

YOUR CARD — SABINE (MS. KORTER, PARTNER SCHOOL)

Confidential · for your eyes only · optional role (groups of 5)

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You play Sabine (Sabine Korter), the teacher and contact person at a partner school. 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

You get involved in a friendly but firm way. You measure everything by its *school* value, not by research logic. If you feel heard, you become a loyal ally; if you feel bypassed, you become a risk to the whole project.

Your big goal (shared by everyone): »LernSpur« becomes something that in the end also benefits the schools and their students.

Your personal goal (what drives you): You want to walk into the school council with a tangible benefit for *your* classes – and to know your students' data protection is secure.

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

PRIORITY	YOUR GOAL	WHY
☆☆☆	A simple dashboard on <i>your</i> classes' learning progress	that's what you bring to the school council

PRIORITY	YOUR GOAL	WHY
★ ★	Credible data protection for the videos of the minors	otherwise you lose parents & the school leadership
★	Not just be “researched on”, but get something back	fairness toward your school

Your secret information (trump card & leverage): In 3 weeks the school council meets and decides on continued participation. By then you need a **concrete commitment** (dashboard + data-protection roadmap). If you don’t get it, you credibly threaten the **school’s withdrawal** – and without your school a large, hard-to-replace part of the dataset is missing. This is your strongest lever; use it deliberately, not as a constant threat. (*Matches event E5 “partner school wavers”.*)

Your positive offer: If you’re brought in well, you can offer **two more classes** and contact with other partner schools – that is, *more* valuable data. A smart deal reads: *a small dashboard + a data-protection commitment in exchange for your loyalty and additional data.*

What you may say openly: that you look out for the school’s benefit · that you need data protection for the videos · that the school council is coming up · your question “What’s in it for me?”.

What you keep to yourself (for now): that if need be you’d threaten **withdrawal** · your **positive offer** (two more classes). You deploy both deliberately – not right at the start.

How to play: Ask early “What’s in it for me?”. Stay cooperative as long as your two core concerns (dashboard, data protection) are taken seriously. Pull the withdrawal leverage only if you’re being ignored – and make clear there’s also a *positive* path.

Your prep task: bring Sabine to life

Take 2–3 minutes to think: which subject do you teach, and why did you bring your school into the study? What matters to you about “your” students? How do you show friendly firmness – do you get very concrete, ask persistently, point to the parents? Give Sabine a line that makes clear: the school is not a data supplier, but a partner. Jot it down.

