



## Role Cards

### Chief Executive Officer (CEO) – Good leader

#### Who you are

The CEO leads the company – keep everyone involved, working as a team  
You are responsible to your shareholders and must make sure they continue investing

#### You want

- To make the most profit
- To make a profit as soon as possible, so you can pay dividends to your shareholders

#### What you must do

- Bid on the block that will make the most profit
- Keep an eye on time
- Listen to the views of all colleagues
- Justify your team's choice of investment to the other teams



## Role Cards

### Finance Director (FD) – Good mathematician

#### Who you are

The FD oversees all of the financial aspects of the company  
You work with your colleagues to do the financial calculations

#### You want

- To avoid risky decisions
- To commit to a smaller investment, rather than invest a lot with no guarantee of high profits

#### What you must do

- Listen to your colleagues' arguments.
- Question each item of spending and seek evidence that high spending will generate higher profits
- Make sure your team's development costs and predicted profits are correct and present these to the Market Analyst
- Be in charge of the spreadsheet and use it to predict your profit or loss



## Role Cards

### Facilities Manager (FM) – Good persuader

#### Who you are

You specialize in planning and carrying out the drilling and pipe-laying operations to access the oil in the reservoir

#### You want

- Maximum investment in drilling technology as this will be good for your department

#### What you must do

- Argue in favor of investment in new production facilities, rather than tying in to existing ones
- Help the FD identify the costs for drilling and installing wellhead equipment, and for new production facilities
- Help your team consider risks and take decisions



## Role Cards

### Reservoir Engineer (RE) – Good persuader

#### Who you are

You specialize in planning and carrying out the drilling and pipe-laying operations to access the oil in the reservoir

#### You want

- Maximum investment in water injection technology as this will be good for your department

#### What you must do

- Argue in favor of investment in water injection facilities
- Help the FD identify the costs for drilling and installing water injection wells and equipment
- Help your team consider risks and take decisions



## Role Cards

### Risk Analyst (RA) – Good at analysing situations and explaining them

#### Who you are

You weigh up the pros and cons of a situation, using your understanding to guide the company's decisions

#### You want

- For the company to balance risks against rewards
- The company to hold out for long-term profits (rather than making profits as soon as possible). You believe this will earn a greater overall return

#### What you must do

- Help your colleagues see the good and bad points about each block
- Argue in favor of the option that generates the most profit in the long term, even if this requires the most investment
- Deliver the Annual Financial Report to the Market Analyst each year