

GAMIFICATION TAXONOMY

Our independent university research is the first of its kind. We have codified over 200 enterprise gamification case studies to develop the world's first enterprise gamification classification system. The objective of our research is to get to the core of the estimated 80% failure rate of gamification projects, and develop more ethical and effective design methodologies. These are some of our early findings:

THE 7 GAMIFICATION STRATEGY OPTIONS

Strategy		Est. Size of Market
Digital Game	Simple browser or mobile game apps	17%
Digital Simulation	Browser based simulations	5%
Platform A: Vendor API/Plugin	Gamified enterprise platforms	29%
Platform B: Custom Build	Enterprises designing their own systems	29%
Simple product features	Simple features that enhance the product	8%
Significant product features	Significant elements that change the nature of the product	1%
Playful experiences	Used in events, promotions or campaigns	11%
Total		100%

Number of Cases

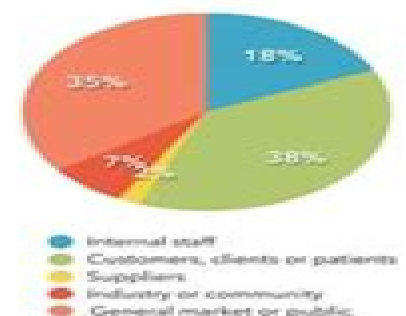
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There are 7 key enterprise gamification strategy options. Each requires a unique set of design and investment decisions that need to be tailored to specific business needs. Challenge: Is your consultant or vendor giving you independent and rigorous advice?

TARGET AUDIENCE

Strategy		Est. Size of Market
Internal staff	Internal facing gamification	18%
Customers, clients or patients	External, market facing gamification	38%
Suppliers	Focus on value chain effectiveness	2%
Industry or community	Industry specific initiatives	7%
General market or public	Broad market or public reach	35%
Total		100%



There are 5 key target audiences for enterprise gamification and each requires careful user profiling. Challenge: Are you creating user proving that meets business enterprise needs (rather than game world constructs)?

Gamification In Sales Support Enterprise Gamification

Volume 6

Emilie Sanchez



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