



Facultat de Dret – Grau en Relacions Laborals

Pla docent de l'assignatura  
**Simulació d'Empresa (21811)**

Curs 2014-2015

# **Business Simulation (21811)**

**Titulació/estudi:** Degree in Labour Relations

**Curs:** 3rd

**Trimestre:** 2nd

**Nombre de crèdits ECTS:** 4

**Hores dedicació estudiant:** 100 h

**Llengua o llengües de la docència:** English

**Professorat:** Susana Domingo Pérez

**Timetable:** Monday 13h-15h (Weeks 4&5) / Thursday 15h-17h

**Classroom:** 40153

## **1. Presentation of the course**

### **DIRECTIONS:**

The Business Game is a practical course which simulates a global environment of business competition. Working in teams, students become active participants in the management of a company. The teacher sets up the simulation by explaining the rules of the business game in which a computer model is used.

Business simulations are effective because they require the maximum participation of students. During these practical sessions, students will have the opportunity to apply their business knowledge.

The simulation will allow students to use their acquired knowledge of Strategic management, International business, Marketing management, Human resources, Logistics, Accounting and Finance. Furthermore, the simulation will allow the development of useful behavioral skills such as: teamwork, leadership, negotiation and communication. Finally, the simulation will allow students to improve skills such as analyzing business situations, synthesis capacity, decision making and adopting long-term perspectives.

## **2. Competences to be achieved in the course**

- G1. Problem solving
- G2. written and verbal communication
- G3 . capacity for analysis and synthesis of information
- G4. ethical commitment
- G5. team working
- G6. motivation for quality
- G7 .capacity for autonomous work
- E11. assessment of private companies and unions
- E17. data and socioeconomic indicators analysis
- E19. transfer and apply knowledge into practice

## **3. Contents**

You will find below a brief description of the contents of each block:

- Block contents 1. Introduction to simulation methodology and relevant content matter
- Block contents 2. Methodology and operational functioning of the software.
- Block contents 3. Simulation results analysis.
- Block contents 4. Decision making and negotiation.
- Block contents 5. Review of the contents of the functional areas: purchasing, human resources, production
- Block contents 6. Review of the contents of the functional areas: marketing, finance, logistics

## 4. Assessment

### 4.1. Evaluation system

- Type of assessment: compulsory, continuous.
- Time period: duration of course
- Type of activity: synthesis and implementation.
- Grouping: individual and groups.
- Weighting
  - Simulation knowledge test 15%
  - Class attendance and active participation 15 %
  - Company results (Ranking) 35%
  - Results Presentation & Final report (to be handed in on the last day of class) 35 %

General evaluation					
Evaluation activity	Criteria	% final grade	Options for recovery	% recovery(over final grade)	Skills
Class participation and attendance	From 0 to 10 points depending on the % of class attendance	15%	Not possible	Not possible to recover	G1 / G3 / G4 G5 / G6 / E11 E17 / E19
Simulation knowledge test	From 0 to 10 points	15%	Possible to recover at the end of the course	15%	G2 / G3 / G4 G5 / G6 / E11 E17 / E19

Company results (Ranking) (by teams)	From 0 to 10 points Student need to meet deadlines of the works	35%	Not possible	Not possible to recover	G2 / G3 / G4 G5 / G6 / E11 E17 / E19
Results Presentation & Final report	From 0 to 10 points	35%	Possible to recover (through a written exam test) at the end of the course	85%	G1 / G2 / G3 G4 / G5 / G6 G7 / E11 / E17 E19
<b>Evaluation system for students coming from mobility programs</b>					
<b>Evaluation activity</b>	<b>Criteria</b>	<b>% final grade</b>	<b>Options for recovery</b>	<b>Skills</b>	
Written test/exam	From 0 to 10 points	100%	July 2015	G1 / G2 / G3 / G4 G5 / G6 / G7 / E11 E17 / E19	

## 4.2. Terms eligibility to recovery.

The recovery process is only available for students who having participated in at least 80% of the continuous assessment activities have obtained the final three months of suspense in the evaluation. Students may only recover that or those activities that have received a rating below 5.

# 5. Bibliography and teaching resources

## 5.1. Bibliografia bàsica

Basic bibliography

- 2jt Business SimulationTutorials.
- “2jt Vertical Integration” simulation handbook.

Supplementary bibliography

- Literature related to Finance, Marketing, Strategic management, Human resources, Production, etc.

Teaching resources:

- <http://www.2jt.es/>

## 6. Methodology

The methodology is essentially student-centered. Students must therefore assume an active and participatory role from the beginning of the course to the end.

This business simulation, which was designed for the education and training of managers gives participants the opportunity to view a company from a management position. During this process, students will use their know-how and their decision-making skills.

## 7. Scheduling activities

During the sessions the students will work in groups. The exam is individual.

Week	Activity in the classroom Grouping/type of activity	Activity outside the classroom Grouping/type of activity
Week 1	Session 1: Course presentation  Session 2: Business Game introduction.	Study handbook of the simulation, listen to the tutorials  Review materials from finance, marketing....
Week 2	Session 1: Review purchase, human resources and production decisions  Session 2: Review logistic, marketing and finance decisions.	Study handbook of the simulation, listen to the tutorials  Review material from finance, marketing....
Week 3	Session 1 : Knowledge test of the simulation. Definition of initial strategy of the company  Session 2: Decisions turn 1	Study handbook of the simulation, listen to the tutorials  Review materials from finance, marketing....
Week 4	Session 1: Decisions turn 2.  Session 2: Decisions turn 3.	Review status reports from the company and its environment
Week 5	Session 1: Decisions turn 4  Session 2: Decisions turn 5.	Review status reports from the company and its environment.
Week 6	Session 1: Decisions turn 6  Session 2: Reflection session	Review status reports from the company and its environment
Week 7	Session 1 Decisions turn 7  Session 2: Decisions turn 8.	Review status reports from the company and its environment
Week 8	Session 1: Decisions turn 9  Session 2: Decisions turn 10	Review status reports from the company and its environment
Week 9	Session 1: Decisions turn 11  Session 2: Decisions turn 12	Review status reports from the company and its environment
Week 10	Session 1 : Analysis of final results. Preparation of the final report.  Session 2: Presentation of reports.	Preparation of the final report and presentation
Week final exams		

