

When the roles in a game belong to a recognisable group, the epistemic framework theory shows insight in what connects this group.'Groups' can be occupational groups like filmen, doctors etc., but it can also be stay-at-home-dads, curling players, hamsters or aliens.

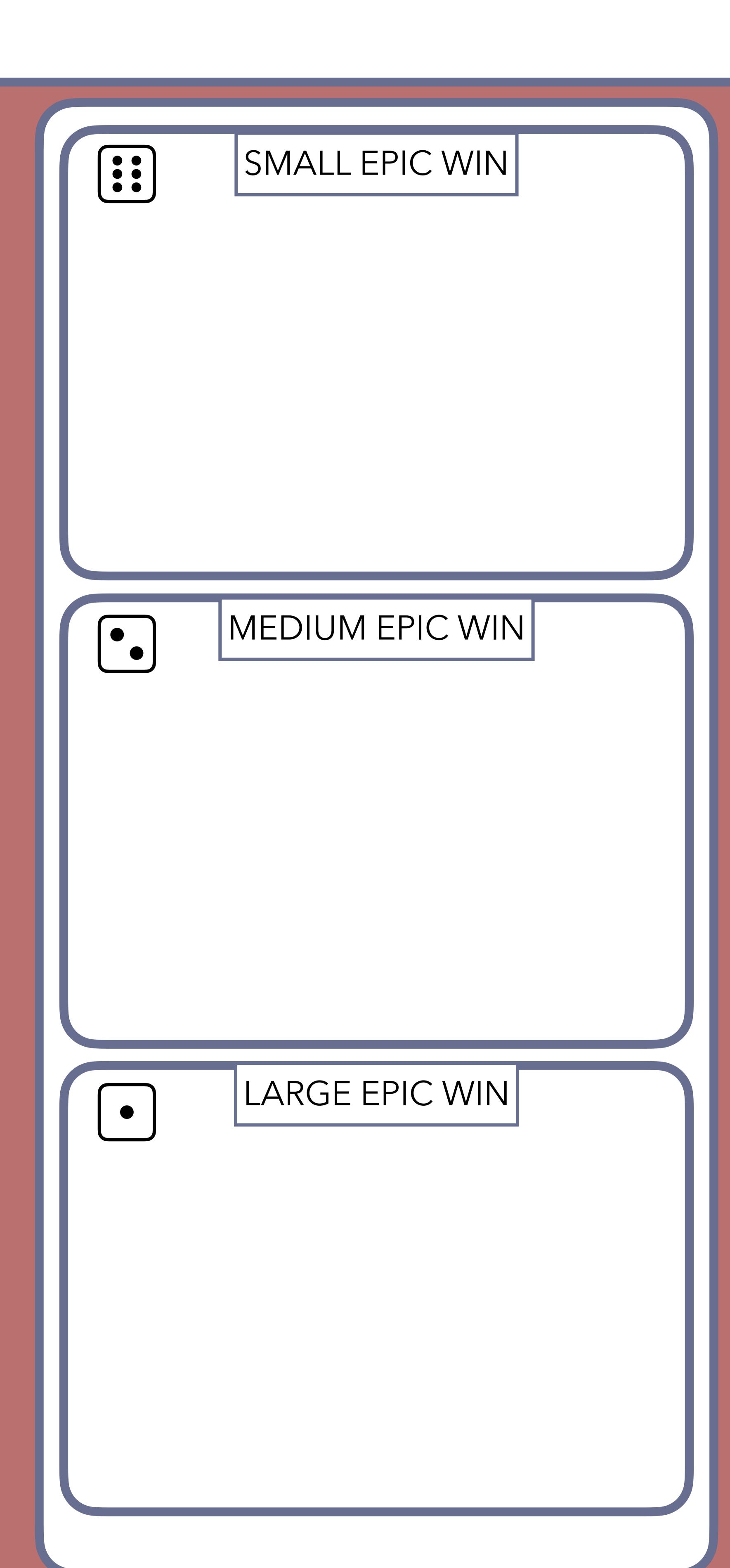
This theory shows necessary knowledge, skills, relevant identifiers and value systems. From this we can abduct what an Epic Win could be for this role.

KNOWLEDGE

What is the minimum I should know to successfully play this 'professional'?

SKILLS

What is interesting to <u>do</u> when playing this 'professional'?



VALUES

How does this 'professional' experience the values in his work?

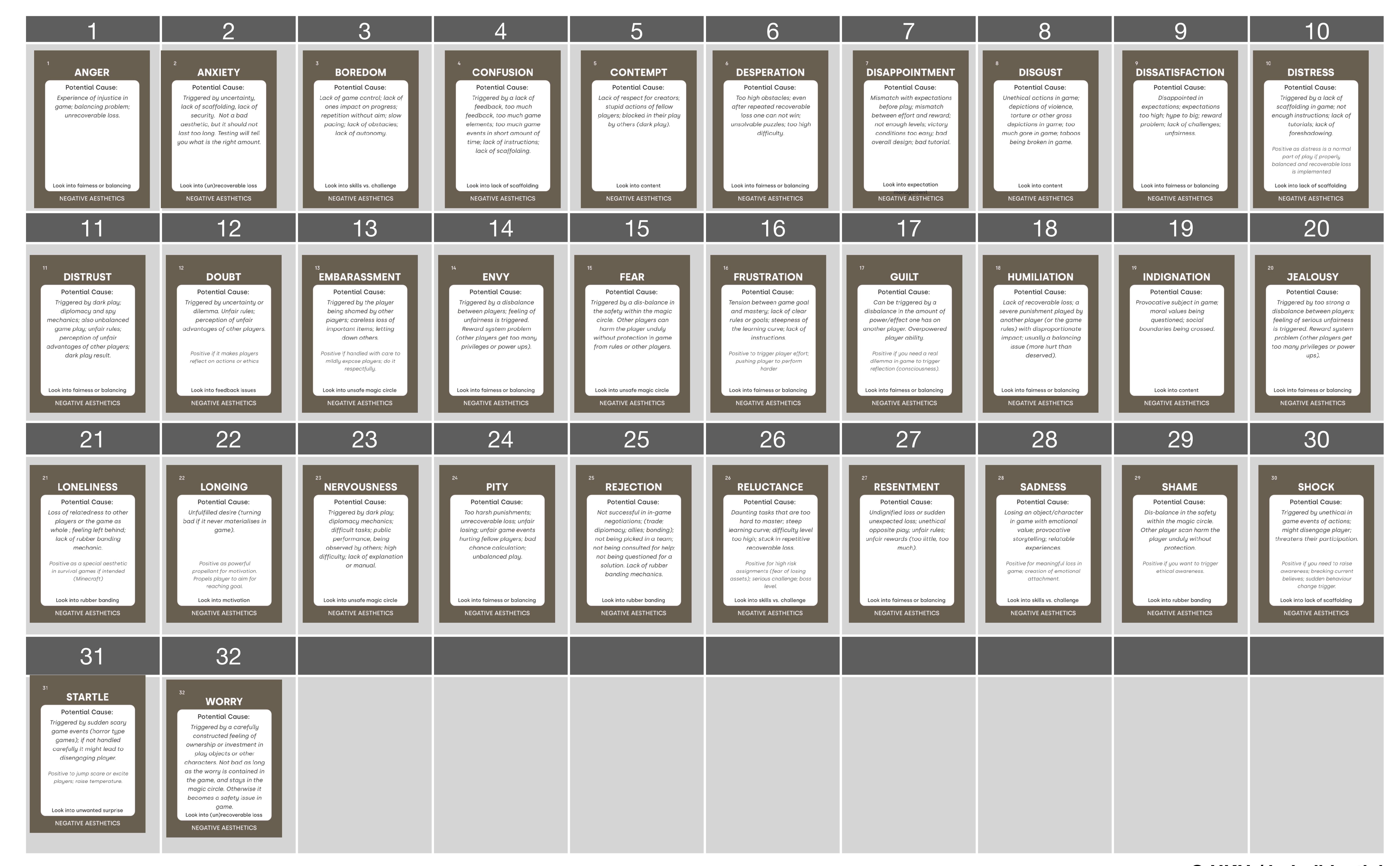
IDENTITY

What defines the indentity of this 'professional' (how do you recognise her, what tools or clothes are typical?)

EMOTION = ASTHETICS 1 (POSITIVE)

	2	3	4	5	6	6	7	8	9
ADMIRATION Definition: To experience an urge to prize and estimate someone for their worth or achievement. It arises when somebodies praiseworthy behaviour surpasses internal or external standard. POSITIVE AESTHETICS	AMUSEMENT Definition: To enjoy a playful state of humor or entertainment It arises when one is awakened to the realisation of a relational meaning of something absurd in a witty way. POSITIVE AESTHETICS	ANTICIPATION Definition: To eagerly await an anticipated desirable event that is expected to happen. It arises when one notices that there is a high chance that a desired event will actually take place. POSITIVE AESTHETICS	CONFIDENCE Definition: To experience great mental or moral strength to withstand or cope with the situation. It arises when it is certain that one is capable of overcoming a challenge in the process of realising his/her goal. POSITIVE AESTHETICS	Definition: To experience mental or moral strength to persevere and withstand danger or difficulties. It arises when someone demonstrates the ability to do something that frightens one. POSITIVE AESTHETICS	CREATIVE Definition: To experience the satisfaction of creating something new It arises when the result surpasses the expectations of the player. Outcome surpasses effort. POSITIVE AESTHETICS	DESIRE Definition: To experience a strong attraction to enjoy or own something It arises when something potentially beneficial for personal concerns is expected to be reachable. POSITIVE AESTHETICS	DREAMINESS Definition: To enjoy a calm state of introspection and thoughtfulness. It arises when something facilitates a stepping outside of the current experience and leads to associations with an imaginary experience. POSITIVE AESTHETICS	ENCHANTMENT Definition: To be carried away by something that is experienced as overwhelmingly pleasant. It arises when an appealing and/or mysterious character facilitates physical or mental isolation in a pleasant way. POSITIVE AESTHETICS	POSITIVE AESTHETICS PERGETIC Definition: To enjoy a high-spirited state of being energised or vitalised. It arises when something pleasant facilitates the enthusiasm and determination to do something.
10	11	12	13	14	15	16	17	18	19
Definition: To be carried away by an overwhelming experience of intense joy. It arises when something extraordinary happens that enables one to surpass one's boundaries. POSITIVE AESTHETICS	FASCINATION Definition: To experience an urge to explore, investigate, or to understand something. It arises when something unexpected and mysterious happens offering a clue to understanding. POSITIVE AESTHETICS	Definition: To experience the belief that something good or wished for can possible happen. It arises when one finds a prospect of accomplishing his/her wishes. POSITIVE AESTHETICS	INSPIRATION Definition: To experience a sudden and overwhelming feeling of creative impulse. It arises when one is awakened to the realisation of a relational meaning of something and is enabled to do something creative. POSITIVE AESTHETICS	Definition: To be pleased about (or taking pleasure in) something or some desirable event. It arises when something that facilitates goal accomplishment happens or provides sensory pleasure. POSITIVE AESTHETICS	It arises when one finds relatedness with someone and a quality is experienced of being friendly, generous, and considerate.	Definition: To experience an urge to be affectionate and care for someone. It arises when an appealing character of someone provides a likelihood of mutual affection or something facilitates associations with a loved one. POSITIVE AESTHETICS	Definition: To experience a sexual appeal or appetite. It arises when someones sexual appeal corresponds to ones appetite or facilitates associations with an erotic interaction. POSITIVE AESTHETICS	PRIDE Definition: To experience an enjoyable sense of self-worth or achievement. It arises when ones praiseworthy behaviour surpasses internal or external standards POSITIVE AESTHETICS	POSITIVE AESTHETICS RELAXATION Definition: To enjoy the recent removal of stress or discomfort. It arises when it is certain that an undesirable situation has gone away or changed into better situation.
20	21	22	23	24					
RELIEF Definition: To enjoy a calm state of being free from mental or physical tension or concern. It arises when it is certain that an undesirable event will not occur in any way. POSITIVE AESTHETICS	RESPECT Definition: To experience a tendency to regard someone as worthy, good or valuable. It arises when a praiseworthy character of someone conforms to internal or external standard. POSITIVE AESTHETICS	SATISFACTION Definition: To enjoy the recent fulfilment of a need or desire. It arises when an expected desirable event has been realised conforming to or surpassing expectations. POSITIVE AESTHETICS	SURPRISE Definition: To be pleased by something that happened suddenly, and was unexpected or unusual. It arises when something unexpectedly happens beyond ones expectation. POSITIVE AESTHETICS	SYMPATHY Definition: To experience an urge to identify with someones feeling of misfortune or distress. It arises when one recognises that someone is suffering a distress and is motivated to be helpful. POSITIVE AESTHETICS					

EMOTION = ASTHETICS 1 (NEGATIVE)



BEHAVIOUR = DYNAMICS 1

1	2	3	4	5	6	7	8	9	10
Definition: Helping other players to perform a task.	ANALYZING Definition: To study or examine something in detail, in order to discover more about it.	ARGUING Definition: To speak angrily to someone, telling that person that you disagree with them.	ASSESSING Definition: To judge or decide the amount, value, quality, or importance of something.	Definition: To take action to help someone or support something.	Definition: To try to disable or defeat an opponent using a superpower with a destructive effect.	AVOIDING Definition: To stay away from someone or something and avoid a negative impact on status or performance.	fellows, often by doing something harmful (sabotage; helping opponent).	BONDING Definition: The process by which a productive emotional relationship is developed.	COLLECTING Definition: To find, get and keep things of one type until completion of a finite or infinite amount of objects.
DYNAMICS	DYNAMICS	DYNAMICS	DYNAMICS	DYNAMICS	DYNAMICS	DYNAMICS	DYNAMICS	DYNAMICS	DYNAMICS
11	12	13	14	15	16	17	18	19	20
Definition: To try to be more successful than someone or something else. DYNAMICS	Definition: To criticise or complain often in an annoying way about a perceived unfairness. DYNAMICS	Definition: To join or be joined with something or someone else. DYNAMICS	Definition: To give something or add something to a bigger goal in order to provide or achieve something together. DYNAMICS	Definition: To act or work together for a particular purpose, or to be helpful by doing what someone asks you to do. DYNAMICS	Definition: To make something new, based on available tools, materials or recipes.	Definition: To protect someone or something against attack or criticism.	Definition: To find information, a place, or an object, especially for the first time. DYNAMICS	Definition: To exercise control over a place or person. DYNAMICS	FIGHTING Definition: To attack someone to win a conflict. DYNAMICS
21	22	23	24	25	26	27	28	29	30
FINDING Definition: To discover where to get or how to achieve something, looking for clues or support material. DYNAMICS	Pefinition: The main or central point of something, especially of attention or interest. DYNAMICS	GOSSIPING Definition: Conversation or reports about other people's private lives that might be unkind, disapproving or not true. DYNAMICS	Definition: Leading someone by the hand, teaching how to do a task. DYNAMICS	Definition: To assist another person. DYNAMICS	Definition: To put something or someone (or yourself) in a place where that thing or person cannot be seen or found or held accountable. DYNAMICS	Definition: To intentionally not listen or give attention to. FINAL DYNAMICS	Definition: The activity of asking someone questions to articulate their thoughts or experiences. DYNAMICS	Definition: To give attention to someone or something in order to hear him, her, or it. DYNAMICS	LOSING Definition: To fail to succeed in a game; to have something or someone taken away from you. DYNAMICS

BEHAVIOUR = DYNAMICS 2

31	32	33	34	35	36	37	38	39	40
MATCHING Definition: To combine something that fits well with something else.	MEASURING Definition: To discover the exact size or amount of something.	MISINFORMING Definition: To accidentally or intentionally provide someone information that is not correct.	Definition: To keep delaying something that must be done, often because it is unpleasant or boring or triggers an underlying fear	PRETENDING Definition: To behave as if something is true when you know that it is not, especially in order to deceive people.	RESPONDING Definition: To say or do something as a reaction to something that has been said or done or asked.	RUNNING Definition: To move about much faster than walking.	SABOTAGING Definition: To damage or block abilities of your competitor in order to prevent or derail their success.	SEARCHING Definition: Intended to find out the often hidden truth about something, meaning or location.	SELECTING Definition: To choose from a set number of things.
DYNAMICS	DYNAMICS	DYNAMICS	DYNAMICS	DYNAMICS	DYNAMICS	DYNAMICS	DYNAMICS	DYNAMICS	DYNAMICS
41	42	43	44	45	46	47	48	49	50
SLACKEN Definition: To deliberately work less hard or to be less productive than is usual or necessary or expected. \$\text{Fis}\$	SOLVING Definition: To find a solution to a puzzle. DYNAMICS	SORTING Definition: To put things in a right or useful order. DYNAMICS	SPYING Definition: To secretly collect and report information about the activities of another group without being detected. DYNAMICS	STEALING Definition: To take something without the permission or knowledge of the owner and keep it. DYNAMICS	Definition: To agree with and give encouragement to someone or something because you want him, her, or it to succeed. DYNAMICS	TAUNTING Definition: To intentionally tease, annoy and upset an opponent by making unkind, derogative remarks to them, laughing wickedly. DYNAMICS	TESTING Definition: A way of discovering, by questions or practical activities, what someone knows, or what someone or something can do or is like. DYNAMICS	THROWING Definition: To send something through the air with force. DYNAMICS	TRYING Definition: To attempt to do something in order to learn or explore an effect or consequence. DYNAMICS
51	52								
Definition: An unnecessary or wrong use of money, substances, time, energy, abilities. DYNAMICS	WINNING Definition: To receive something positive, such as approval, loyalty or love because you have earned it. To be the best of the rest. DYNAMICS								

DESIGN = MECHANICS 1

1	2	3	4	5	6	7	8	9	10
ANONIMITY Description: You let players play anonymously. This removes any inhibitions and gives players more guts to take certain actions. Be careful: anonymity can bring out the worst in people. MECHANICS	ARBITRAGE Description: You let players buy or trade goods at different prices. The price depends on location, time and context and scarcity. Makes in-game visiting specific locations attractive! MECHANICS	BADGES Description: You give the player badges are a form of feedback. Rewards for specific achievements. Use them wisely so that they retain meaning and value. Badges alone do not motivate! MECHANICS	BETTING Description: You let players bet a value on a choice without hard prior knowledge and outcome that depends on chance; on the bluf! Demands courage and a straight face. MECHANICS	BOSS BATTLES Description: You give the player a final test (end of level/game) to see if they have acquired sufficient skills or collected the correct objects. The player comes face to face with an end boss at the end of a level or the entire game. This moment often forms a climax in the game. MECHANICS	CHOICE IN ROUTE Description: You give players options to choose your their destiny and destination in the game. This can for example be in the choice of paths or an interactive storyline. Make sure that the choices reinforce the content and are therefore meaningful. MECHANICS	CARE-TAKING Description: You let players take care of other players or NPCs. Can be strong motivator. Think of roles such as a supervisors, team leaders, organizers, medics, etc. MECHANICS	CERTIFICATES Description: You give players certificates. They are a symbol of mastery and achievement. They give status and meaning to what the player has achieved. Make them a bit over the top. MECHANICS	CHANCE Description: You use chance to influence the options for the player; dice, shuffling and drawing cards or spinning wheels. The chance of an event occurring can make a game exiting. Too much chance can make players feel powerless though. MECHANICS	CO-OP PLAY Description: You let players work together as a group to avoid competition and stimulate mutual support. It is more fun to play together than alone, and often better than playing against each other. MECHANICS
111	12	13	14	15	16	17	18	19	20
COLLECTING Description: You give players the opportunity to collect and trade items (from a finite and/or known supply). This helps to build relationships in the game and the sense of meaning and mattering. MECHANICS	COMPETITON Description: You let players compete against each other to decide who is best. Competition can be a strong motivator. It also has disadvantages! The strongest always win and the weakest always lose; in a learning situation you might not want to reinforce this existing social structure. MECHANICS	DARK PLAY Description: You offer players the option to sabotage, hinder, spy or cheat on other players. This is called Dark Play. If players get the opportunity to bother other players, they are less likely to try and break the rules of your game! MECHANICS	DECEPTION Description: You let players handle secrets as commodities. They have value, they are important and decide on other players progress. Part of dark play. MECHANICS	DEPENDENCY Description: You create dissimilarity between players so they have different knowledge, skills or objects. Create assignments where all are needed in order to move forward in the game. MECHANICS	DOT EATING Description: You give players the option to collect items from a defined and finite amount. When another player has caught something earlier than you, you are out of luck. MECHANICS	EASTER EGGS Description: You put hidden jokes in a game that players can look for. Easter eggs have no influence on the game. They give Explorers (Bartle player type) additional triggers to go exploring. MECHANICS	Description: You create an economy and give players the opportunity to earn money and spend on goods. Creates a balance between decisions and strategic game behavior. MECHANICS	FIXED REWARD Description: You eward players with predetermined actions or events. This can be in the form of time, points, status, etc. This provides structure in the initial phase of the game and is useful to celebrate milestones. MECHANICS	FLOWER PICKING Description: You give the player an infinite collection of objects or resources to find and collect and use, without competition. MECHANICS
21	22	23	24	25	26	27	28	29	30
Description: You let a player lead the game without being a referee; often to create adventures for other players. MECHANICS	GIFTING/SHARING Description: You give the player options to donate or share stuff so that the other player can achieve his goals. The potential of reciprocity is a major motivator. MECHANICS	GUILDS Description: You let players form close groups or teams with a clear identity. Small is better. Give room for cooperation, but also for competition. Make sure that every guild member is vital for success, otherwise players might dive. MECHANICS	Description: You give players an artificial equalizing status to offer a tighter race. Best players are hampered, weak players are helped. See also: Rubber Banding. MECHANICS	HELPING Description: You reward players positively for helping each other to move forward in the game. MECHANICS	Description: You create an object or item nobody wants to own. The plague card. Each player tries hard to avoid it. The player who owns it is seen as the opponent or the victim. Rotation of roles within a game. (The robber in Catan is a hot potato.) MECHANICS	Description: You allow players to adjust the game to their personal preference. The environment, their avatar; you let players express themselves by personalising their game presence. MECHANICS	LAST MAN STANDING Description: You let the game finish by letting it come down to the last player. The game is over when only one player is left over. MECHANICS	Description: Make a list of all player results by who has the best results. Personalised leaderboard - what is personally important to you? Social Leaderboard: which of your friends is better than you? Scheduled leaderboard: This weeks winner!	LEVELS Description: You create different levels to map the progress of the player and ease a steep learning curve. It breaks progress down in smaller steps and offers the player new challenges which can still be achieved (or break down large assignments). MECHANICS

DESIGN = MECHANICS 2

31	32	33	34	35	36	37	38	39	40
Description: You make certain goods in a game scarce. This can result in status and an extra sense of value once the player has acquired them. MECHANICS	Description: You let chance decide outcomes. Lotteries or games of chance give players the opportunity to get rewarded with little effort. Players must have the courage to bet to win. Might feel random or unfair. MECHANICS	MEANING Description: You give players a meaning of their actions. Players need a desirable in-game goal, feel part of something that is bigger than themselves. Give them a Purpose (Pink, Deci & Ryan)! MECHANICS	(noobs) under their wing and help them learn and advance faster. Top players take	MYSTERY BOX Description: You create secrets that can be unravlled or unlocked. Curiosity is a big motivator. Not everything in the game needs to be clear. Mysteries can push players in new directions. MECHANICS	Description: You let players acquire new skills and grow in their repertoire and knowledge to enable them to overcome new or higher obstacles. This feeds their sense of mastery. MECHANICS	OBSTACLES Description: You give players unnecessary obstacles so they have something to overcome; it challenges players. They test the knowledge and skills of the player. If a game is too easy or boring: add obstacles! MECHANICS	PEER PRESSURE Description: You let peer pressure encourage players to act just like other players. Good for a group assignment. When expectations are unrealistic, peer pressure can be counterproductive. Peer pressure requires publicly visible performance. MECHANICS	POINTS Description: You give a player points as a reward for actual performance or desired behavior. They are a key feedback mechanism. Points show the progress of a player and enable them to immprove themselves. Points in themselves do no motivate players. MECHANICS	PRISONERS DILEMMA Description: You let team members independently work together with secret information, for them to succeed together or loose both. MECHANICS
41	42	43	44	45	46	47	48	49	50
PRIZES Description: You give physical prizes as a motivator. If used properly, can create greater involvement. Be careful about putting quantity above quality. This form of reward does suffer from erosion (more and more needed with less effect). MECHANICS	OUESTS Description: You give a player a specific mission: a subgoal to achieve. Often the quests are linked to each other to strengthen the sense of success. Side quests give the player more to do than just the main task. MECHANICS	Pace Description: You let players fight for dominance on a track. A starting line and a finish. Players must cross the finish line as quickly as possible. There is euphoria if you win. If you lose the opposite. The will to win is strong.	Description: You surprise a player with a random reward. It keeps the player engaged and happy. Don't overdo it. MECHANICS	Pescription: You add rare or hard to accumulate items in the game. A player who likes to walk off the beaten track will find his challenge here. MECHANICS	Pescription: You give each player a role, identity, skill set or knowledge base to make them unique and critical for game progression. Powerful way to let players experience other perspectives. MECHANICS	Pescription: You introduce tricks to keep the best and worst player rather close together in competition. Give the weakest players strong power ups and super players mild ones. Needs careful balancing otherwise players feel cheated out of their victory. Mario Kart!	SANDBOX Description: You give the players an open space to play in. (Allmost) anything is possible for the player. There is no story guideline and the game does not end in Victory or Winning. Think Minecraft. MECHANICS	SCARCITY Description: You make resources or items scarce. Scarcity stimulates tactics and making choices. Scarcity forces players to consult or to think tactically about the actions of their fellow players. MECHANICS	SHARING KNOWLEDGE Description: You let players share knowledge is a reward in itself. Build in the opportunity for these players to teach and answer questions from others. MECHANICS
51	52								
Description: You give the player subtle cues what path to take or what decions are possible. Also provide information to player 'how big the universe is'. You have 12 out of 52 MECHANICS	STATUS Description: You continously give the player their current status update. Achieved levels, money, points or attributes show the position of a player. A certain status can give privileges. Unlocking new missions, badges, etc. Critrically important as feedback for progression. MECHANICS								