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## 2IN4000 – Business Games

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**Instructors:** Xavier Leon

**Department:** DÉPARTEMENT SCIENCES HUMAINES ET SOCIALES

**Language of instruction:** ANGLAIS, FRANCAIS

**Campus:** CAMPUS DE PARIS - SACLAY, CAMPUS DE RENNES, CAMPUS DE METZ

**Workload (HEE):** 40

**On-site hours (HPE):** 30,00

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### Description

The business games offer a practical, playful and synthetic approach to economics, management and psychosociology. They are an experience in collective decision-making, team interdependence and organization, conflict management, role taking and personal positioning in a group. The main objectives are:

- Discover the company and its main functions
- Introduction to management and accounting
- Experiment and become aware of the processes that develop in a teamwork (decision, organization, etc.)
- Analyse its contribution to the working group

### Quarter number

Intensive week before the ST5

### Prerequisites (in terms of CS courses)

Basic management knowledge and group work experience are useful

### Syllabus

Business games are simulations of the lives of several companies competing in the same market. A game unit consists of 5 or 6 teams of 5 or 6 players each.

Each player has a particular responsibility: production, finance, human resources, marketing, general management. At the beginning, the situation of companies is identical. The task of each team is to analyse this initial situation and make decisions: sales, production, price, etc. objectives. The decisions of each team, aggregated and compared with each other, then shape a new market state where the situations of companies differ. The analysis of this new situation gives rise to new decisions and several cycles follow one another.

### Class components (lecture, labs, etc.)

The games take place over 4 consecutive days, alternating simulation and debriefing sequences.



### **Grading**

Three dimensions are taken into account in the evaluation of the games: - Acquired knowledge in economics and management and in the human and social sciences - Participation (leadership, involvement in the role) - The quality of the analyses during debriefings, both in terms of strategy/management and team life beyond a day of unjustified absence, students do not validate the business game

### **Resources**

Teaching team (names of the teachers of the lectures): There are two types of teachers: the facilitators in charge of the game sessions and the specialists (SHS) in charge of the discussion and debriefing sessions

### **Learning outcomes covered on the course**

- Understand the vocabulary of business management
- Understand the conditions of growth and difficulties of a company
- Understand the usefulness of summary accounting documents
- Understand the interdependence between strategy and operational decisions
- Understand the articulations of functions in a group
- Understanding human phenomena occurring in a group
- Identify your personal contribution in a team