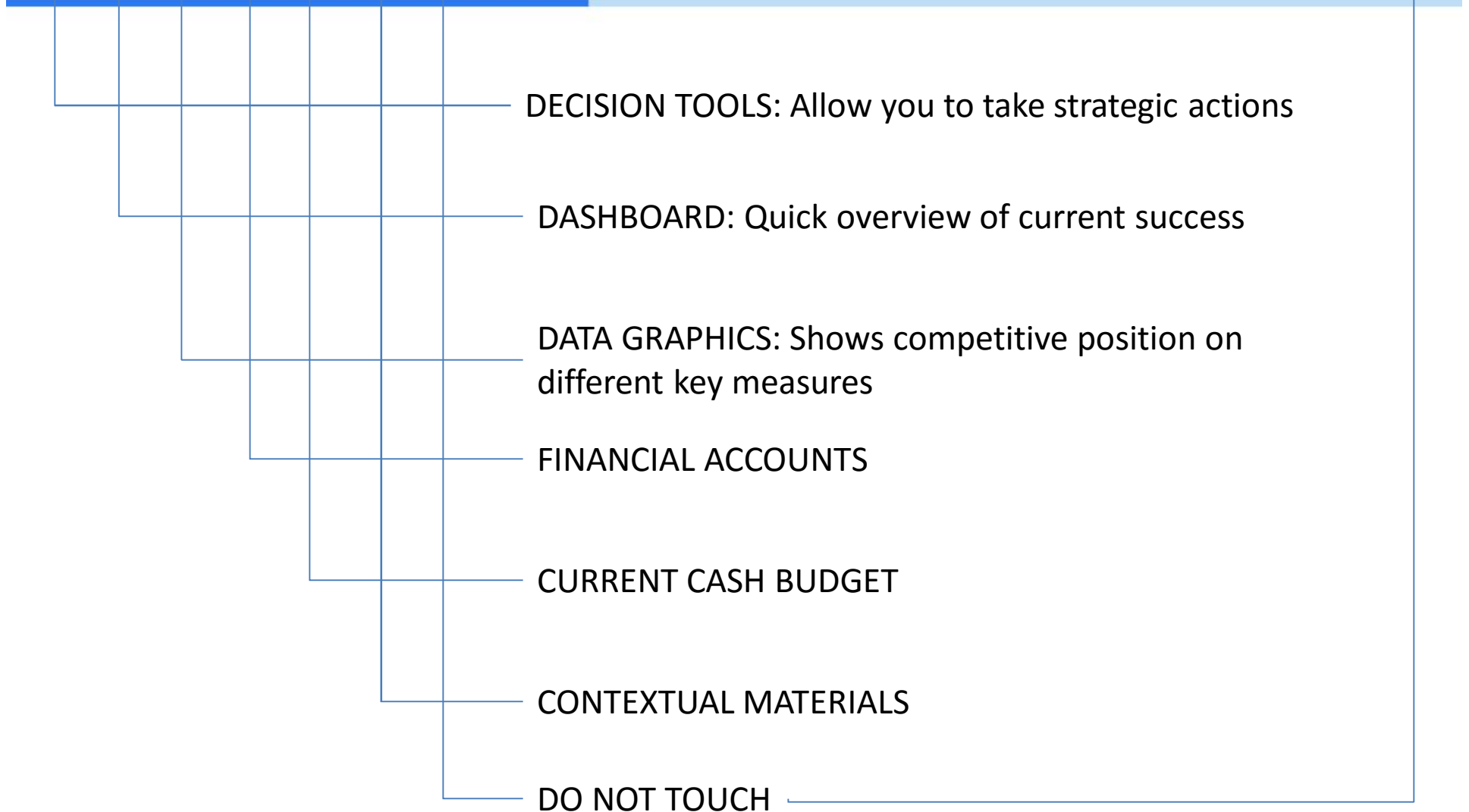


# LEADING IN A TIME OF DISRUPTION

Screen Guide



## DECISION TOOLS

 Leading in a World Of Disruption  MICHAEL 

MICHAEL

✓ Workforce  
ID: 05002 Status: completed

PROFIT AND ALLOWS CHANGES TO WORKFORCE SIZE BY FUNCTION

Resource Acquisition  
ID: 05003 Status: init

	Period#1	Period#2	Period#3	Period#4	Period#5	Period#6	Period#7
ALLOWS FORMING RELATIONSHIPS WITH SUPPLIERS	0	0	0	0	0	5,484,787,920	

Discretionary Expenditure  
ID: 05004 Status: init

Category	2023	2022	2021	2020	2019
Operating Expenses	1,000,000	950,000	900,000	850,000	800,000
Depreciation and Amortization	200,000	180,000	160,000	140,000	120,000
Research and Development	300,000	280,000	260,000	240,000	220,000
Selling, General, and Administrative	500,000	490,000	480,000	470,000	460,000
Interest Expense	100,000	90,000	80,000	70,000	60,000
Income Tax Expense	100,000	90,000	80,000	70,000	60,000
Other Income	50,000	40,000	30,000	20,000	10,000
Net Income	500,000	460,000	420,000	380,000	340,000
Operating Income	1,000,000	950,000	900,000	850,000	800,000
Other Income	50,000	40,000	30,000	20,000	10,000
Income Before Taxes	1,050,000	990,000	930,000	870,000	810,000
Income Tax Expense	100,000	90,000	80,000	70,000	60,000
Net Income	950,000	900,000	850,000	800,000	750,000
Operating Income	1,000,000	950,000	900,000	850,000	800,000
Other Income	50,000	40,000	30,000	20,000	10,000
Income Before Taxes	1,050,000	990,000	930,000	870,000	810,000
Income Tax Expense	100,000	90,000	80,000	70,000	60,000
Net Income	950,000	900,000	850,000	800,000	750,000
Operating Income	1,000,000	950,000	900,000	850,000	800,000
Other Income	50,000	40,000	30,000	20,000	10,000
Income Before Taxes	1,050,000	990,000	930,000	870,000	810,000
Income Tax Expense	100,000	90,000	80,000	70,000	60,000
Net Income	950,000	900,000	850,000	800,000	750,000
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Net Income	950,000	900,000	850,000	800,000	750,000
Operating Income	1,000,000	950,000	900,000	850,000	800,000
Other Income	50,000	40,000	30,000	20,000	10,000
Income Before Taxes	1,050,000	990,000	9		

 Actions  
ID: 05006 Status: init

	0	0	0	0	5,464,767,320
ALLOWS SELECTION OF STRATEGIC INITIATIVES					285,328,300

Niches  
ID: 05008 Status: init

ALLOWS SELECTIONS OF MARKETS	0	3,199,459,620
	0	3,199,459,620

Corporate Acquisitions  
ID: 05009 Status: init

ALLOWS ACQUISITIONS OF CORPORATIONS	516,909,396
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End Period  
ID: 05100 Status: init

ALLOWS CHANGES TO WORKFORCE SIZE BY FUNCTION

Forecasting  
ID: 10005 Status: init

h A(1) - P

ALLOWS FORECASTING MARKET SIZES

98

LegacyCo CEO - Team A(1) - Period : 5



## SUMMARY OF ACCOUNTS

## THE PROFIT AND LOSS STATEMENT

## BALANCE SHEET

## CASH FLOW

Account	Period#1	Period#2	Period#3	Period#4	Period#5	Period#6	Period#7
AA021/Total Revenue	0	0	0	0	5,484,787,920		
AA041/Total Revenue new offerings	0	0	0	0	0		
AA200/Grand Total Revenue	0	0	0	0	5,484,787,920		
AA201/Grand Total Cost of Sales	0	0	0	0	2,285,328,300		
AA202/Grand Total Gross Margin	0	0	0	0	3,199,459,620		
AA211/Grand Total Net Revenue	0	0	0	0	3,199,459,620		
AB021/Total Overhead Costs	0	0	0	0	516,909,396		
AB031/Net Margin before Interest, deprn & Tax	0	0	0	0	2,682,550,224		
AB051/Net Margin before depreciation & tax	-100,000	-100,000	-100,000	-100,000	2,682,450,224		

Michael - LegacyCo CEO - Team A(1) - Period : 5



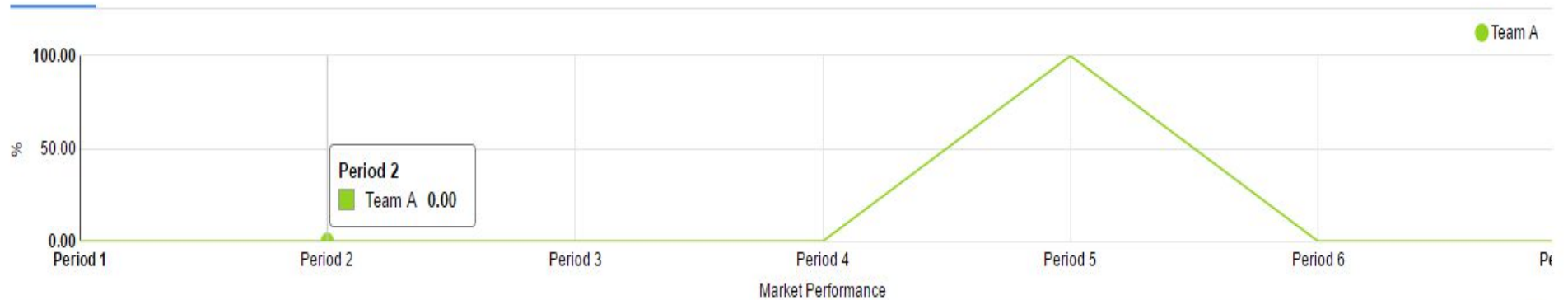
Search Windows



## Market Performance

B2B

B2C



## Management Performance

LEADERSHIP

LOGISTICS & IT

MARKET SUPPORT

MARKETING & ADVERTIZING

PRODUCT DEVELOPMENT

SALES & DISTRIBUTION



Michael - LegacyCo CEO - Team A(1) - Period : 5

SUMMARY OF ACCOUNTS	THE PROFIT AND LOSS STATEMENT	BALANCE SHEET	CASH FLOW	
Account	Period#1	Period#2	Period#3	Period#4
AA021/Total Revenue	0	0	0	0
AA041/Total Revenue new offerings	0	0	0	0
AA200/Grand Total Revenue	0	0	0	0
AA201/Grand Total Cost of Sales	0	0	0	0
AA202/Grand Total Gross Margin	0	0	0	0
AA211/Grand Total Net Revenue	0	0	0	0
AB021/Total Overhead Costs	0	0	0	0
AB031/Net Margin before Interest, depn & Tax	0	0	0	0
AB051/Net Margin before depreciation & tax	-100,000	-100,000	-100,000	-100,000

Michael - LegacyCo CEO - Team A(1) - Period : 5

CASH IN HAND AT START OF PERIOD  
Value: 2799106729.6000004

TOTAL REVENUE ALL OFFERINGS  
Value: 0

IMPLIED GROSS MARGIN  
Value: 0

PROPOSED FUNCTION EXPENSES  
Value: 608322528

TOTAL PROPOSED EXPENSES  
Value: 608322528

NET MARGIN  
Value: 608322528

BALANCE SHEET ITEMS  
Value: 182100000



SUMMARY OF ACCOUNTS	THE PROFIT AND LOSS STATEMENT	BALANCE SHEET	CASH FLOW	
Account	Period#1	Period#2	Period#3	Period#4
AA021/Total Revenue	0	0	0	0
AA041/Total Revenue new offerings	0	0	0	0
AA200/Grand Total Revenue	0	0	0	0
AA201/Grand Total Cost of Sales	0	0	0	0
AA202/Grand Total Gross Margin	0	0	0	0
AA211/Grand Total Net Revenue	0	0	0	0
AB021/Total Overhead Costs	0	0	0	0
AB031/Net Margin before Interest, depn & Tax	0	0	0	0
AB051/Net Margin before depreciation & tax	-100,000	-100,000	-100,000	-100,000

Company: LegacyCo

Period: 5

Financial reality takes hold as your customers fail to return. What do you do with the old offerings and current projects? Close down, hold on? Inevitable downsizing sends stress rocketing. You need to implement a cultural and strategic transformation urgently. Luckily, product development pursued the personal VR project with an outside visionary leaving you with initial but restricted legitimacy in that market. Additionally, the management team that drove NewCo is available. They are transferred back to OldCo. Should NewCo return funding to OldCo? You are now faced with driving up the secular growth curve for personal virtual reality. NewCo is a source of insight, confer ...

Michael - LegacyCo CEO - Team A(1) - Period : 5



# GETTING STARTED

Steps to Boot the Game

# OBJECTIVE

- To start getting familiar with the game.
- To 'boot' the game play.

# METHOD

- A Period 0 has been inserted for familiarization purposes
- Players will 'play' the major recurring decisions using given numbers
- Once all decisions are made and submitted, the game will move on to Period 1 of actual play

# TO GET STARTED

- On the top bar, click the Decisions Icon on the far left
- On the drop-down menu click FORECAST. For further Instructions click the (?) icon
- When completed, Press SUBMIT and move on to the next decision
- Do as above for all the Decisions
- Finally, click on END PERIOD and SUBMIT
- The game will now move on to Period 1.

# **BUT, BEFORE YOU GO...**

- Click BUDGET before submitting the period to see how that works
- Check the ACCOUNTS icon to see where the costs and revenues went