

**Individual:** Director of Athletics at Division I (NCAA) Public University

**Scenario:** The economy has hit hard, and the pressure is on for this director of athletics to deliver. This major public university is counting on him/her to increase revenue in all areas of athletics to help fund the school's academic programs. The problem is, the coaches aren't motivated, the players aren't as skilled as they should be, and the teams aren't winning. This athletic director needs help devising a plan quickly, or he/she will be out of a job.

**Individual:** Middle school principal

**Scenario:** It's May and this year's CRCT scores are worse than ever. For the third year in a row, this principal's school has been on the "needs improvement" list. One more year of poor standardized test results and not only will the school be taken over by a private firm, but he/she will be out of a job. Yikes! This principal has just 3 months before school starts up again in August to implement an action plan that will secure his/her job.

**Individual:** University president

**Scenario:** The president of a small but prestigious private college needs your help. Ever since the economy tanked, so did the school's enrollment, as students and their parents could no longer afford the tuition. The Board of Trustees and university professors have explained that, unless enrollment increases, the president will be replaced. The trouble is, in today's world, students expect college to be a social hub complete with apartment-style dorms, swimming pools, restaurants, and high tech rec facilities, and all this school has to offer is a solid academic program. This president needs help devising an effective action plan, or (s)he can kiss his/her job goodbye.

**Individual:** CEO of major corporation

**Scenario:** It has been 4 quarters since this major company last turned a profit. Stocks are plummeting and board members are concerned the company's end is in sight. In the meantime, workers at the manufacturing plants have gone on strike because they have received numerous cuts over the last year. This CEO has 6 months to come up with a plan of action to save his/her company or else he/she will have to find a new way to make a living.

**Individual:** Leader of labor union

**Scenario:** It has been 4 quarters since this company last turned a profit. To compensate for the company's loss, the CEO has cut worker pay and insurance benefits significantly. Union members are feeling overworked and underpaid and are ready to either strike or vote in a new union leader. Help this labor union devise a plan of action *quickly*, before union members beat him/her to the punch or before the company fails.

**Individual:** Major League Baseball coach

**Scenario:** For the second season in a row, this major league baseball team has ended on a 28-game losing streak, and the coach's contract is up next year. As (s)he heads into spring training and considers draft picks for next year, (s)he needs major help devising a plan of action to develop a more successful team. Otherwise this coach might as well kiss his/her coaching career goodbye.

**Individual:** Potential Ivy League student

**Scenario:** Last week this potential ivy league student traveled to New Haven for a preliminary interview at Yale. During the course of the interview the evaluator indicated that if (s)he were elected senior class president, the university would grant him/her acceptance. Class elections are in one month, and this student will be running against Sylvia Martinez who has been class president since freshman year. This student needs help selling him/herself as the better candidate; otherwise, (s)he can kiss his/her Ivy League dreams goodbye.

**Individual:** Parent

**Scenario:** This parent has a teenage child who is failing classes, refusing to meet curfew, and is hanging out with friends who seem to be nothing but trouble. And (s)he are afraid that if he/she doesn't come up with an effective intervention tactic now, this child will live at home forever, or, even worse, get into trouble (s)he won't be able to get out of. Help this parent devise a plan to ensure a better future for this out-of-control teen.

**Individual:** Mayor of a small city

**Scenario:** Over the last few years this once reputable city has taken a turn for the worse. Property taxes have declined, and residents are moving into more desirable suburban neighborhoods. Those who remain are upset and ready for a leadership change. This mayor's term is up in 1 year, and (s)he really needs to get reelected so he/she can afford his/her twins' upcoming college tuition fees. This mayor needs an effective plan of action *now*.

**Individual:** President of a rich & powerful country

**Scenario:** This individual has been elected president and is inheriting an enormous budget deficit, a war that the people do not support, and an economy that is failing. In the first month of serving his/her country, this president's approval ratings have dropped significantly. He/she fears that, without an effective plan of action, his/her reputation will never recover and his/her political career will be cut short.

**Individual:** Business project manager

**Scenario:** This individual is new to his/her position at Black and Decker and he/she wanted to make a good impression. So, he/she volunteered to head-up a marketing team for the tool brand's 2015 line that is expected to build the company. Eventually, though, this project manager realized that he/she volunteered to lead a team of unmotivated, unskilled, and immoral colleagues who show up late, leave early, and spend more time on social networking sites than they do working. This individual needs your help fast—or he/she can kiss a new job—and a \$100,000 paycheck—goodbye.

**Individual:** Film director

**Scenario:** This director has been signed by producers to direct a film that will begin shooting on location in 2 months. Already (s)he is experiencing conflict. While the writers want an artistic, independent film, the producers are expecting to turn a \$100 million profit. To make matters worse, the commercially successful actors are egotistical, unprofessional, and delinquent. Help this director come up with a plan of action quickly, or else his/her reputation as a director will be forever ruined.

**Individual:** Chief of police

**Scenario:** The crime rates in this city have skyrocketed and the jails are full. To make matters worse, ever since the economy tanked, the force has been cut and pay has decreased. Officers have been feeling overworked and underpaid. The city mayor is putting pressure on this chief of police to lower crime rates, alleviate crowding, and boost officer morale. If not, the mayor will find someone else who will. This police chief needs a plan of action quickly or else (s)he can kiss this job goodbye.

**Individual:** Magazine editor

**Scenario:** This individual has a degree from a prestigious journalism school, and (s)he finally lands a dream job. During a first meeting with magazine executives, (s)he learns that readership is down, and this job as the new editor-in-chief is to change the face of the magazine. "Gossip sells," they say. The execs also indicate that the editor has one month to show results, or they will replace him/her with a new editor. This editor knows that those who still read the magazine appreciate well-written news articles, and (s)he feels strongly about following a strict journalistic code of ethics, but (s)he also really needs this job to afford a new mortgage. What should (s)he do?