

Howdy,

May I have your attention about three point?

1. Mid-term simulation project:

- a. Action required: You will need to create an account with HBR to access the simulation. Please **enroll your account with your TAMU email before October 15** to give you the time to get familiar with the HBR platform and resolve any technical issues in case.
  - b. To create your account or to add this Course Pack to your account, please click on **<https://hbsp.harvard.edu/import/639108>** and follow the HBR instructions.
  - c. Just a reminder, please don't share the link with anyone else. Once someone clicks the link and register, the system will automatically import the simulation and use up one license we purchased for the class. We have totally 60 licenses for 56 students, TA, and instructor collaborators.
  - d. The mid-term consists of two parts: 1. Nongraded, unlimited practice runs between October 18 and 24. 2. Graded, three simulation runs (mid-term) between October 25 and 27. Detailed instructors will be available on eCampus on October 12.
  - e. The simulation is comprehensive and relevant to one of three core principles of the systematic process, be strategic when making decision. Many students ran it a dozen of times last year. So please arrange your actives in advance to so that you will have time and energy for the fun.
2. Please find attached my summary of the group discussions. Here, I think we all should be proud of sharing our experience to help each other gain practical insights about decision. Together, we made about 650 discussion posts in the past month.
3. A full grade will be granted to any students who make at least one group discussion post about the "Decision Tree" topics in that this module is focused on the tool and limited discussions are expected. Note that the one-time relax of group discussions grading rule is applicable to Module 4 only. We will continue incentivizing everyone to actively contribute to group discussions in the remaining modules because learning from each is very valuable for the decision making topic, which is a combination of art, mindset and logics.

**October 18 - October 27**

Harvard Business School Minnesota Micromotors Marketing Strategy Simulation.

Guidance

Unlimited practice

1. The simulation will be activated **between 9:00 October 18 (Friday) and 23:59 October 24 (Thursday) for practice.**
2. Practice the simulation as many times as you want (unlimited) between October 18 morning and 24.

3. Practice scores won't be used for grading.

#### Mid-term simulation

4. At about **9:00 US central time October 25 (Friday)**, the simulation will be re-set for the mid-term, and all the practice run records will be deleted.
5. Each student can run the simulation **THREE times** during the mid-term window between **9:00 US central time, October 25 (Friday)** and **23:59 central time October 27 (Sunday)**
6. The highest score of the three runs will be used as your final mid-term score. The mid-term grade will be curved based on the class collective performance.

It's time to wrap up the intuitive judgment under competitive environment module as the negotiation simulation project concludes.