ChatChat CASE:
SL5 GUIDELINES

ChatChat Case - Overview

• The ChatChat Closing case involves a meeting between (2) Co-Founders and (2) Venture Capitalists for potential seed funding. (In a 5-person squad, there will not be an Observer for Casey Parker – VC #1)
• Each side comes to this meeting with the knowledge that they have met several times in the past and have reached agreement on many issues including all of the technology specs and the viability of the service
• There are (2) case documents. There is a Co-Founders Version and a VC’s Version. Each team and their assigned observers will have access to only their version of the case

Your Responsibilities

• You have several responsibilities in this role play, including:
  o Playing the role of Casey Parker (VC #1)
  o Managing the logistics of the Segment #1

• Logistics:
  o Make sure the camera is turned on
  o Familiarize yourself with the flow of the Lab as described in the Segment One tab on Leadlabs. You have 40 minutes for this segment.
  o Get people to move quickly to and from their 4 min pre-case strategy. Keep people in the room or very close.
  o After the role play, facilitate moving people quickly into paired feedback discussion with their assigned Observers.
  o After paired feedback discussion, you lead a group debrief. See Leadlabs for suggested questions.
  o After debrief, lead short feedback session for yourself on how you performed as Segment Leader #5.
Lab Flow:

- **Pre-Case Strategize Meeting - Transition to/from squad rooms (5 minutes)**
- **Role Play (15 minutes)**
  - You will participate fully in this role play in the role of Casey Parker – VC#1
- **Feedback (pairs) (10 minutes)**
  - Immediately after the role play (“de-role”); ask the role players to pair up with their assigned observer. You participate also. Refer to LeadLabs for suggested questions to discuss. In 5 person squads, you will meet with the Fellow.
- **Debrief (group) (5 minutes)**
  - You are responsible for leading the group debrief. Refer to Leadlabs Segment One tab for suggested questions. Feel free to modify questions as you see fit.
- **SL#5 Feedback (5 minutes)**
  - What worked well? What could have been done differently?

**Personal Learning Goals**

How might you address your own learning goals while leading your squad through this segment?