

# Business Simulations

Accelerated Learning programs that help develop competent managers with strong soft skills

## Program Objectives

Accelerated learning

Management skills

Leadership skills

Creativity

Increased productivity

Higher ROI.

## Target Group

Managers  
Middle to senior management  
Line managers  
Business Units

## Program Outline

### **THE CHALLENGE SERIES**

Basic simulations help managers understand the operation of a total enterprise. Extended versions of the Challenge Series focus on specific learning objectives and industry settings.

### **THE STRATEGY SERIES**

Simulations for middle to senior management, focus on business strategy in industrial Short simulations that explore a single business concept. environments.

### **THE TACTICAL SERIES**

Simulations on the tactical management and control of a total business. Explore the need to manage and control the internal operation of a business efficiently.

### **THE FUNCTIONAL SERIES**

Simulations on the issues of a specific functional area (such as sales or production). Allow line management to develop their skills as they manage effectively and efficiently.

### **THE CONCEPTS SERIES**

Short simulations that explore a single business concept.

### **PLANNING EXERCISES**

Experiential exercises that involve the preparation and justification of a plan or budget.

### **PROCESS SIMULATIONS**

These simulations take you through a business process such as sales forecasting or contract bidding and involve analysing data, predicting and recommending actions.

### **NEGOTIATIONS & ROLE PLAYS**

Computer enhanced role-plays use a computer model to assess the impact of team actions. For negotiations, models are used to assess proposals, ensure an adequate focus on money and ensure a WIN-WIN outcome.

## Program Length

Two hours to two days

## Program Language

English

