

Class Schedule and Agenda for **three weeks**

ASSIGNMENTS ARE IN CAPITAL LETTERS! **Decision sessions are bolded!**

Week 1

Mon	10-12 <u>13-15</u>	Intro: The purpose. Business development. The challenge of international business. Company mission and strategy. Decision making software. <i>Forming teams</i> . READ GUIDE. Intro: The purpose. Strategic planning (team work).
Tue	<u>12-14</u>	Decision making and budgeting software. <i>Forming teams</i> .
Wed	<u>12-14</u>	Decision making and budgeting software. READ GUIDE Prepare for Quarter1. <i>Final teams</i> .
Thu	10-12 <u>12-16</u>	Networking, Strategic Alliances, Business Planning & Demand Analysis. Prepare for Quarter1. Quarter 1.
Fri	10-12 <u>12-15</u>	Analysis of financial statements of different firms. Networking, Strategic Alliances, Business Planning & Demand Analysis Q2. Business plan (PB) due.

Week 2

Mon	<u>14-17</u>	Q3.
Tue	09-11 <u>11-14</u>	Marketing channels, intra-company coordination, cash flow management. Q4. TEAM MEMBER EVALUATION for Q1-Q4.
Wed	10-12 <u>12-14</u>	Analysis of consolidated financial statements. Revise the BP Create management tools. Practice budgeting software
Thu	10-12 <u>12-15</u>	Foreign currency management, transfer pricing, tax planning Q5. Revision of BP due.
Fri	10-12 <u>12-15</u>	Operation management. Matters faced within the industry Q6.

Week 3

Mon	<u>12-15</u>	Q7.
Tue	<u>12-15</u> <u>15-16</u>	Q8. Team member evaluation for Q5-Q8 The content of company presentations. Prepare the company presentation.
Wed	12-16	Prepare the company presentation.
Thu	09-15	Company presentations. Review of the simulation

Class Schedule and Agenda for **six weeks**

ASSIGNMENTS ARE IN CAPITAL LETTERS! **Decision sessions are bolded!**

Week 1

Wed 10-12 Intro: The purpose. Business development.
13-15 Decision making software. READ GUIDE.
 Thu 12-14 Decision making and budgeting software. READ GUIDE

Week 2

Mon 12-14 Intro: The purpose. Business development. *Forming teams*.
14-16 Decision making and budgeting software. READ GUIDE
 Wed 10-12 The challenge of international business. Company mission and strategy.
12-14 Decision making and budgeting software in teams. *Forming teams*.
 Thu 10-12 Strategic planning (team work).
12-15 *Final teams*. Practice budgeting software budgeting in teams
 Prepare for Quarter1. Networking and strategic signaling.

Week 3

Mon 12-16 **Quarter 1.**
 Wed 10-12 Analysis of financial statements of different firms.
 Thu 10-12 Networking, Strategic Alliances, Business Planning & Demand Analysis
12-15 **Q2.** Business Plan (PB) due.
 Fri 9-10 Matters faced within the industry; team member evaluation for Q1-Q2.

Week 4

Mon 14-17 **Q3.**
 Wed 09-11 Marketing channels, intra-company coordination, cash flow management.
11-14 **Q4.** Team member evaluation for Q1-Q4.
 Thu 10-12 Analysis of consolidated financial statements. Revise the BP
12-14 Create management tools. Practice budgeting software

Week 5

Mon 10-12 Foreign currency management, transfer pricing, tax planning.
12-15 **Q5.** Revision of BP due.
 Wed 10-12 Operation management. Matters faced within the industry
12-15 **Q6.**
 Thu 12-15 **Q7.**

Week 6

Mon 12-15 **Q8.** Team member evaluation for Q5-Q8
15-16 The content of company presentations. Prepare the company presentation.
 Fri 09-15 Company presentations. Review of the simulation