



BUSINESS SIMULATION

AGENDA FOR 2-DAY PROGRAM

EMD's Focus:

Formulating business strategy & plans

Organisational restructuring

Commercial awareness skills development

Commercialisation

Performance measurement & management

Project Management

Remuneration options

Process re-engineering and continuous improvement processes

Team based work units

Consultative and bargaining processes

360° feedback

Training and learning processes

Head Office:
81 - 83 Shepherd Street
Chippendale NSW 2008
PO Box 436
Broadway NSW 2007

T +61 2 8399 0011
F +61 2 8399 0022
Email
info@emdgroupp.com.au
Web
www.emdgroupp.com.au

DAY 1

CORPORATE INTRODUCTION

INTRODUCTION/WELCOME

THE IMPORTANT STUFF

OVERVIEW OF THE DAY

SIMULATION EXERCISE CLEAN WATER RENTALS

- Simulation Details
 - Why a simulation
 - Approx. 6 hours
 - Allocate team members
 - And correct skill mix
- Explain simulation Business

CONDUCT SIMULATION

- Work through the session notes Break
 - Year 1**
 - Summarise key learnings and test for competencies
 - Year 2**
 - Summarise key learnings and test for competencies
 - Year 3**
 - Review why key decisions were made and test for competencies
 - Year 4**
 - Review why key decisions were made and test for competencies
 - Overview of the key learnings for the simulation, (test for competencies)

DAY 2

INTRO AND SET UP FOR DAY TWO

KEY LEARNING EXERCISE

PERSONAL INCOME STATEMENT EXERCISE

P&L AND BALANCE SHEET

P&L Statement

- Take the group through the generic method to review P&L
- At each step review all aspects of the Organisations P&L statement

Review Organisations important points as well as our generic steps

- Revenue
- Expenses
- Franchise fee ROI
- Labour, materials / contractors
- Accumulated surplus (profit)
- Operating profit before abnormal items and tax

HOW DO THEY INFLUENCE THE ORGANISATIONS P&L STATEMENT

BALANCE SHEET

REVIEW ASPECTS OF THE ORGANISATIONS BALANCE SHEET

(Test for competency throughout the exercise asking questions and getting individuals to summarise key learnings)

- Current and non current assets
- Current and non current liabilities
- Organisations cash flow

COST CENTRE REVIEWING P&L STATEMENT TEAM MEETING EXERCISE

- Set the group up as if they were conducting a team meeting to review a P&L statement (monthly meeting) back in the workplace.
- Set the scene - You will be testing the group to see if they apply what they learnt over the two days.
 - Review revenue first
 - Analyse expenses
 - At each stage of this exercises give feedback both positive and negative of what the group is doing
 - Show them how to write up the P&L, review data

WORK GROUP EXERCISES

Break the individuals into workgroups and get them to review their P&L statement

- Outcomes are to identify areas of improvement. Assist and work with the group so that they can perform this exercise
- This is the exercise where you test to ensure understanding and reinforce application of the learnings over the past days

PROCESS IMPROVEMENT IDEAS

- Workgroups to identify any improvement ideas to improve their P&L statement
- Any other ideas

Get the groups to record the ideas

SUMMARY

- Explain what is expected of them when they are back in the workforce.
- Any questions

WHO SHOULD ATTEND?

- EMD tailors the Business Simulation program to suit different groups of people.

WHAT NEXT?

If you are interested in more information please give us a call on +61 2 8399 0011 and ask to speak to one of our consultants.

Alternatively, e-mail us at info@emdgroupp.com.au