

Global Green MBA Damia Class and International MBA Magnolia Class

Course Name: Business Game

Course Number: Global Green 209.8155 / International MBA 209.4820

Room 205, Jacobs Building

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Office hours: by appointment

1. Course Topics:

During this course students will use a special business/marketing web-based simulation. The business game is based on an engaging simulation set in the real world environment of the jeans wear industry. The simulation allows the students to analyze the changing marketplace, set strategy for their company, take tactical actions and compete against other teams. To play successfully, teams must create and manage the marketing strategy of a company selling their unique brand of jeans in competition with others in their own unique marketplace. The winners are the owners of the most successful brand – based on several KPI's such as sales, profits, market share and awareness. As in the real world, any competitive strategy can lead to success, depending on the decisions teams make, and the actions of their competitors.

2. Course Objectives:

By playing the simulation and competing with other teams, students will gain a better understanding of how business and marketing theories relates to real situations and be able to critically reflect on real world decisions leading to better commercial awareness.

3. Time and Place: (participation is mandatory)

▪ Introduction Day: 21.07.17 11:00 – 14:00

In this meeting we will learn the 'Playing to Win' model as a starting point for crafting a business strategy. This model is based on a book by A.G.Lafley (P&G CEO) and Roger Martin (2012), *Playing to Win*, Harvard Business Review. You can read more about it in the next article:

A.G. Lafley, Roger Martin and Jennifer Riel (2013), "A Playbook for Strategy: The Five Essential Questions at the Heart of Any Winning Strategy", Rotman Magazine

Later, we will discuss the case study ‘Oil of Olay’ and recall the basics of the marketing mix.

- **Kick off Meeting of the Business Game: 04.08.17 11:00 – 14:00**
- **Closing Meeting --- Presentations by the Teams: 08.09.17 11:00 – 14:00**
- **8 Virtual Quarters (deadlines for submission of your decisions):**
 - **Q1 deadline 07.8.17** midnight – *Analyses and Objectives*
 - **Q2 deadline 10.8.17** " – *Segmentation and Targeting*
 - **Q3 deadline 14.8.17** " – *Positioning and Branding*
 - **Q4 deadline 17.8.17** " – *Product and Price*
 - **Q5 deadline 21.8.17** " – *Promotion*
 - **Q6 deadline 24.8.17** " – *Place*
 - **Q7 deadline 28.8.17** " – *People and Process*
 - **Q8 deadline 31.8.17** " – *Physical Environment*

4. Prerequisites:

Introduction to marketing or marketing strategy

5. Course type:

Business simulation, competition between teams (up to **4** students in each team; maximum 8 teams). Communication with the lecturer will be through mail and Skype.

6. Learning Mode:

- The simulation runs online and results are automatically processed
- The simulation includes 8 rounds; each round represents one quarter of a financial year and is based around one of the 7 Ps of marketing
- Teams of 3-4 students will work together, brainstorm and decide on their business strategy and tactics - which will be submitted directly into the web

7. Course Requirements and grade:

25% of the course grade will be based on teams ranking according to the **simulation official ranking** (which includes your chosen KPIs) as follows:

- Team #1 will get 100 points
- Team #2: 90 points
- Team #3: 85 points
- Team #4: 80 points
- Team #5: 75 points
- Team #6: 70 points
- Team #7-8: 65 points

25% of the course grade will be based on the **total sales revenue ranking in Q8** of the teams as follows:

- Team #1 will get 100 points
- Team #2: 90 points
- Team #3: 85 points
- Team #4: 80 points
- Team #5: 75 points
- Team #6: 70 points
- Team #7-8: 65 points

25% of the course grade will be based on the **operating profits ranking in Q8** of the teams as follows:

- Team #1 will get 100 points
- Team #2: 90 points
- Team #3: 85 points
- Team #4: 80 points
- Team #5: 75 points
- Team #6: 70 points
- Team #7-8: 65 points

25% of the course grade will be based on:

- **Submission of your marketing plan** which includes all the decisions that the team took during the simulation (print it from the simulation website and submit it with your team name and students full details)
- **Presentation in the Closing Meeting:** your aim is to present your team strategy (high level, max 15 power point slides) at the closing meeting (presentation by all the students).

This presentation should include:

1. Your overall strategy based on:
 - Playing to Win model
 - The 4Ps model
2. Your three main KPIs - why you chose them?
3. Your main strategic decisions for each quarter and how it fit yours KPIs
4. The benchmarks or models that you used during the game
5. The way you worked as a team (for example, a specific role for each team member)
6. The way you monitor your competitors
7. Analysis of your **3 good decisions** (including explanations)
8. Analysis of your **3 bad decisions** (including explanations)

9. Who was the best team in the simulation according to your team (not yours of course) – explain why

Submission of the full marketing plan and your presentation by the end of the closing meeting.

8. Recommended reading and material that might support you:

- Strategic Brand Management , Kevin Lane Keller (2012), 4th edition, Prentice Hall
- Marketing Management (2012) – Kotler P., Keller, K. L., 14rd edition Prentice Hall
- All the materials that you learned in previous marketing's courses

Good luck and enjoy the game!

Yoel