

**Community  
for Learning  
& Innovation**

# Game-Based Learning Community

*8th Edition | Using AI to Enhance GBL*

*Pablo Ortiz de Zaldumbide & Shen Liu*

*June 4th 2025*

The Erasmus logo is a stylized, handwritten-style script of the word "Erasmus" in black ink, located in the bottom right corner of the cover.

# Summary - Presentation



## Guest speaker

Dimitrios Tsekouras, Associate Professor at Rotterdam School of Management, Erasmus University

## Topic

Developing Playable Case Studies using GenAI to train negotiation, decision making, and collaboration skills.

## Main Takeaways

1. Guidelines to set-up a negotiation scenario, starting from the setup of a case study, and generating narrative lines, interactions and outcomes with the help of GenAI.
2. Analysis of several GenAI use cases in education for negotiation skill training.
3. Examples of self-regulated alternatives for students to improve their negotiation skills using GenAI (e.g. theme: salary negotiation with suggested GenAI prompts).

# Summary - Workshop

Design a short, 15-minute negotiation role play using GenAI based on a psychological bias, or a theoretical concept.

The result should include:

- A brief context or story
- Two roles with distinct objectives (minimum: Buyer vs. Seller or equivalent)
- One or two tension points grounded in the theory/bias
- Optional: an ethical dilemma or an information asymmetry
- You can use the prompts we created (or try your own way)
- You are free to use any GenAI model you want.



## Now is your turn

- Design a short, 15-minute negotiation role play using GenAI based on a psychological bias, or a theoretical concept. The results should include:
  - A brief context or story
  - Two roles with distinct objectives (minimum: Buyer vs. Seller or equivalent)
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# Game-Based Learning Community

Erasmus University Rotterdam

Where educators meet, exchange and create Game-Based Learning knowledge.

## Curious? Get in touch!

### Community hosts:

- Pablo Ortiz de Zaldumbide – [portiz@rsm.nl](mailto:portiz@rsm.nl)
- Shen Lui – [shen.liu@eur.nl](mailto:shen.liu@eur.nl)

### GBLC session #8 guest speaker:

- Dimitrios Tsekouras – [dtsekouras@rsm.nl](mailto:dtsekouras@rsm.nl)

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