

Activity 1: The win-win matrix

Objective:

- Create a win-win matrix.

Instructions:

1. Team: decide the actors (10 minutes)

The team selects the actors (usually known as stakeholders) with team will create the win-win (mutual benefit) matrix. These stakeholders can be individuals, startups, established companies, etc.

2. Team: decide the gain of each actor (20 minutes)

Each person on the team proposes which parameter (economic benefit) and magnitude in which it is measured (for example euros) show the gain of the actors that have been determined in the previous phase.

3. Team: Fill the win-win matrix (60 minutes)

The team completes by making the estimated calculations (it is important to use some consensus method such as the Scrum Planning Poker Cards (<https://www.scrumpoker-online.org/en/>) to determine the value. The calculation must be done for each column (column-->row relationship) and for each row (row-->column relationship)

4. Team: select the links between actors (10 minutes).

The most favourable ratios are selected. It's important to determine balanced ratios, where both directions (column-->row and row-->column) have similar and high values.

5. Group: Review the best links (20 minutes)

Reflection on how the entire process of creating the matrices was carried out by the teams.

Assessment:

- Calculations of gains (use of the consensus method).
- Matrix done.

Annex 1. Win-win matrix

	Actor	Actor	Actor	Actor
Actor	Available artifacts	Gain	Gain	Gain
Actor	Gain	Available artifacts	Gain	Gain
Actor	Gain	Gain	Available artifacts	Gain
Actor	Gain	Gain	Gain	Available artifacts