

# Role-Playing Game

**Christian Winterhalter** 



# Popular RPG Genre

- Classical RPGs
  - Final Fantasy, Star Wars: Knights of the Old Republic
- Action RPG's
  - The Legend of Zelda, Souls series
- > Tactical RPGs
  - Disgaea, XCOM
- ➤ MMORPGs
  - WoW, LotRo, EverQuest
- Roguelikes
  - Binding of Isaac, Darkest Dungeon

# West vs East

#### JRPG Stereotypes (Console RPG)

Linear Story
Heavier on Dialogue and Plot
Geared towards younger crowd

#### **WRPG Stereotypes (Computer RPG)**

Dark and Gritty
Customizable character
Realistic Look



# You are the Hero

Convincing motive and consistent personality





 Needs to be someone that the player can like and not get tired of.

# Dialogue

The Good...

and the Bad





CATS: ALL YOUR BASE ARE BELONG TO US.

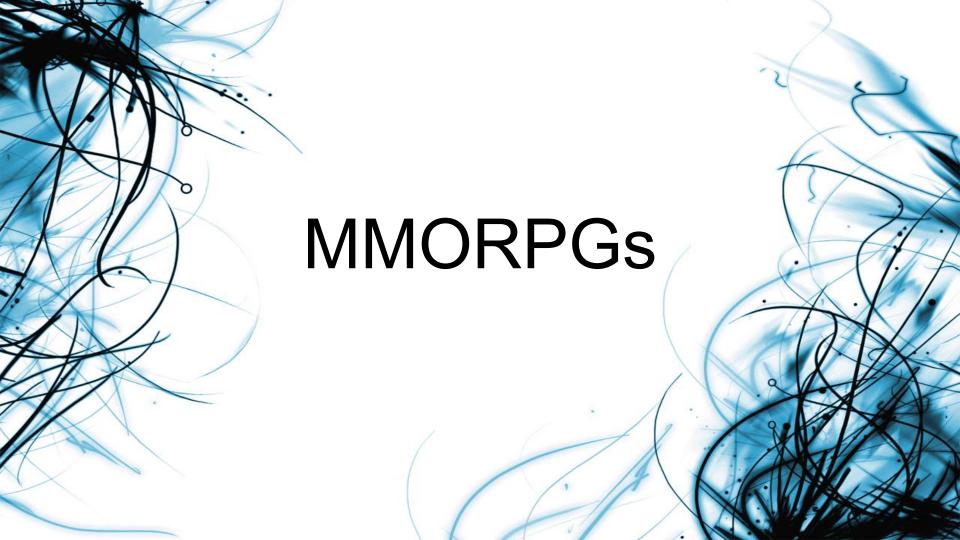
#### Silence in RPGs

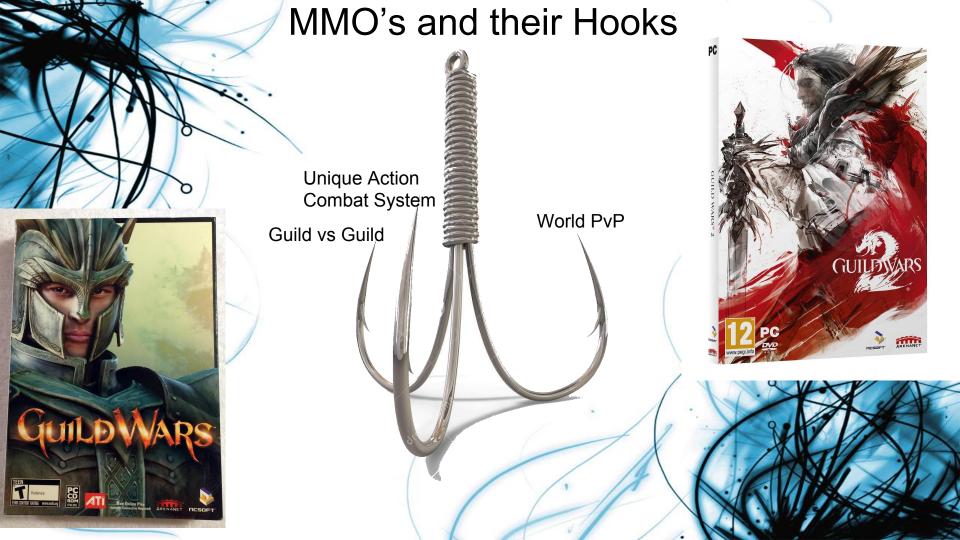
- Can create a more immersive experience and world.
- The player connects on a deeper level with the avatar of the game.
- Works on players emotions

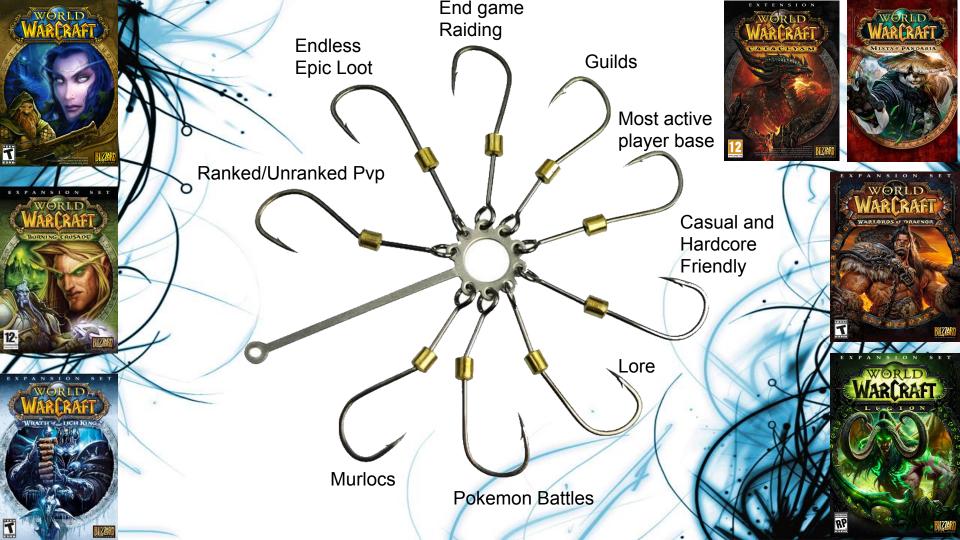
# The World

Art and lighting Sound Effects Music Lore



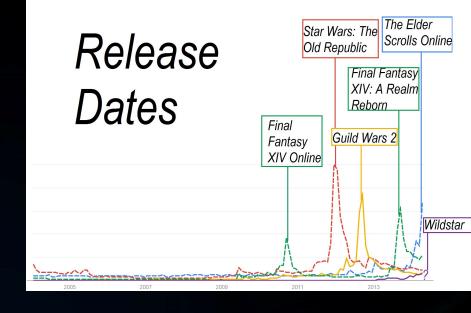






# How to stay Relevant?

- Polishing vs Change
- Capitalizing on Strengths



- Break the Mold
- What worked back then...

## How Blizzard uses Data

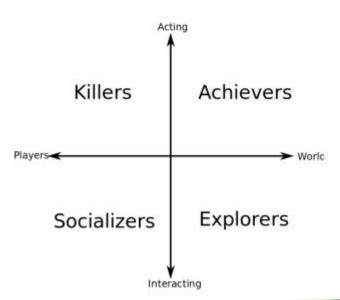
- See's success as a moving target
- Doesn't mine upsetting the Hardcore in order to listen to the Casual.
- Reinvents itself to attract both the old and the new



## Psychology behind MMO's

- Affecting other player's experience.
- With a system of reward and punishment, completely unfun task can turn fun.
- Addiction
- Becoming a second job

#### The Bartle Test of Gamer Psychology





#### Definition:

## Wikipedia:

- A **casual game** is a video game targeted at or used by a mass audience of casual gamers.

- Casual games can have any type of gameplay, and fit in any genre.

 They are typically are distinguished by their simple rules and lack of commitment required.

# Three "Pillars" (Or Why Tetris is the Greatest Casual Game of All Time)

- 1) Pick up and Play
- 2) Far Reaching Player Base
- 3) Small Short Term Problems, Large Long Term Problems



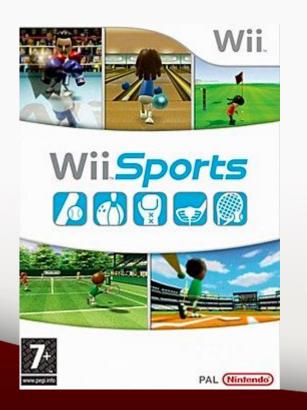
# Pillar 1: Pick Up and Play

- Intuitive

- Short Individual Play Sessions

- Fun not Frustrating

#### **Intuitive Games:**







#### **Short Sessions**

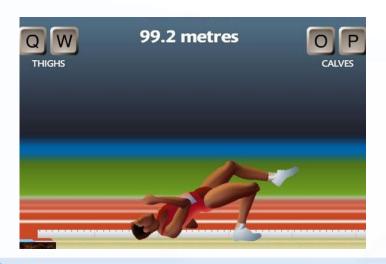
- So you can play in your offtime

- Shorter Levels

- High Score Chasing

## Fun not Frustrating

Who wants to play a frustrating game?





# Meet Lori Baker:

- Nutrition Educator from Cambridge, Massachusetts.
- Current World Record
   Holder for Tetris (841 lines)



"I wouldn't call myself a Gamer... I'm interested in cooking, reading, that sort of thing. Gaming, such as playing Tetris, is a very minor hobby."

Quote from: http://www.twingalaxies.com/content.php/2614-Lori-Baker-Gameboy-Tetris-DX-Champion

# Pillar 2: Far Reaching Playerbase

Who plays it? Why is it interesting for everybody?

- Culture Spanning

Demographic Spanning

# **Culture Spanning**

- Gameplay that works in all Cultures



- Easy to Localize





## Demographic Spanning

- Kids, Soccer Mom's, College Kids, Middle Aged Men

Most Microtransaction Spending Done by ages 35 - 44.

#### Facts:

Tetris has been played in over 185 countries

It's been translated into over 50 different languages

- It's on over 50 different consoles





# Pillar 3: Small Short Term Challenges, Large Long Term Challenges

Low Learning Curve, High Skill Cap

Progress Between Sessions

- It may take a while, but you'll get there

#### **Difficulty Curve** Hard **Frustrating** Hardcore Fun Challenging Fun Difficulty Balanced Fun Casual Fun Mindless Fun **Boring** Easy Low Player Skill High

## Learning Curve

- Accessibility is key

 Good rewards for success

- Little to no punishment for failure.

# Progress Between Sessions

- Short Term Play-time

Long term goals

 Anything can be accomplished with enough time



# Microtransactions

(They're in your head, man.)

## Psychology

- Based around Hedonic Adaptation

Best described as diminishing returns for happiness in People.

- That first slice of pie was delicious. That second one wasn't nearly as good.

# How do they take advantage of it?

(Screenshots from Summoner's War)

#### **Premium Currencies**

- I can spend 500 gold, but \$5.00 is outrageous!





# Skill Games Transitioning to Money Games

- I was pretty good starting out, but I need a little extra to keep up.

- Done subtly enough, you won't even realize it.



#### **Reward Removal**

- "Here's a free box of cookies! I see you've now eaten a few cookies. Give us \$5.00 or we take the box back

- Congrats on making it to level 15! Look at this great deal we're offering as a reward! It only costs

\$5.00, but it's actual value is \$100. Only 6 hours left to decide!"

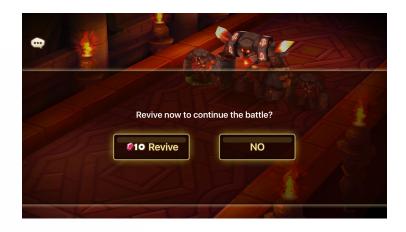


#### Soft and Hard Boosts

- Soft: "Here's an experience booster, lasts a day!"

- Hard: "Revive your party, 10 coins!"





#### Time Gate

- "I could wait.... or I could spend 10 coins!"





# Who does microtransactions (mostly) right?

# Counter-Strike: Global Offense

# Payment Model

- One-time purchase
- Microtransactions trialed on TF2 with cosmetics

### **Primary Markets**

- Community Market Keys and Rakes
- Valve Store -Beanies, Hoodies, Shirts, and MORE!!!
- ESL Shop Team Hoodies, Jerseys, and Shirts

### Secondary Markets: Clothes, Skinsuits, Body Mods

- OPSkins
- CS:GO Exhange
- r/csgomarketforum
- Twitch.tv
- Boosting
- Hacks

# Communities and Chairiscopes

- GOSU Gamers
- HLTV
- Twitch.tv

# Community: Upcoming Tournaments

MLG Columbus 2016	1,000,000 USD
ESL Pro League S3 Finals	512,000 USD
ELEAGUE Season 1	1,200,000 USD
DreamHack Masters Malmo	250,000 USD
CEVO GFinity Pro S9 Finals	125,000 USD
ESL One Cologne 2016	250,000 USD
DreamHack ZOWIE Open Bucharest	100,000 USD

Data from HLTV [1]

# Teams and Players: World Rankings

106 Teams

811 Players

48 Competitions in the past 12 months

Data from ESL [1]

# Juxtaposition Junction (No Alliteration)

#### The Ultimate Show Down

#### Hearthstone

- Free to Play
- Low Tournament Payout
- High Mean Twitch Viewership
- Large Online Community

#### Magic the Gathering

- Expensive to Play
- Higher Tournament Payout
- High Var Twitch Viewership
- Large Online Community

# Money, Cars, Clothes, ... you

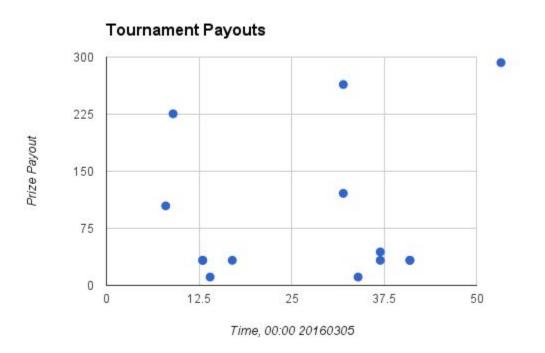
#### Hearthstone

- Free to Play
- Can purchase packs
- Costs nothing to play for rank

#### Magic the Gathering

- Must purchase cards
- Tournaments have entrance fees
- Competitive, high entry barrier

# [M]issing Contests: Upcoming Tournaments



# [M]issing Contests: Upcoming Tournaments

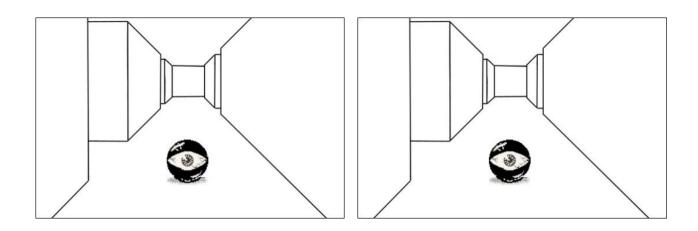
- FNM Sponsored by Wizards
- SCG Weekly tournaments (~22k USD total payout), 50USD Fee

# **Secondary Markets**

Hearthstone has no secondary market.

Magic: The Gathering has an immense secondary market

# **Behold**



# **Beholders**

# A (Brief) History

1999, Counter-Strike 1.6 as a modification of Half-Life

2000, Valve buys CS

2004, CS:Condition Zero, CS:Source

2012, CS:Global Offensive is what we will focus on