to name your group (abbreviations enable you to express your creativity). Naming is always of importance, as it offers the opportunity to reflect programmatic aspects.

*Further tasks are:*

Discuss a possible coalition or cooperation you could imagine for your group. Compare the concepts of others, targets and objectives. Focus therefore on including and excluding arguments as well, to foster the distinctness of your own position. Don't forget to vote for a common position on a list within your group.

Only after a successful completion of the coalition talks you can suggest the city council a proposal for a decision.

Work out a strategy for optional and possible talks with other groups. This includes instructions for a spokesperson and the ways how the group wants to stay informed by him or her.

Please take note of the fact that not every member of the parties that form a coalition can become member of the city council. As far as your group enters into a coalition, try to get a seat in the city council.

## **Role CC 2**

You are entering the public domain first of all for the rights of the economy. For these reasons, you became a member of that party. For you, it is important that courts do their jobs properly and do not depend on corruption. All people must be equally treated in court. Liberal action means to you above all friendliness towards economy. This is a good thing. The freedom of all citizens and the respect of the rule of law cannot take precedence. Traditions must not restrict the operation of market economy!

It is important for you, too, that women and men are treated equally within their profession. It is important to you that the press is free and everyone can say what he or she wants. It is not that important to you that religions are respected and that each citizen is allowed to select a religion freely. It is also irrelevant for you if someone has no religion.

In your view, religion should play no role within the state. Everyone is allowed to live together with the person he or she likes. No one needs to conclude a marriage.

You noted, however, that there are other tendencies in your party. Some members are not satisfied that the free market economy plays such a central role. You want to fight because of this in the party and beyond.

You know you have to make compromises in order to form a coalition. It is not very easy for your future partners to cooperate with you. Your conditions for a coalition cabinet are very demanding.

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### **Role CC 3**

Liberal action means for you, of course, a friendly policy towards economy. This is a good thing. But even more important for you is the freedom of all citizens and the respect of the rule of law in the country. It is important to you that courts do their jobs properly and do not depend on corruption. All people are equal in court. It is important to you that women and men are treated equally. The press has to be free and everyone can say what he or she wants. It is also important for you that religions are respected and that each citizen is allowed to select a religion freely. For these rights you stand up in public. Because of these reasons you are a member of that party.

You noticed, however, that there are other trends in your party. This means that you are not satisfied. For this you want to fight, in the party and beyond. The principle of free market economy is for you no excuse for the limitations of basic human rights.

You know you have to make compromises in order to form a coalition. Do you have any opportunities for a compromise?

Do not have any prejudice concerning the members of other groups and try to reach the best for your group.

*To do's:*

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Liberal action means for you, of course, a friendly policy towards economy. This is a good thing. But even more important for you is the freedom of all citizens and the respect of the rule of law in the country. It is important to you that courts do their job properly and do not depend on corruption. All people are equal in court.

It is important for you, too, that women and men are treated equally within their profession. It is of great interest to you that the press is free and everyone can say what he or she wants. It is not that important to you that religions are respected and that each citizen is allowed to select a religion freely. It is also irrelevant for you if someone has no religion. In your view, religion should play no role within the state. Everyone is allowed to live together with the person he or she likes. No one needs to conclude an official marriage.

For these rights you stand up in public. Because of these reasons you are a member of your party. You noted, however, that there are other tendencies in your party. This means that you are not satisfied. For this you want to fight, in the party and beyond.

The principle of free market economy is no excuse for you to accept any limitation of basic human rights. You know that you have to make compromises in order to form a coalition. At this point you are very critical-minded. These basic rights are not negotiable for you. You are trying to convince other politicians with great energy.

Stand up for your position with all your energy.

*To do's:*

During your first party session you have to find an elected spokesman/-woman or head of your group. He or she and possibly some other group members will have to initiate immediate meetings and direct talks with other groups.

Then you have to name your group (abbreviations enable you to express your creativity). Naming is always of importance, as it offers the opportunity to reflect programmatic aspects.

*Further tasks are:*

Discuss a possible coalition or cooperation you could imagine for your group. Compare the concepts of others, targets and objectives. Focus therefore on including and excluding arguments as well, to foster the distinctness of your own position. Don't forget to vote for a common position on a list within your group.

Only after a successful completion of the coalition talks you can suggest the city council a proposal for a decision.

Work out a strategy for optional and possible talks with other groups. This includes instructions for a spokesperson and the ways how the group wants to stay informed by him or her.

Please take note of the fact that not every member of the parties that form a coalition can become member of the city council. As far as your group enters into a coalition, try to get a seat in the city council.

## **Role CC 5**

It is important for you that courts mete out justice and do not depend on corruption. All people are equal before the court. It is important for you, too, that women and men are treated equally within the profession. It is important to you that the press is free and everyone can say what he or she wants. It is not that important to you that religions are respected and that each citizen is allowed to select a religion freely. It is also irrelevant for you if someone has no religion. In your view, religion should play no role within the state. Everyone is allowed to live together with the person he or she likes. No one needs to conclude an official marriage.

Liberal action means for you, of course, a friendly policy towards economy. This is a good thing. But even more important for you is the freedom of all citizens and the respect of the rule of law in the country. For these rights you stand up in public. For these reasons you are a member of that party. You noticed, however, that there are other tendencies in your party. This means that you are not satisfied. It is for these objectives you want to fight, in the party and beyond. The principle of free market economy is for you no excuse for the limitations of basic human rights. You know that you have to make compromises in order to form a coalition. At this point you are very critical. These basic rights are not negotiable for you. If no agreement is to be found within the party, you could also imagine to leave your party; several talks in this direction may support you in your search of solutions.



*To do's:*

During your first party session you have to find an elected spokesman/-woman or head of your group. He or she and possibly some other group members will have to initiate immediate meetings and direct talks with other groups.

Then you have to name your group (abbreviations enable you to express your creativity). Naming is always of importance, as it offers the opportunity to reflect programmatic aspects.

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Discuss a possible coalition or cooperation you could imagine for your group. Compare the concepts of others, targets and objectives. Focus therefore on including and excluding arguments as well, to foster the distinctness of your own position. Don't forget to vote for a common position on a list within your group.

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Work out a strategy for optional and possible talks with other groups. This includes instructions for a spokesperson and the ways how the group wants to stay informed by him or her.

Please take note of the fact that not every member of the parties that form a coalition can become member of the city council. As far as your group enters into a coalition, try to get a seat in the city council.

## DD Party Group

Your party is a newly founded and very modern oriented party. This is, for instance, visible at first sight as it is a party that consists of a merger of two smaller ethnic formations, which had each even formed their own party in your country. Such a combination is unique for nowadays Bonnieland. However, it has to be kept in mind that there were more such examples in other countries which inspired you to form this “experiment”, as some voices call your Party, a chance to prove its perspective and reliability. The members of the parties have determined for themselves that fighting for the rights of ethnic minorities should not be limited by artificially erected party borders. As a matter of fact, this is a basic, general and unquestionable approach. “Together we are strong” is the principal slogan of the party. Not surprisingly, already in the last elections your party could already be proud to receive a significant reception by Bonnieland voters.

Regardless of possible other interpretations, your party does not represent the special interests only of a single group in your country. This is not only a strategy to avoid being exploited. You have found the objective rules that treat all ethnic groups and religions in an equal way. Especially smaller ethnic groups and religious communities had to face disadvantages in the past in your country and are to some extent still neglected. Your party stands against discrimination of minorities, as you understand that this possibly effects the economic development of the country in a negative, if not even disastrous way. Economic development is a crucial aspect for you as well, although you avoid favoring a specially defined area. Another aspect is that a perspective boom should be realized outside the capital as well, not only because of the fact that most minority members are still living in rural areas, mainly in remote border

regions of the country. There, too, the recovery has to be motivated and started. This is the only way to avoid migration to the capital.

It is obvious that you support disadvantaged people and that you would like to break down social barriers. Likewise, you are committed to a strategy which intends to strengthen the rights and participation of minorities at the level of municipalities. Accession to state-funded support is seen as a motor to re-organise society structures and also as an impulse for those being passively awaiting a change to further developments. Given a chance, powers must be closely linked together. A strong prohibition of discrimination is paramount.

For a (still) small party, it is important to form coalitions in order to exercise political influence. Without any doubt, coalitions mean cooperation based on compromise concerning common interests. This is very difficult for you because your party is in the process of forming its profile. Discuss the central positions of your party and find out possible areas in which concessions might take place.

### ***Role DD 1***

All men and women are equal - regardless of ethnic origin or religion. This proposition is central to your political activities. You respect the rules of the different communities. But you are also looking for a common ground that all communities can respect. You want a “social contract” that creates equality for eternity.

In more concrete terms, you are dealing with the future of your capital. Your goal is to build a European capital without discrimination. This requires that the old traditions and dependencies be for some extent eliminated if they carry contradictory elements. Another position you stand for is that all professional positions must be open to all people. The linguistic diversity of all citizens must be respected by the administration and it should be encouraged. Religious holidays of all creeds must also be considered.

You know that compromises have to be made. But not at any price. Find out where your limits are.

*To do's:*

During your first party session you have to find an elected spokesman/-woman or head of your group. He or she and possibly some other group members will have to initiate immediate meetings and direct talks with other groups.

Then you have to name your group (abbreviations enable you to express your creativity). Naming is always of importance, as it offers the opportunity to reflect programmatic aspects.

*Further tasks are:*

Discuss a possible coalition or cooperation you could imagine for your group. Compare the concepts of others, targets and objectives. Focus therefore on including and excluding arguments as well, to foster the distinctness of your own position. Don't forget to vote for a common position on a list within your group.

Only after a successful completion of the coalition talks you can suggest the city council a proposal for a decision.

Work out a strategy for optional and possible talks with other groups. This includes instructions for a spokesperson and the ways how the group wants to stay informed by him or her.

Please take note of the fact that not every member of the parties that form a coalition can become member of the city council. As far as your group enters into a coalition, try to get a seat in the city council.

## ***Role DD 2***

All men and women are equal - regardless of ethnic origin or religion. This proposition is central to your political activities. You respect the rules of different communities. But you are also looking for a common ground that all communities can respect. You want a „social contract“ that creates equality for eternity. In more concrete terms, you are dealing with the future of your capital. Your goal is to build a European capital without discrimination. This requires that the old traditions and dependencies be eliminated.

For you, gender equality - between men and women – is particularly important. Only when women and men are treated equally justice is really possible. But the theme is not without controversy. There still is much to do in your country to reach this point. Not all members of the party see it that way. The diversity of all citizens must be respected by the administration and it should be encouraged. Religious practices of all religions must also be considered.

You are convinced that compromises have to be made in order to find a productive way to work. Find out where your limits are and which opportunities are perhaps offered to you.

However, do not forget your principles.

*To do's:*

During your first party session you have to find an elected spokesman/-woman or head of your group. He or she and possibly some other group members will have to initiate immediate meetings and direct talks with other groups.

Then you have to name your group (abbreviations enable you to express your creativity). Naming is always of importance, as it offers the opportunity to reflect programmatic aspects.

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### ***Role DD 3***

You are a politically very interested student in your early 20s. One thing you learned so far is: all men and women are equal - regardless of ethnic origin or religion. This proposition is central to all your political activities. You work, however, especially for the rights of the two ethnic groups that have founded your party. If the other ethnic groups would also like to have advantages, they can also establish political parties. The time is over when you considered the interests of other ethnic groups. It's about your rights and the rights of the people who were always disadvantaged in your country. The other groups ignored your situation at least for several decades.

Yet you want to govern. All other thoughts are senseless from your point of view. You cannot do this without concessions. This is very clear to you and that is what you are standing for.

Be brave and realise your requests and positions.



*To do's:*

During your first party session you have to find an elected spokesman/-woman or head of your group. He or she and possibly some other group members will have to initiate immediate meetings and direct talks with other groups.

Then you have to name your group (abbreviations enable you to express your creativity). Naming is always of importance, as it offers the opportunity to reflect programmatic aspects.

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Discuss a possible coalition or cooperation you could imagine for your group. Compare the concepts of others, targets and objectives. Focus therefore on including and excluding arguments as well, to foster the distinctness of your own position. Don't forget to vote for a common position on a list within your group.

Only after a successful completion of the coalition talks you can suggest the city council a proposal for a decision.

Work out a strategy for optional and possible talks with other groups. This includes instructions for a spokesperson and the ways how the group wants to stay informed by him or her.

Please take note of the fact that not every member of the parties that form a coalition can become member of the city council. As far as your group enters into a coalition, try to get a seat in the city council.

#### ***Role DD 4***

A person in your early 40s, you have been a political activist for many years in different contexts. All men and women are equal - regardless of ethnic origin or religion. This proposition is central to your political activities. You work, however, especially for the rights of the two ethnic groups that have founded your party. If the other ethnic groups would also like to have advantages, they can also establish political parties. The time is over when you considered the interests of other ethnic groups. It's about your rights and the rights of the people who were always disadvantaged in your country.

You know that cooperation with other parties is only possible if concessions are made. But you are not in this party to experience concessions after the elections. You fight against this!

Small compromises are possible. But the profile of your party should not change! Be aware of this, sometimes members of your party are too reserved and quiet in this sense.

Fight for the contents of your movement. Are you sure that your policy will be the future?

*To do's:*

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### ***Role DD 5***

Rights for the minorities can be enforced only successfully if the majority also votes for them. You are convinced of that. Therefore, you have to take care that the rights of minorities do not create new minorities. You are conscious about the fragility of minority-majority-relations.

You had great success with your party during the last elections. Now you have to create a reasonable policy to prepare a climate to continue this success. This means that you are not allowed to increase demands at all levels. You have to argue well, so that all other parties recognize that your claims are justified. You are not a protest party and a “one-issue party”. In your ranks, you have economic and ecological expertise. This is what you always point out. Your party is recommended as a reliable coalition partner in all directions. A coalition of three small parties is acceptable for you. You suggest that the coalition is led by a representative of a minority. That would be a good sign for the public!

Your opinion is that the majority can learn something from the minority.

*To do's:*

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## EE Party Group

The EE Group is part of the movement of citizens of Futura and other cities of Bonnieland. Futura has been facing a longer period of industrialisation with little respect for the people working in it, living close to it and with massive effects on water, air, and soil. Today, most of the agricultural products have to be transported to Futura from regions that are far away, and some of the goods even have to be imported.

In the recent years, EE members have been cooperating with groups which were far more radical in their positions than the EE is now. During the election campaigns of the last years, the more radical groups split away one by one from the EE party. During the last elections these groups won over some of the voters the EE had had “on their list” until then. The EE is not a group with slogans like “Back to the Stone Age”! On the contrary, they promote the change to a green and solar future. In terms of this perspective, the EE takes a clearly pro-industry and investment-friendly position. Until now, the EE has never had the chance to bring their ideas into a municipal government. During the election campaign they promoted a coalition with the BB group, but with respect to “industrial change,” they have doubts and some members of the EE group are more open for a coalition with the AA group or the people from CC. With the DD group, the members of EE have no problems anyway!

One of the core demands of the EE group is the re-greening of the river of Futura. An axis has to be planned from the inner city to the forest.

Other main demands are a solution for the industrial zone with old blue collar industries and the right of citizens to bring their demands more directly to the municipal council. Some members of the EE group believe that this is also a solution for the ongoing disputes between the parties and the lack of stable municipal governments.

The party considers itself open to all religions and ethnic movements. The party also supports integration and immigration. It also recognises the real possibility of people from neighboring countries to settle permanently in Bonnieland. An important principle of their party is: "Together instead of against each other!"

### ***Role EE 1***

You are about 40 years old. You were born and raised about 30 miles outside the capital, in the countryside. You have inherited your father's old farm after his death, and you often spend your weekends there. Your family has given you the opportunity to study natural sciences abroad.

After your studies, you came back to your country and now you are living with your family in the capital. During your studies you had intensive contact with the ecological and grassroots movement abroad, and today those objectives are very important for you. You see very clearly how nature is being destroyed as a source of livelihood in your homeland country. You experience the permanent destruction of the environment, the excessive consumption of the people and the increasing radicalisation of the population. They are not against investment.

You are not against the industry. The development must be sustainable, however. The natural resources must be protected. That's what you are standing for and are even ready to fight for it. When it comes to these issues you are not ready for compromises.

Friends describe your political views as radical.



*To do's:*

During your first party session you have to find an elected spokesman/-woman or head of your group. He or she and possibly some other group members will have to initiate immediate meetings and direct talks with other groups.

Then you have to name your group (abbreviations enable you to express your own creativity). Naming is always of importance, as it offers the opportunity to reflect programmatic aspects.

*Further tasks are:*

Discuss a possible coalition or cooperation you could imagine for your group. Compare the concepts of others, targets and objectives. Therefore, focus on including and excluding arguments as well, to foster the distinctness of your own position. Don't forget to vote for a common position on a list within your group.

Only after a successful completion of the coalition talks you can suggest the city council a proposal for a decision.

Work out a strategy for optional and possible talks with other groups. This includes instructions for a spokesperson and the ways how the group wants to stay informed by him or her.

Please take note of the fact that not every member of the parties that form a coalition can become member of the city council. As far as your group enters into a coalition, try to get a seat in the city council.

## ***Role EE 2***

You are a young member of the party. You have very quickly succeeded on the way to the top of the party. You have spent your entire life in Bonnieland and you know the political structures in the country very closely. The people interested in ecology are still somehow regarded as exotic. Therefore, you are cautious. You also know that currently the radical green claims have little chance of success. The path of change is slow. Sometimes a small step is also a big success. For you, it is very important that people understand that ecology is important.

Unfortunately, these changes are not cheap. But you are nevertheless convinced that ecology is the only and right way for a just future. To be member of the government is not the most important thing, what is most important is ecology. You stand for your ideals, but not as a fighter, you are rather quiet but nevertheless convinced of your thoughts.

Do not give up, to fight for your goals. It is not the first fight of your life that you lead. So far you all have won.

*To do's:*

During your first party session you have to find an elected spokesman/-woman or head of your group. He or she and possibly some other group members will have to initiate immediate meetings and direct talks with other groups.

Then you have to name your group (abbreviations enable you to express your own creativity). Naming is always of importance, as it offers the opportunity to reflect programmatic aspects.

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### ***Role EE 3***

You love your country. For over 60 years you have lived in Bonnieland. You experienced that the ruling parties have had no success in the last 20 years. Unemployment is high. The disappointment is to be regarded as a huge problem all around your country and social standards are still low. Working conditions in the industry have a negative influence on health and the environment.

This situation must change. Nevertheless, you love your home and you are proud of the great story. You are also proud that all people live together peacefully. You want to become an economically strong Bonnieland-country. But it should be a country where people can live in a healthy way and it is a must. Somebody who loves their own country, protects this country as well.

“Healthy Policy” protects the nation and also protects the nation’s people. You stand for both and you see that if there can be a change, one must be open for compromises. Otherwise it is difficult to gain majority. That’s why you discuss it with others, especially those from other directions, to find out about their ability and willingness towards compromises.

You want to make policies and therefore you are looking for compromise and try to convince your colleagues!

*To do's:*

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#### ***Role EE 4***

You know political life. For almost 30 years, you have been politically active - for 10 years you have been involved in this party. For you, it is important to become a member of the government. Only governments are in a position to govern and shape by initiatives and decisions. The opposition is only an observer, without the power to change and develop something. They know that you must compromise. A compromise is offering and taking. Nevertheless, the basic principles of the party are not negotiable!

Women's rights, minority rights, the protection of the environment, peaceful coexistence are basic. The implementation of the objectives is creating the future that the country needs. But often the first step is easier to be taken than implementing reforms on a wider level. That's why you are more pragmatic than willing to fight. From a long-term perspective this seems to be the most productive strategy.

Try to reach out to the group that campaigns for the minorities. For a successful cooperation you can see here the most potential.

*To do's:*

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Discuss a possible coalition or cooperation you could imagine for your group. Compare the others concepts, targets and objectives. Therefore focus on including and excluding arguments as well, to foster the distinctness of your own position. Don't forget to vote for a common position on a list within your group.

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## R6 Press group (Bonnieland Media )

Compared to an international level, the importance of media in politics is a steadily increasing dimension. Both sectors are closely linked together, no matter if in “classical printed paper” or electronically available versions, or broadcast as radio and TV or on the Internet. Sometimes their role might be understood even as a fourth power in political systems. The same tendencies might be observed in Bonnieland. Media duties are mainly concentrated in purposeful reports and strategic information. This is even of further importance as the activities by decision-makers are seldom, apart from the - in general - not much deeper informing PR-material or even publications such as legal and official papers.

The role of the media as mind- and opinion-makers is based on their permanent presence. In this way, they fulfill an important duty to support the transparency of politics in democratic systems. From another point of view, the media do not only influence public opinion, but also express an impact on political decision-making. In this way, the “political” power of media grows which – due to the lack of political legitimation - sometimes seem to replace the political protagonists.

*Dear representatives of the media in Bonnieland !*

Several decisions of wider importance have to be undertaken in the new future in your country, and especially in your capital. The so far successful policy of the government seems to be no longer stable. Obvious signs and other indicators which reflect some tendencies of conflicts signalize a possible change.

The editor-in-chief instructed you to conduct an information campaign. From his point of view, the moment has come to re-activate “your” public – the clients of your newspaper. Your duty is to bring



light into the process your country is in, make developments visible in public and support the participation of the people of Bonnieland. The main task is to support transparency by informing not only in general, but also by transmitting details among parties and representatives.

Split up different tasks within your team of editors, define a timetable to be present in the decisive moments at the right place. Predictably, you will be at different points of action, but also return to your office to brief colleagues and write your articles.

Remember always to be conscious that your reports, questions and comments or even only the fact that you appear somewhere might influence the decision-makers and have an impact on developments. Be aware of this responsibility.

As experienced journalists, you can conceive different strategies to collect and distribute information. Think of different groups of possible readers and try to offer a widespread information campaign!

We wish you good luck!

Your editors

### ***1<sup>st</sup> Role - Press***

You are working for the largest newspaper in Bonnieland. It is an independent newspaper, although some of its owners are linked to politics and have close relations to members of government. The audience of your newspaper is widespread, going from rather well educated to more simple-minded parts of Bonnieland's population. Therefore, the writing style and communication strategies must be easy to understand.

You intend to keep the population informed all the time. Experiments are dangerous and sometimes "imported" from abroad. Make sure that your writing is suited to Bonnieland's people.

#### *To do's:*

- You try to stay in steady contact with politicians
- Keep the public informed
- Regularly publish slogans

#### *Further tasks are:*

- try to witness discussions about possible coalition projects
- search as many personal talks as possible
- stay in contact with the "old" government to avoid contradictions

## **2<sup>nd</sup> Role - Press**

The newspaper you are working for is the oldest one, has decades-long traditions, when Bonnieland was not yet an independent state. Since then, your team of editors has fundamentally changed and so have your readers. Nowadays, you are mainly addressing a rather intellectual public, well-educated people working in the sphere of education. Many analysts writing for you are from their origins located in universities and the scholarly sphere.

You want to understand the background and motivation aspects in the process of policy making. That's why you are in steady contact with political representatives. Although you have a special focus on high quality journalism, you want to reach a wider audience.

### *To do's:*

- You try to stay in steady contact with politicians
- Keep the public informed on general developments
- Regularly publish short articles

### *Further tasks are:*

- try to witness discussions about possible coalition projects
- search as many personal talks as possible

### **3<sup>rd</sup> Roll – Press**

You are a representative of Bonnieland's smallest newspaper. It was founded by one of the ethnic minorities and addresses first of all this group in the society. But, of course, this should imply the exclusion of other ethnic and religious minorities. On the contrary, you try to give all different minorities of Bonnieland a certain place in your newspaper.

#### *To do's:*

- You try to stay in steady contact with politicians, especially those who support minority questions
- Keep the public informed about developments, you also mention dangers and hopes
- Regularly publish texts on developments

#### *Further tasks are:*

- try to witness discussions about possible coalition projects and future plans
- search as many personal talks as possible

## Role Description Lobby Group

As a representative of a Lobby Group your power is strictly limited to your ability to inform elected politicians and the media. You are not elected in a public election. This does not mean a lack of democratic rights of participation! It just defines you as a person or member of a group that is not elected to a legislative body or, with other words, to a parliament. Nevertheless modern democracies need information and participation of experts and social groups which are professionally involved or personally concerned.

This is the moment where you try to influence the elected politicians! You want them to understand your position and vote in favour of it.

Therefore you talk with those parties and members of parliament or government which are in their position quite close to yours. They probably share your opinion! Let them know that your group-members supporting their party, your members are probably voters of those parties and they might get frustrated if the party cannot achieve the best results. But elected politicians are in a bargaining position which means they need to find majorities for a large number of positions and therefore they are probably willing to make compromises! You are not against compromises at all, but you are promoting just one position: that's why you are called a one-topic-group!

Naturally, you are not just talking to those politicians you would support. What if those parties your members probably would not support are in power? Your members want you to do the best for your position! All elected politicians need to know your position. To inform and make pressure you are in a constant contact with the media. And you take every possibility to let the public know that your position is the best for the future of Futura!

To promote your position it might be useful to know and understand the positions of other Lobby Groups!

When the new government is in office you bring *an application to the parliament and government of Futura* (one out of LM 2-6).

Lobby Group:

***Co-operation of All Sports of Futura and Bonnieland***

You are the manager of All Sports of Futura and Bonnieland. The president of Bonnieland (from the AA-group) is a member of you Co-operation! Sport is important for so many people! You understand your Co-operation as the voice of all sports-fans!

Lobby Group:

***“Federation of Industry” of Futura***

You are the president of the Federation! Industry produces wealth, provides jobs, and pays earnings. In your view industry is the beginning of everything.



Lobby Group:

***“Save our homeland Bonnieland” Environment Groups***

You are the spokesperson of the environment groups.

The environment is something everyone needs. Next to the beauty of Bonnieland’s nature, health and the well-being are so important for the inhabitants of Futura and the guests and tourist! You understand your groups as the voice of all people who want to live a healthy life.

Lobby Group:

***The Shopkeepers' Community of Futura***

You are the owner of one of the best shops in Futura. Shops and a lively inner-city is, in your view, the most important thing for the future of Bonnieland. You are, in this context, the voice of the future!

Lobby Group:

***The Buddhist Community***

You are the spokesperson of the community. Your community has been a part of Futura for many many years and the other religious groups are good friends! Your members are regular people with all kinds of interests and opinions. That's why you are not a regular lobby group. But you have one special need! A new place for your Temple!

## LM 1 Speech of the Council of Elders

Dear colleagues, ladies and gentlemen, members of the press,

Our city has seen *glorious history!* And awful times, as well!

We have overcome the times of Communism and gained our experiences as the *capital of a free and independent state*. We have established a *democracy*. This is “the government of the people, by the people, and for the people!” Let us all always remember that we sit here not for the wealth of our own, but for the common wealth!

In the past years we, as politicians, have had some harsh conflicts, indeed. I will not recall all those bigger and smaller struggles. *The people of Futura* have witnessed how their elected politicians were unable to govern!

The people now again have voted for a parliament which has to use its rights and decide for *the best of the city and its citizens' interests!* But, again, fewer voters took their opportunity! What if some day our democracy founded on reason loses its basis, the demos, the people!

Let us this time elect a stable city government! Not for the stability, but for good government!

(Please use some words of your own as well!)

Let us now start our first sessions in our single party-groups, but let us never forget that we were elected for the common well-being of Futura and its citizens!

## **LM 2 Application of the Buddhist Community**

### ***The Buddhist Community***

#### ***To the municipal government and parliament of Futura***

We ask the municipal government and parliament of Futura to give the public space at the Great Market in the centre of Futura – now used as a car-park - to our community to build a new Temple.

The city would profit from an attractive architectural landmark in its very heart and the industrial area of Futura would get the expanding capacity needed.

We believe that the free and co-operative society in Futura is able, after many decades, to bring together all religious groups of Bonnieland in the center of its capital.

We would offer the estate of the “Old Temple” to the city in exchange for the car-park site.

Yours sincerely,

The Buddhist Community of Futura

## **LM 3 Application of the Shopkeepers' Community of Futura**

*To the municipal parliament and government*

The city of Futura stands in direct competition with the other major cities in our part of Europe. The attractiveness of Futura is lacking behind!

Futura, its citizens, its investors and its shopkeepers alike need more space for a shopping mall which can compete with other capitals!

The city has to open the public space at the Great Market already used for consumer parking to build a new and modern shopping mall!

The city needs this landmark of modernity and prosperity!

The city needs an integrated parking lot within a new and modern shopping mall!

The city needs those valuable hundreds of new jobs!

The shopkeepers will immediately start with a media campaign if the government and parliament of Futura stop its launching into a better future!

## **LM 4 Application of the “Save Our Homeland Bonnieland” environment groups**

*To the municipal government and parliament of Futura*

The environment groups in Futura have been working together for 10 years as “Save our Homeland Bonnieland” to bring back air, health and beneficial living conditions to the capital!

Now is the time to save the rest of the public space for the citizens!

The attractiveness of Bonnieland is well known all over the continent, but its polluted environment is famous as well!

The city needs to decide on a plan to bring nature back to the heart of Bonnieland’s capital! Therefore the riverside has to be turned into a natural environment again and a connection to the forest has to be established!

This would make our city attractive again for the people living in the centre, for their landlords to invest in new housing knowing the investment is profitable, for the families and for the shops where families have to do their shopping!

If Futura loses the rest of its beauty and nature, all other questions concerning its future will become less relevant!

## **LM 5 Application of the “Federation of Industry” of Futura**

### ***To the municipal government and parliament of Futura***

Almost a decade is lost! The production industry of Futura needs more space for new and existing investors!

The site of the so-called “Old Temple” would be the ideal enlargement to the already existing industrial zone! The talks of the “Federation of Industry” with the “Buddhist Community” would have already reached a result if the parliament and government of Futura had come to its decisions as well!

Futura needs a working municipal council and government and it needs the right decisions!

For the taxpaying industry,

For indispensable jobs,

For new investors!

We, the “Federation of Industry”, demand the needed space for enlargement! Otherwise, the industrial plans will be misplaced!

The government has to act now!



## **LM 6 Application of the Co-operation of All Sports of Futura and Bonnieland**

*To the municipal government and parliament of Futura*

The International World of Sports has its focus direct on Futura! The world is waiting for Futura's application as the next venue of the World Championship of Sports!

We are ready for that call, and the people of Bonnieland and all neighbors are as well!

Now, Futura has to seize this chance to be the new, modern center of World Sports!

Therefore the municipal council and government just have to give the space close to the Great Market to the "Co-operation of All Sports" to build a new and modern Central Stadium!

If Futura does not take this chance it will never have a second one!

The voters are sports fans! The sports fans want us to build the new landmark for the glorious future of Futura!

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Authors:

Holger-Michael Arndt - CIVIC-Institute for International Education

Markus W. Behne - CIVIC-Institute for International Education

Alexander Burka - CIVIC-Institute for International Education

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