Business Simulation Game workshops

by

REVAS

Kick-off meeting

16/09/2020

What does REVAS mean?

REVAS means ***a dream*** (in Esperanto)

Revas dreams to help people:

- **gain useful managerial & life skills** e.g. problem solving, strategic thinking, data analysis, team work
- **prepare them to pursue their business dreams** in the future by giving them an **experience of business** and a risk-free **testing ground** to experiment with business strategies
- realize the **financial and social complexities** of running a business

Business Simulation Games Workshops

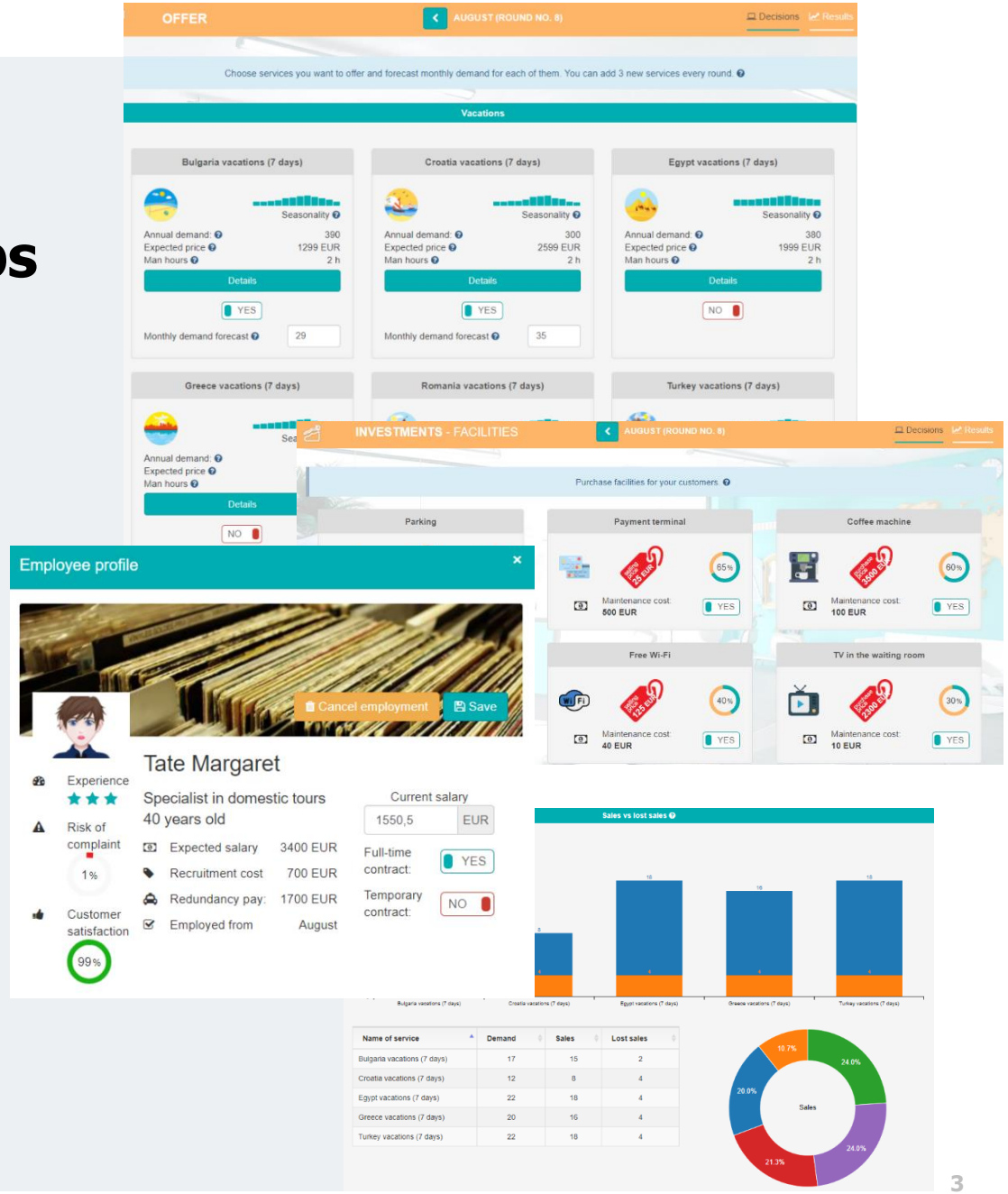
What is your task?

- manage virtual Travel agency
- prove your managerial skills
- win customers and beat the competition

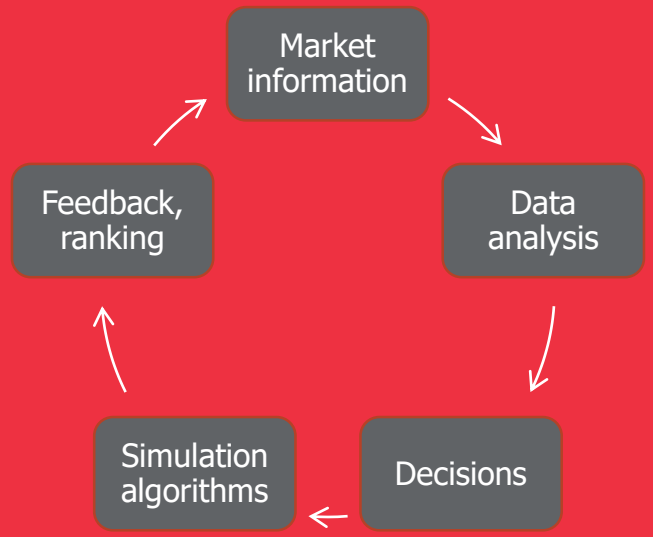
What do you need to succeed?

- strategic & analytical thinking
- problem solving
- team work
- a bit of business intuition & luck

[Take a peek inside the game]



Decision making process



Manage your virtual business for 10 virtual months (rounds)

Make realistic managerial decisions

- Select services
- Hire employees
- Invest in equipment
- Purchase resources
- Advertise your offer

Analyse the consequences

- Scorecard
- Sales report
- HR reports
- Finances
- Competitive analysis

Adjust your strategy

- Add new services to your offer
- Manage your staff (hire, dismiss, give bonus, train)
- Adjust prices
- Optimise supplies purchases

What does it take to be the best virtual manager?

Economic result

Make sure your company makes profits and its value increases over time.

Customer satisfaction

Care about your customers. Your offer needs to be a good mix of price and quality. Hire experienced staff and add amenities to your waiting room to improve customer experience.

Employee satisfaction

Monitor your employees' satisfaction level. Set salaries, give bonuses and make sure to offer them training as well as other benefits.

Business development

Grow your business.
Add new services to your portfolio, hire new employees, make investments.

Debt ratio

Try to finance your business mainly with own capital and be careful not to get in debt too much.

Be the best in monthly scorecard = win a battle
Be the best in the cumulative scorecard = win the war

Round 1

- Organize your business
- Make investments

Round 2

- Buy equipment, resources, hire staff
- Start selling 3 services

Round 3

- Add more services
- Buy HR amenities
- Monitor competition &revise your strategy

Round 4

- Add services
- Buy amenities for customers
- Monitor competition &revise your strategy

Round 5

- Add services
- Add traditional marketing
- Monitor competition &revise your strategy

Round 6

- Add online marketing
- Monitor competition &revise your strategy

Round 7

- Add HR training
- Monitor competition &revise your strategy

Round 8

- Compete & improve your scorecard

Round 9

- Compete & improve your scorecard

Round 10

- Compete & improve your scorecard

FINAL RESULTS

Training details:

5 weeks (21 Sept. – 25 Oct.)

2 round each week (Monday-Wednesday & Thursday-Sunday)

Training materials: http://www.revas.online/leti

Each round starts with an introduction in Teams,
then teams have time to make decisions

Special **individual consultations** for all teams 3 times during the workshops

What’s next?

01

Get your login info

Every participant will receive an individual e-mail with login information (link, login & password).

02

Log in to make sure everything works

Test you login info to make sure you can access the game once round 1 starts.

03

See you at the briefing on Monday!

You can take a look at the simulation materials e.g. simulation guide or enjoy your week and wait for the introduction on Monday.

Questions?

Contact your facilitator:

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