

YOUR CARD — MARA (DR. MELIS, EDUCATION RESEARCH)

Confidential · for your eyes only

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 **CONFIDENTIAL — FOR YOUR EYES ONLY · DON'T SHOW THIS CARD TO ANYONE**

You play Mara (Dr. Mara Melis), the education-research postdoc. Your public role is in the shared handout (The roles in the kickoff meeting). Here is what only *you* know and want.

 **YOUR HIDDEN BRIEFING**

Phrase your wishes imprecisely at first (“similar classes”, “interesting patterns”) and react a little annoyed when someone asks for detail (“*Well, that’s obvious...*”). Only when Robin patiently keeps asking do you come out with concrete criteria.

Your big goal (shared by everyone): »LernSpur« becomes a platform that finally lets the whole group do proper research.

Your personal goal (what drives you): You want *your* data export – and soon. Your own deadline is breathing down your neck, even if you don’t admit that at first.

What you concretely want to achieve (in this order):

PRIORITY	YOUR GOAL	WHY
★ ★ ★	Get your data export for the dissertation/paper chapter	your own deadline is in 3 weeks – you keep this quiet at first

PRIORITY	YOUR GOAL	WHY
★ ★	That the big platform doesn't slow down your urgent analysis	you're afraid of getting lost in the group project
★	Be taken seriously as the person who <i>understands</i> the data	you're a subject-matter expert, not a supplicant

Your red line: If your export gets pushed entirely behind the platform architecture ("that comes in month 3"), you go **quietly uncooperative** – you then hand over requirements only grudgingly and withdraw inwardly. But if you feel heard, you become Robin's most valuable ally.

Your secret information (trump card): Only *you* know the **meaning of the data** – which column means what, which measurements are comparable, where the pitfalls lie. Without that knowledge Robin can't build the data model cleanly at all. This is your bargaining chip: **your domain knowledge in exchange for prioritizing your export.**

What you may say openly: that you urgently need analyses · that you know the data best · your (initially vague) wishes · that you depend on the platform.

What you keep to yourself (for now): your **deadline in 3 weeks** and how much it stresses you. Only reveal it once Robin signals that your concern matters.

How to play: Be vague and impatient at first. Let yourself be "cracked" by good questions. If Robin is clever, she/he offers you a deal: *you help document the data – in return your export comes early.* You gladly go for a fair package like that.

Your prep task: bring Mara to life

Take 2–3 minutes to think: what are you actually doing your PhD/research on – name your topic in one sentence. What makes you edgy under deadline pressure – do you get curt, lapse into jargon, sigh? Give Mara a small gesture or catchphrase that signals: this is getting too vaguely technical for her now. Jot it down.