## Module number
Business Game Simulation

<table>
<thead>
<tr>
<th>Code</th>
<th>Semester</th>
<th>Number of WSH</th>
<th>Module offered</th>
</tr>
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<tbody>
<tr>
<td>UPS</td>
<td>Every semester</td>
<td>4</td>
<td>Every semester</td>
</tr>
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<tr>
<th>Module coordinator</th>
<th>Tuition type</th>
<th>Module duration</th>
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<tbody>
<tr>
<td>Prof. Dr. Jaritz</td>
<td>Seminar-style tuition</td>
<td>1 Semester</td>
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<tr>
<th>Lecturer</th>
<th>Compulsory/Elective</th>
<th>Module language</th>
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<tbody>
<tr>
<td>Prof. Dr. Jaritz</td>
<td>Elective</td>
<td>English</td>
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### Access requirements
Solid knowledge of basic management concepts, especially basic accounting, marketing and logistics.

### Learning outcomes
The qualification goals mentioned below are subdivided into three dimensions. Each dimension corresponds to a target competence level. The following competence levels have been defined:

- **Competence level 1** (awareness): cursory awareness of simple structures, only previously learned knowledge is tested
- **Competence level 2** (comprehension): basic understanding of multiple structures up to deeper understanding of the relations between structures, learned knowledge is analysed, combined and applied
- **Competence level 3** (deep understanding and application): deeper understanding of the relations between structures up to independent transfer and extension of knowledge to new structures, learned knowledge is critically questioned and/or evaluated, interrelations between structures and their consequences are reflected and explained

The competence level of the respective qualification goal is represented by the corresponding number (1, 2 or 3) in the competence descriptions below.

On completing the module the students will have achieved the following learning outcomes on the basis of scientific methods:

#### Subject skills
The students have knowledge in the field of corporate management (2). They are able to use accounting and finance as well as key figures for corporate management (3). Furthermore, students are familiar with the different characteristics of goods and services markets and can take these into account in decision-making (2).

#### Method skills
Students master strategic thinking (2) and are able (3) to link strategies to goals and translate them into decisions. They are able to cope with problems of corporate management and can work out important success factors of corporate management (2). Students are able to carry out planning calculations and assess their results as well as critically analyze complex business management relationships (2).

#### Social skills
The students are able to make decisions in a team (3), have the ability to work in a team, the ability to deal with conflicts and the ability to discuss (3). They have the awareness and willingness to take responsibility (2).
### Personal skills

Students are aware of the consequences of competitive and success-oriented decisions (2) and incorporate them into a personal concept of values (1).

### Content

A realistic and risk-free simulation of the business activities of a virtual company takes place under competitive conditions (each small group consists of 4 to 5 companies operating in a closed market). The cloud-based simulation used here represents the complex interrelationships of a medium-sized company in the elevator industry. The company is active in the business areas of elevator production and services in the form of maintenance contracts. Both areas are interdependent and influence each other.

- Company teams must make decisions in several business areas (including production, marketing/sales, human resources, purchasing, financing) each period.
- The specifics of the service and goods market are discussed.
- Interdependencies between different business areas in companies are shown and implications are worked out.
- In each period, results of the previous period are analyzed together.

### Literature

**Required reading**

Simulation handbook, other materials on Moodle

**Recommended reading**

Additional readings will be recommended in the course

### Teaching and learning methods

- Intensive coaching of the teams in small groups by lecturers
- Use of online quizzes and exercises
- Interactive evaluation and reflection of simulation results
- Peer-to-peer learning
- Use of virtual group rooms
- Case-by-case teaching modules on relevant business topics

### Type of examination/Requirements for the award of credit points

- Written exam, duration 90 minutes
- **Compulsory attendance (at least 80 % of the sessions)**
- Tests (special tasks and final presentation)

### Other information

Max. number of participants: 20
Monday 8:15-11:30

<table>
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<tr>
<th>ECTS-Credits</th>
<th>Workload</th>
<th>Weighting of the grade in the overall grade</th>
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<tbody>
<tr>
<td>5</td>
<td>150 hours</td>
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