| Parallel | Products Designed to Engage a Large Marketplace |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Concepts | Software Apps | User Documentation | Screenplays / Films | Games |
| Structured Elements | Hierarchy of blocks of code | Blocks of info > sections > manuals > doc sets | Beats > scenes > sequences > acts $>$ stories $>$ sagas | Levels of play |
| Reusable Blocks of Content | Generic code (functs or routines) used by other apps | Text or graphics that contain generic elements | Scene you've seen in several films (chase sequence, epic showdown, first kiss, etc.) | Repeating sequences or actions |
| Categorization (Rules \& Syntax) | Classes, structures, functions, definitions, inheritance, delimeters, operands | Content format depends on purpose: reference, tutorial, conceptual, case study | Genre-based patterns (mystery, romcom, western, etc.) that audiences expect to see in order to buy a ticket and/or feel satisfied | Boundaries, levels, scoring, penalties, bonuses, speed of play |
| Target Audiences | Novice to expert users | Novice to expert users | Blockbusters aim at 4 corners: young, old, male, female | Novice to expert players |
| Audience Motivations to Give Time \& Attention | - Life-Affirming Energy / Joy <br> - Immersion / Escape / Flow <br> - Purpose / Meaning <br> - Accomplishment / Progress <br> - Connection / Relationships | - Purpose / Meaning <br> - Accomplishment / Progress <br> - Connection / Relationships | - Life-Affirming Energy / Joy <br> - Immersion / Escape / Flow <br> - Purpose / Meaning <br> - Accomplishment / Progress <br> - Connection / Relationships | - Life-Affirming Energy / Joy <br> - Immersion / Escape / Flow <br> - Purpose / Meaning <br> - Accomplishment / Progress <br> - Connection / Relationships |
| Distribution Channels | PCs, mobile apps, device-specifc apps | Hardcopy, electronic, context-sensitive | Location-based access (home / theater), online, offline devices | Location-based access (home / vendor), online, offline devices |
| Communication Methods | Get / Send parameters | User-centric vs. curation-centric | One-way transmission in 2-D or 3-D, on any size screen | Interactive by definition, in 2-D or 3-D, on any size screen |
| Quality Objective | Timely execution of error-free logic | Timely acquisition of accurate \& complete info | Emotional satisfaction or effective persuasion | Emotional or intellectual satisfaction |
| Main Objective | Transfer Data | Transfer Knowledge | Transfer Emotion | Transfer Fun |
| Cathartic Release | Attaining Main Goal | Attaining Understanding | Witnessing Protagonist Attaining Main Goal | Attaining an Epic Win |
| Decision Points | if, then etc. | hyperlinks | plot points (commercial breaks) | continual |
| Feedback Avenues | Data analytics, online channels like social networks, surveys, word-of-mouth | Data analytics, online channels like social networks, surveys, word-of-mouth | Data analytics, online channels like social networks, surveys, word-of-mouth | Data analytics, online channels like social networks, surveys, word-of-mouth |
| Engagement Indicators | - willing to receive info <br> - seeking info <br> - trying or testing <br> - making a purchase <br> - evaluating <br> - actively using <br> - quitting early <br> - exiting properly <br> - deinstalling <br> - actively promoting or condemning <br> - repeating purchase or experience | - willing to receive info <br> - seeking info <br> - trying or testing <br> - making a purchase <br> - evaluating <br> - actively using <br> - quitting early <br> - exiting properly <br> - deinstalling <br> - actively promoting or condemning <br> - repeating purchase or experience | - willing to receive info <br> - seeking info <br> - watching a trailer <br> - making a purchase <br> - evaluating <br> - actively using <br> - quitting early <br> - exiting properly <br> - deleting content <br> - actively promoting or condemning <br> - repeating purchase or experience | - willing to receive info <br> - seeking info <br> - trying or testing <br> - making a purchase <br> - evaluating <br> - actively using <br> - quitting early <br> - exiting properly <br> - deinstalling <br> - actively promoting or condemning <br> - repeating purchase or experience |

