



2IN4000 – Business Games

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

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