



## **Train the Instructor Workshop (TTIW)**

**Smt. Kashibai Navale College of Engineering, Vadgaon**

**July 4-6**

### **Trainer:**

Prof. Dr. Ashok N. Ullal

Professor emeritus and former Dean

School of International Business (now ESB Business School)

Reutlingen University

Germany

### **Aim:**

There are many business schools in India today that do not use business simulations. The primary aim of this workshop is to introduce faculty members to business simulations and their use as a teaching and learning tool.

Even though the workshop is based on my business simulation iBizSim, at the end of the workshop you will be in a position to evaluate the different business simulations that are available on the market today and select the one that best suits your specific requirements.

### **Didactic methodology:**

The workshop uses the sandwich method of alternating between listening and doing, first listening to a presentation of a topic and then immediately carrying out the individual steps presented.

A substantial part of the workshop is hands-on training. You are required to bring along your laptop. Since the access to iBizSim is browser-based and any standard browser can be used, nothing will be installed on the participant's laptop. You will also need a spreadsheet program like MS Excel.

You will learn to use iBizSim's web-interface for instructors to set up and run a course. You will also learn to use the iBizSim's web-interface for students so that you can see and experience the student's view of the business simulation.

## **iBizSim: International Business Simulations**

### **Topics:**

1. General introduction to business simulations.
2. Specific introduction to iBizSim.
3. Underlying philosophy of iBizSim.
4. How to define the goals of a course using a business simulation.
5. How to define a schedule for such a course.
6. How to define the grading scheme for such a course.
7. How to set up teams of students and assign them to companies and industries.
8. How to enable the registration of students.
9. How to choose the data model (scenario).
10. How to set up the exchange rates needed for the export markets.
11. How to calculate the results of a period.
12. How to monitor the results of a period.
13. What are the problems that students face.
14. How to provide consultation service to a student team.

### **Workshop approach:**

The workshop will be casual, fun and informal. To keep things lively, I will ask questions and get your inputs. My questions are not intended to put you on the spot.

The workshop is a cooperative learning workshop so that I will expect you to share your learnings with the other participants.

### **What should you know?**

You are all faculty members from business schools. Even though you may have your specializations, you do have the background in general business and management that would be needed for this workshop.

You should prepare for the workshop by reading the documentation that will be sent to you prior to the workshop.

### **What will you learn?**

You will find out that business simulations are the most exciting teaching and learning tools today. You will learn how use a business simulation in your teaching. You will learn of the significant difference between a business simulation and a business game.

## iBizSim: International Business Simulations

Date	Time	Presentation Topics and Activities
July 4	9:30 am 11:00 am	General introduction to the workshop: a) Getting to know one-another. b) Defining the goals of the workshop.
	11:30 am 1:00 pm	General introduction to business simulations. Specific introduction to iBizSim. Underlying philosophy of iBizSim.
	2:00 pm 3:30 pm	How to define the learning goals of a course using a business simulation. How to define a schedule for such a course. How to define the grading scheme for such a course. How to set up teams of students and assign them to companies and industries.
	4:00 pm 5:30 pm	Using the instructor interface: a) Configure the course. b) Initialize the course. c) Setup the balanced score card. d) Define the exchange rates. e) Calculate the results of period 0, the initial situation. f) Upload any additional documentation. g) Allow student access to the results of period 0.
July 5	9:30 am 11:00 am	Using the student interface: a) Register yourself as a student. b) Activate your student account. c) Login to your student account. d) Download the documentation provided by the instructor. e) Download the various reports.
	11:30 am 1:00 pm	Working as a student team: a) Analyze the status of the company in period 0. b) Define short-term goals for period 1. c) Prepare decisions for period 1. d) Enter decisions for period 1.
	2:00 pm 3:30 pm	General discussion: a) What are the problems that the students face when they are confronted by a huge amount of data? b) What are the methods that the instructor can recommend to assist the students in getting started?
	4:00 pm 5:30 pm	Working as a student team: a) Develop a spreadsheet template to plan the production. b) Use the template to prepare decisions for period 1. c) Examine the management report to check whether the template worked correctly.

## iBizSim: International Business Simulations

Date	Time	Presentation Topics and Activities
July 6	9:30 am 11:00 am	Working as a student team: a) Extend the spreadsheet template to forecast the demand. b) Use the template to prepare decisions for period 1. c) Examine the management report to check whether the template worked correctly.
	11:30 am 1:00 pm	Working as a student team: a) Extend the spreadsheet template to calculate the planned profit and loss statement, the cash flow statement and the balance sheet. b) Use the template to prepare decisions for period 1. c) Examine the management report to check whether the template worked correctly.
	2:00 pm 3:30 pm	Working as an instructor: a) Monitor the results of each period. b) Use the counseling report to assist the student teams when they face problems.
	4:00 pm 5:30 pm	Wrap-up session: a) Questions and answers. b) Feedback. c) What are the next steps?