MEGA LEARNING

GUIDE TO

Virtual Business Simulations

FOR PROFESSORS & TRAINERS

Our Promise

For online trainings to be successful, it is essential to place **motivation and engagement** of students right at the core of the program design.

Tap into their *power of action*, involve them by *leveraging dynamics of virtual teams*, but first and foremost by allowing them to *experience something* they can only learn from.

For that matter, **online business simulation games** allow students to experience working as a virtual team, while learning fundamentals of business. Learning by doing.

Overview

1 **Understand** the training objectives

2 **Build** your online program

3 **Follow** a train-the-trainer course

4 **Set up** your online teaching environment

5 **Evaluate** your students

#1 – Understand the training objectives

We built our **virtual training** based on precise objectives, to ensure participants dramatically improve their understanding of:

- Strategy
- Finance
- Business Modelling
- Marketing

The simulation can also play as an **integrator** of all the above.

Our promise with this training? Enable students to increase their business acumen while fostering team building in preparation or after of your online course(s)!

Check out our other simulations about Strategy, Finance & HR at **megalearning.com**

#2 – Build your online program…

A second step towards your successful online program is to give it structure! For that matter you'll need to:

- Draft an agenda of the training

- Define the content outline of your course

- Integrate the decisions rounds of the simulation into the course outline

- Prepare material, including pre-reading material

- Put up slides for your theory presentations

- Create videos and interactive content that are relevant for your course(s)

- Define which metrics to use to evaluate your students

#3 – Follow a train-the-trainer course

Your third step? Become a virtual facilitator of MEGA Learning's business simulation games in no time!

- Maximum 8 hours spread over one or two weeks

- Up to 8 participants per group

- Remotely via conference call (cf. suggested platforms in #4)

- Includes tests and certification

Book yours **here**.

#4 – Set up your online teaching environment

Our Business Simulations Games are 100% online. What you'll want is to create an environment in which you can:

- **Introduce theoretical concepts**, present simulation results and provide instructions to participants
- **Let students work in virtual teams** to integrate the concept and make decisions in the simulation
- **Provide coaching** (1st level support) to students while they're defining their strategy, executing it, organizing themselves, etc.
- **Let participants communicate their decision** with the system, in view of the next run.

Next to the simulation, we may provide syllabus samples and exercises about strategy, management and finance.

#4 – Set up your online teaching environment

You may also need **2nd level support** from a MEGA Learning consultant. We're here to answer questions from participants, for which you don't have a clear answer or need confirmation. In some case, you may want MEGA Learning to give **direct support** to students.

The **Key Success Factors** for implementing these online programs are:

- Using the best tool for the right purpose – one tool does not fit all needs

- Communicating clearly about the processes

Agenda	**Delivery**
Team & Organization	**Evaluation**
Tools Available	**Support** Who? How? When?

#4 – Set up your online teaching environment

We gathered below some tools to help you create such a **teaching ecosystem**

Objective	Tool(s) Available	Comment(s)
Virtual Classroom To introduce the game, provide instructions, describe theoretical concepts and comment on simulations results to <u>all</u> participants at once	**Skype** – *free, no download (1)* **Zoom** – *free, download needed (2)* **WebEx** – *free, download needed (3)* **Microsoft Teams** – *free, download needed (4)*	The best tool is the one you already use. If you can break down your group into sub-groups, Skype would be the best option as it requires no download and no signup. Microsoft Teams is also an option for large groups of up to 250 participants (in its free version)

1. Skype is free for up to 50 people at once https://www.lifewire.com/participate-in-a-skype-conference-call-3426281

2. Zoom is limited to 40-minute calls for up to 100 participants, in its free version https://www.zoom.us/pricing/

3. WebEx can host calls of up to 100 participants https://www.webex.com/pricing/index.html

4. Microsoft Teams allows up to 250 participants https://products.office.com/en-us/microsoft-teams/compare-microsoft-teams-options

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Teams/Students Space A space where each facilitator can reach out to the teams they're coaching, to provide 1st level support (direct coaching). This is also where Teams/students should be able to discuss and define their strategy going forward.	<u>Video conferencing</u>: same as above. <u>Chat with Instructor</u>: **Piazza** (free Q&A platform that works as a 'forum' where Participants can ask questions and Facilitators answer, creating threads that can be visible to all other participants too or just to instructors). <u>Private Chat for Teams</u>: Groups can be created on **WhatsApp**, **Messenger** or even **Skype** (in the free, sign-up version)	Make sure to communicate to students/participants that they should take time to brainstorm as a team (ca. 45 mns) and allow some time to ask questions to their instructor(s) to gauge their strategy. The last 15 mns of team time should be dedicated to communicating their decision with the system.

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#4 – Set up your online teaching environment

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Simulation This is the interface on which students/participants introduce their decision for the next run.	**Use the URL** provided by your MEGA Learning consultant (different depending on the version of the game you are playing)	Define the process: Who is doing what? When? How to finalize the decision? When can we work individually and when is the team adding value?
Second-level Support *(optional)* This is where educators will forward questions from students/participants to a MEGA Learning consultant, if they need further information to provide an answer.	MEGA Learning consultants use all the available tools to provide fast answers to your questions (**WhatsApp**, **Piazza, MS Teams, e-mails** and even **phone calls**). You can also invite us to your environment to provide support in answering participants' questions or monitoring answers quality.	

Students are usually tech-savvy and will find it **easy to connect** to your teaching environment. Make sure, though, to detail it by email and keep consistency in the tools you're using so students know <u>when</u> and <u>how</u> to connect with their instructors.

MEGA Learning can help you structure that

#5 – Evaluate your students

The student will be evaluated based on the **results** in the simulation and via **online questionnaires**.

We provide you with multiple choice questions to integrate into your **LMS** (**L**earning **M**anagement **S**ystem).
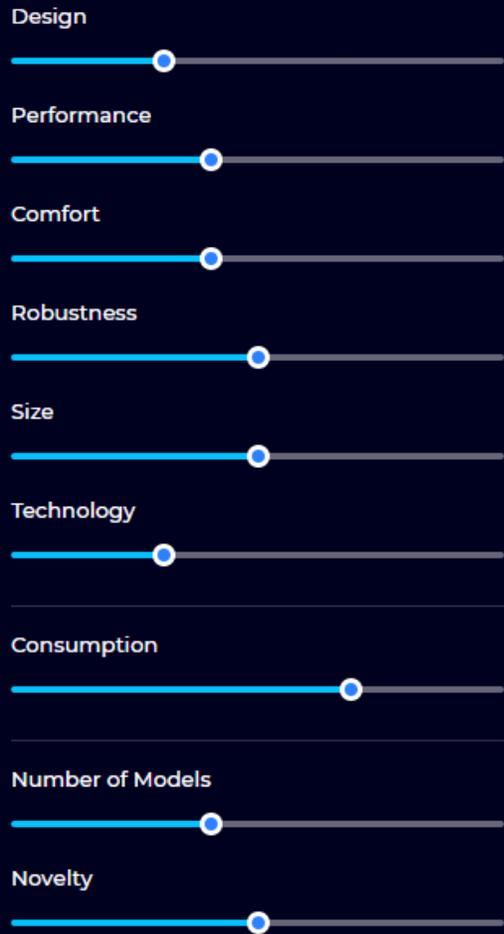
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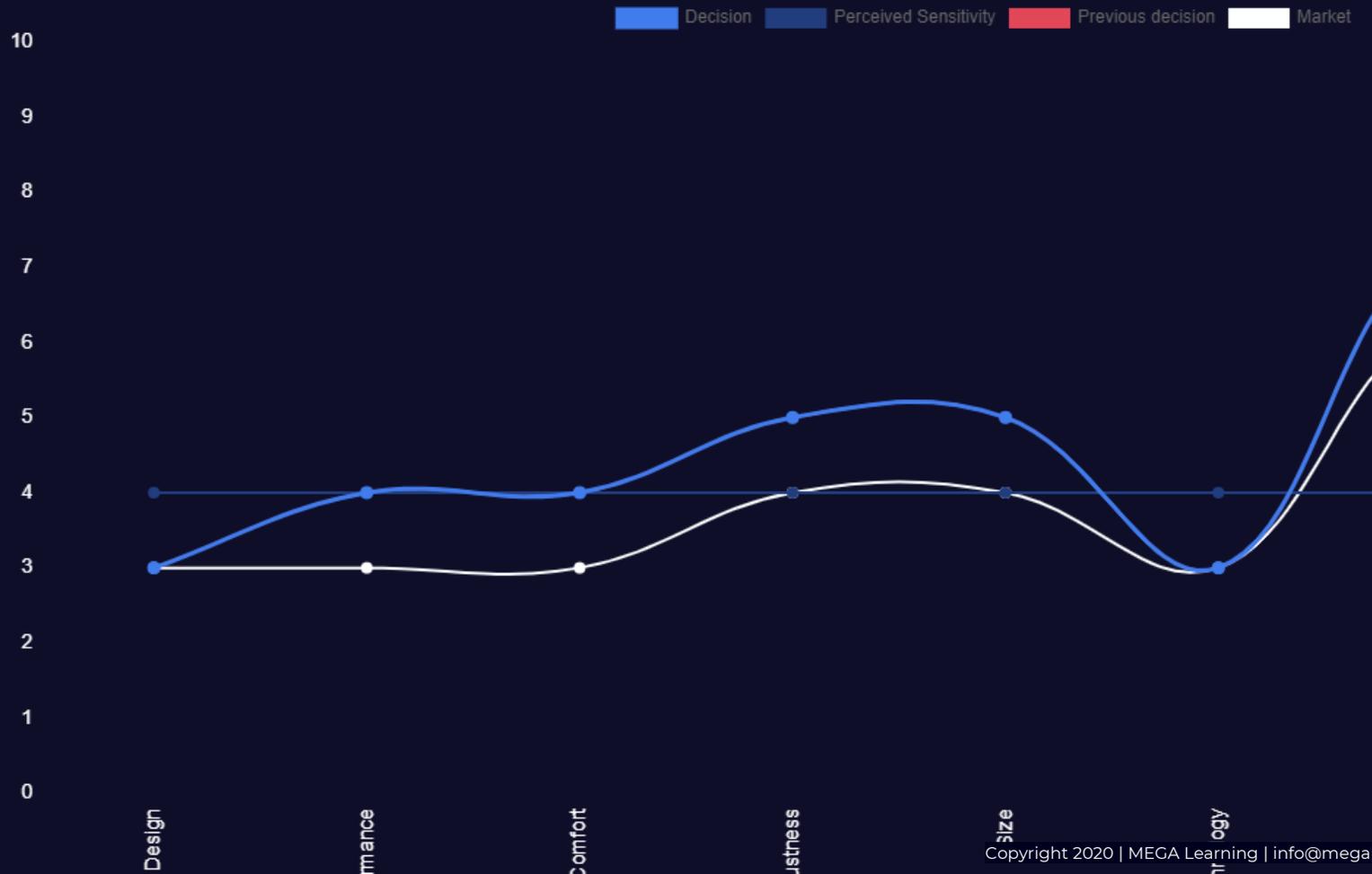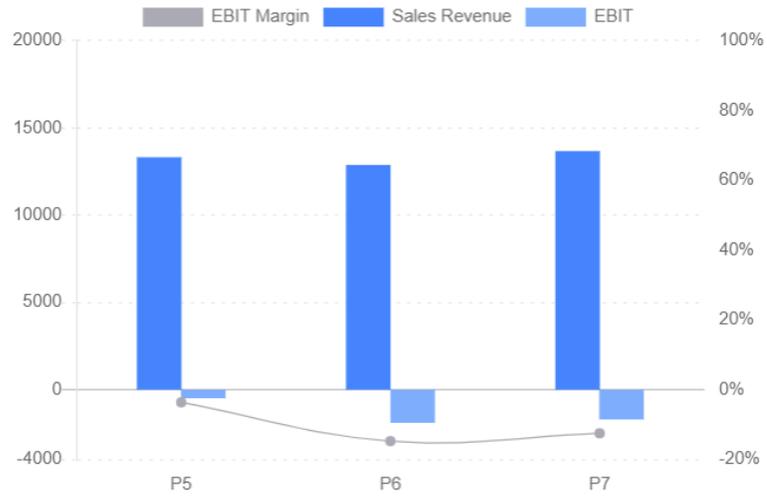# Gallery

Decision

Perception

Design

Performance

Comfort

Robustness

Size

Technology

Consumption

Number of Models

Novelty

Engineering

Engineering

Decision   Perceived Sensitivity   Previous decision   Market

10

9

8

7

6

5

4

3

2

1

0

Design   ...mance   Comfort   ...ustness   Size   ...ogy   ...tion

Income Statement

Legend: EBIT Margin, Sales Revenue, EBIT

	P5	P6	P7

Costs and Expenses

Legend: EBIT, HR and Quality, Engineering, Marketing Expense, Cost of Non Quality, Depreciation and Inventory Charges, Cost of Goods Sold
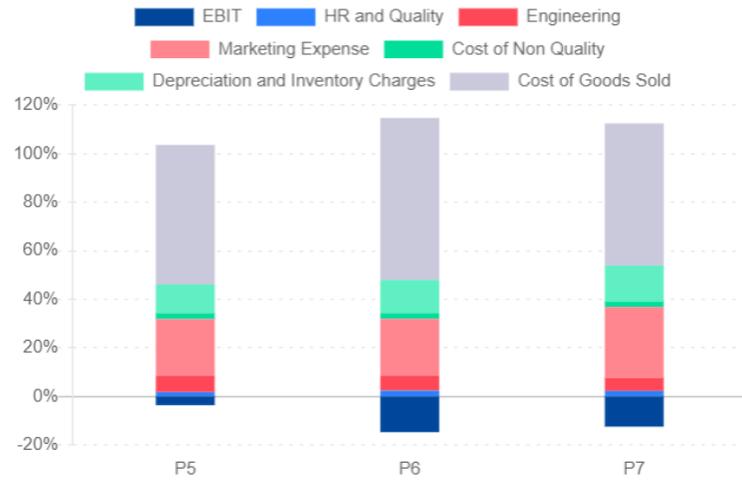
Sales Revenue

Rank in your universe

↓	1	Yellow Team	22 001 $
↑	2	Green Team	21 939 $
↑	3	Red Team	21 910 $
↑	4	Blue Team	13 657 $

Financial Indices

•	Business Index	1.08
•	Production Cost Index	1.08
•	Gas Price Index	2.3
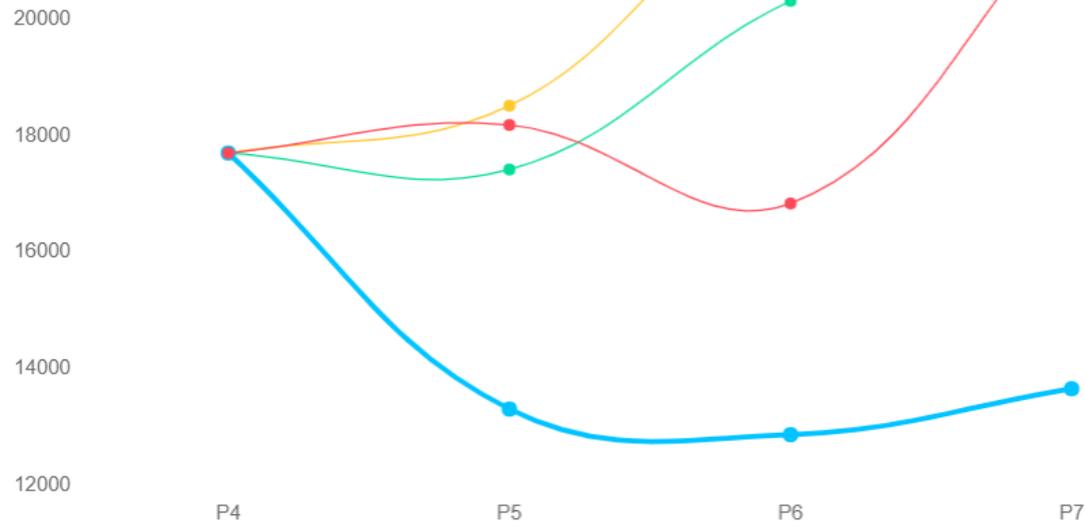
Marketing

Marketing expense

Forecast P8

311$

Current P7
311$

Marketing expense

400

380

360

340

320

300

280

Period 4
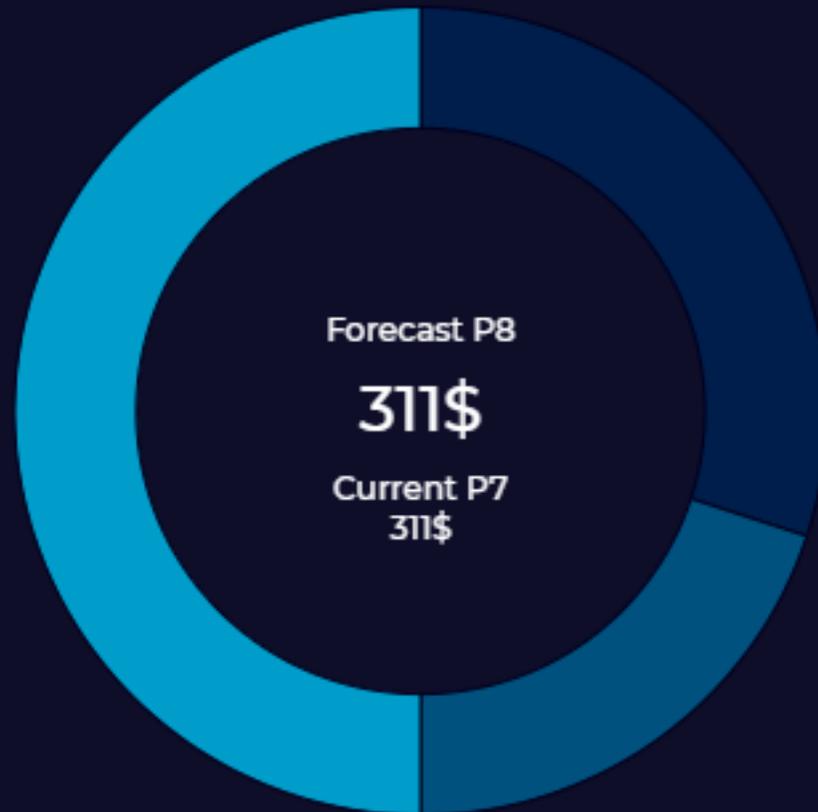
Sales Report

	LOW COST	FAMILY	ECO-FRIENDLY	IMAGE	TOTAL
Orders	0	0	0	0	
Available For Sales (Volume)	138	138	72	104	
Sales (Volume)	138	138	72	104	
Sales Revenue	5382	8142	5328	17160	36012
Cost of Goods Sold	-3541	-4558	-2956	-7439	-18493
Depreciation	-175	-384	-474	-661	-1694
Inventory Charge	0	0	0	0	0
Cost of Non Quality	-49	-27	-92	-69	-237
Gross Profit	1617	3173	1806	8992	15588
Marketing Expense	-964	-2226	-1157	-3213	-7561