

# GAME AUDIENCE DASHBOARD

**MAIN FEATURES** 



### WE COMBINED PSYCHOMETRIC METHODS AND A WEB APP TO COLLECT MOTIVATION DATA FROM OVER 500,000 GAMERS



### **An Empirical Model**

Our motivation model (next slide) was developed via established psychometric techniques, such as factor analysis—a statistical method that identifies how variables cluster together.



### A Unique Data Set

Over 500,000 gamers worldwide have participated in our Gamer Motivation Profile, providing data on their motivations, demographics, and their favorite games.



### **Actionable Insights**

Our data links game titles/franchises with demographic and motivation variables, allowing us to analyze the motivations of game audiences to produce data-driven insights.

#### **Our Expertise in Gamer Motivation Research**

For over two decades, Nick Yee and Nic Ducheneaut have been studying the motivations and behavior of gamers. They have over 40 peerreviewed papers on gaming and virtual worlds. Nick Yee's paper on the motivations of online gamers has been cited over 3,400 times.

### QUANTIC FOUNDRY'S GAMER MOTIVATION MODEL BASED ON DATA FROM OVER 500,000 VIDEO GAMERS REVEALED 6 KEY PAIRS OF MOTIVATIONS

53					
Action	<b>Social</b>	<b>Mastery</b>	Achievement	<b>Immersion</b>	<b>Creativity</b>
"Boom!"	"Let's Play Together"	"Let Me Think"	"I Want More"	"Once Upon a Time"	"What If?"
<b>Destruction</b>	<b>Competition</b>	<b>Challenge</b>	<b>Completion</b>	Fantasy	<b>Design</b>
Guns. Explosives.	Duels. Matches.	Practice. High	Get All Collectibles.	Being someone else,	Expression.
Chaos. Mayhem.	High on Ranking.	Difficulty. Challenges.	Complete All Missions.	somewhere else.	Customization.
<b>Excitement</b>	<b>Community</b>	<b>Strategy</b>	<b>Power</b>	<b>Story</b>	<b>Discovery</b>
Fast-Paced. Action.	Being on Team.	Thinking Ahead.	Powerful Character.	Elaborate plots.	Explore. Tinker.
Surprises. Thrills.	Chatting. Interacting.	Making Decisions.	Powerful Equipment.	Interesting characters.	Experiment.



## GAME AUDIENCE DASHBOARD

The dashboard provides real-time online access to our full data set.

When gamers fill out the profile survey, we also ask then to list specific game titles they enjoy. The dashboard provides a way to pivot between gamer motivations, demographics, and specific game titles/franchises.

### LOOK UP OVER 2,500 GAME TITLES

#### Home / Audience Profile

Help	civiliza		Profile
	Sid Meier's Civilization V	(sample size: 15,779)	
	Sid Meier's Civilization VI	(sample size: 14,363)	
	Civiliza tion (series)	(sample size: 10,030)	
	Sid Meier's Civilization IV	(sample size: 3,049)	
	Sid Meier's Civilization II	(sample size: 850)	
	Sid Meier's Civilization III	(sample size: 672)	
	Sid Meier's Civiliza tion: Beyond Earth	(sample size: 491)	
			-

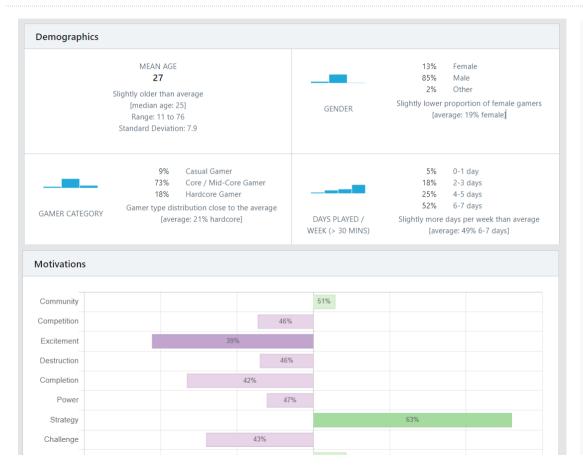
### Easy and Quick Title Searches

Not sure of the exact name of a game or its spelling? Just type in a word fragment, and the dashboard will show you what's available.

#### **Live Access**

The dashboard is connected to the live database. As soon as a gamer fills out the profile survey, their data is accessible to the dashboard.

## **GAME AUDIENCE PROFILES AT A GLANCE**



### **Quick Demographics**

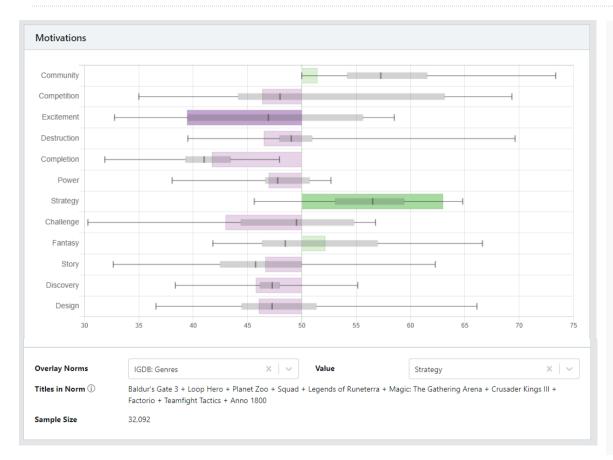
See the overall demographic profile and how it compares to gamers in our full dataset. Is this audience less active than gamers in general?

### A Chart of What This Game Audience Cares About

The chart shows how this audience compares with the average gamer—the 50<sup>th</sup> %-tile represents the average.

Quickly get a sense of what's most and least important for this game audience. Use that information to prioritize development, allocate resources, and tailor marketing messaging.

## **GENRE OVERLAY PROVIDES BASELINE**



#### **Genre Norms**

We reference IGDB to dynamically generate comparative norms for themes (e.g., horror) and genre (e.g., strategy) based on recentlyreleased titles that fit the criteria.

A box-and-whiskers plot shows the min/max, median, and interquartile range of the genre norms.

### **Quick Comparative Insights**

The overlay allows you to quickly identify how a specific title fits in the broader genre, and how it might be an outlier.

## **EXPLORE SIMILAR GAME TITLES**

Title ↑↓		(	1) <b>Q</b> F	Scor	e î↓	
Sid Meier's Civilization IV				8.73		
Civilization (series)				7.48		
Frostpunk				6.94		
Europa Universalis IV (series)				6.91		
Crusader Kings III				6.75		
Cities: Skylines				6.68		
Sid Meier's Civilization V				6.47		
Stellaris			6.35			
Total War: Three Kingdoms		6.32				
XCOM 2				6.03		

## Find Other Games Popular with This Audience

Identify other game titles that target similar gaming motivations and are disproportionately popular among this audience. Easily cross-reference the audience profiles of those games with one click.

## Use This List for Competition and Feature Analysis

The list surfaces common themes, features, and mechanics that are particularly appealing with this audience.

It also helps identify competitors for this game audience, even if those game titles fall in a different game genre.

### **FINE-TUNE YOUR TARGET AUDIENCE**

Нер	id Meier's Civilization VI × Frostpunk × C	Crusader Kings III ×	Stellaris × × Profile
	[Demographics]: / Hide / Re	Age (maximum 35 eset Filters	5)
Filters (Date)			
Start Date	YYYY-MM-DD	End Date	YYYY-MM-DD
Filters (Demog	raphics)		
Age	Minimum 35	Gender	βelect ✓
Gamer Category	Select 🗸 🗸	Days Played / Week (> 30 mins)	Select 🗸 🗸

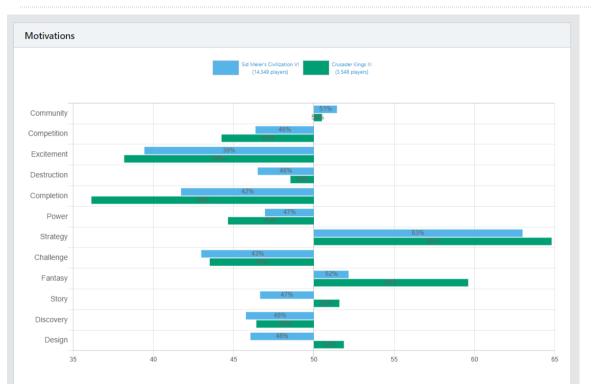
## Create a Custom Basket of Game Titles

Want to explore the profile of a set of similar game titles? Just add them to the game title list.

## Filter the Sample Using Demographics

Isolate younger/older gamers in a genre or casual/core gamers using the demographic filters.

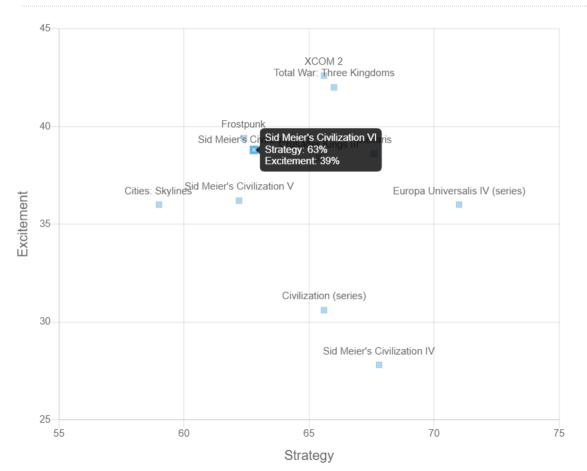
### **EASILY COMPARE GAMES**



### Side-by-Side Comparisons

Need to compare the motivations of different games? Use our comparison feature to put 2 or more games side by side.

## **VISUALIZE A GAME NEIGHBORHOOD**



### **Identify Most Similar Games**

Pick one or more games, and the dashboard will find the 10 most similar games and generate a map of the game neighborhood. Visualize how games are related to each other and how they vary on specific motivations.

### Identify Design and Player Acquisition Opportunities

The map helps marketers understand where they might acquire new players for an existing franchise. It can also help designers understand areas that are crowded vs. those that may be underserved.

### **REVERSE LOOKUPS**

Community	Minimum	Maximum	Competition	Minin		Maximum	
ommunity	winimum	Maximum	Competition	IVIININ	num	Maximum	
xcitement	Minimum	Maximum	Destruction	Minin	num	Maximum	
ompletion	Minimum	Maximum	Power	Minin	num	Maximum	
itrategy	60	Maximum	Challenge	Minin	num	Maximum	
antasy	Minimum	Maximum	Story	60		Maximum	
Discovery	Minimum	Maximum	Design	Minin	num	Maximum	
<b>Title</b> ↑↓ Enter Title		Sample Size ↑↓	Catalog] Cata		tic Foundry Game Catalog] Story ↑↓		
Fire Emblem (se	ries)	4,617	63.87	63.80		63.80	
Fire Emblem: Pa Radiance	th of	614	63.10		62.41		

### **Filter Games By Criteria**

Instead of starting with a specific game title in mind, you might need to identify game titles that fit a set of specific criteria. The Dashboard allows you to filter game titles by demographics, motivations, and IGDB meta data (e.g., publisher, theme, genre, and platform).

## Searches Optimized for Depth and Breadth

Use reverse lookups to identify popular exemplars of unusual motivation combinations, or to explore how to patch the gaps in your portfolio of titles.

Titles that fit your criteria can be clicked to automatically load them in your query bar, allowing you to quickly explore a genre (e.g., all the strategy games that Paradox makes).



# **QUESTIONS/COMMENTS?**

If you have any questions or would like a live demo of the dashboard, contact us at:

TEAM@QUANTICFOUNDRY.COM

