

How To Play - Detailed

Congratulations! You have passed the Pre-Test, and are ready to start working. Follow the steps below to continue.

Step 1: Develop SWOT Analysis and Strategy

Based on what you know of the company and the industry, determine a SWOT (Strengths, Weaknesses, Opportunities, and Threats) analysis and operating strategy for your business. Record both on the SWOT AND STRATEGY tab. To SAVE your SWOT and STRATEGY for further review before you submit it, click the orange SAVE button at the bottom of the screen. When you have finalized your SWOT and STRATEGY, check the box in the blue highlighted section at the bottom, then select the orange SUBMIT button. You can then move on to the Quarterly Decisions tab to set your Operating Plan for the year.

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Hisco SWOT and STRATEGY Financial Statements Supply Chain Mgt R&D

SWOT and STRATEGY

Describe Hisco's Strengths, Weaknesses, Opportunities, and Threats (SWOT Analysis) based on the information you have read. In the Strategy section, describe what your strategy will be for the next two to three years. When you are done, click the check box at the bottom of the screen, then click Submit SWOT and STRATEGY. Each separate section must contain at least 75 words.
After you submit your SWOT and Strategy, the QTRLY Dashboard tab will appear. Navigate to QTRLY Dashboard > SWOT and Strategy page, and you will see the PDF hyperlink in the bottom left.

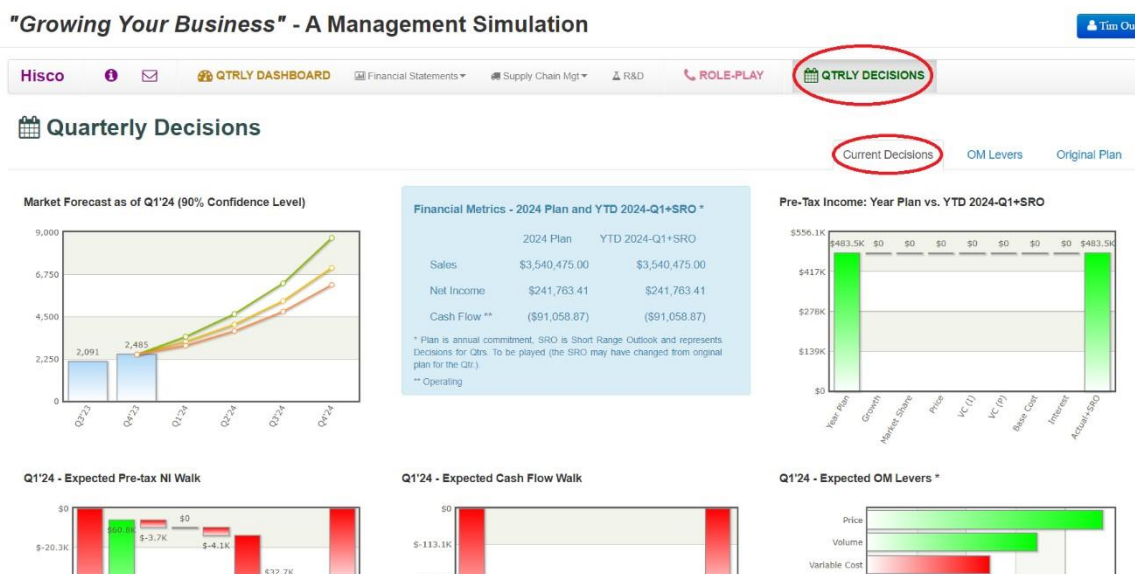
Strengths Words: 0	Weaknesses Words: 0
<input type="text" value="Please write down your analysis here"/>	<input type="text" value="Please write down your analysis here"/>
Opportunities Words: 0	Threats Words: 0
<input type="text" value="Please write down your analysis here"/>	<input type="text" value="Please write down your analysis here"/>
Strategy Words: 0	
<input type="text" value="Please write down your analysis here"/>	

Step 2: Set Annual Operating Plan and Quarter 1 Decisions

Enter your total year plan in all four quarters of the Quarterly Decisions, Current Decisions tab. Note that values currently in those cells represent prior management's initial plan for the year and should be changed based on your strategy. Review Stan Sloane's expectations for Net Income in the Welcome email, which is found in your Inbox. Quarter 1 of the Operating Plan you develop and submit for approval will be the final decisions for Quarter 1. That is, once your Operating Plan is submitted and accepted, the Quarter 1 decisions you have made cannot be changed. Don't forget to use your three role play calls in Quarter 1 before you submit your final Operating Plan for the year.

To save your Operating Plan and evaluate the impact of the changes you made (seen on the Financial Statements and Supply Chain tabs), click the "MODEL MY PLAN" button at the bottom of the screen. When you have finalized your Operating Plan and wish to submit it, check the box in the blue highlighted section, then select the "SUBMIT MY PLAN" button. You will then see the Actuals returned for Quarter 1.

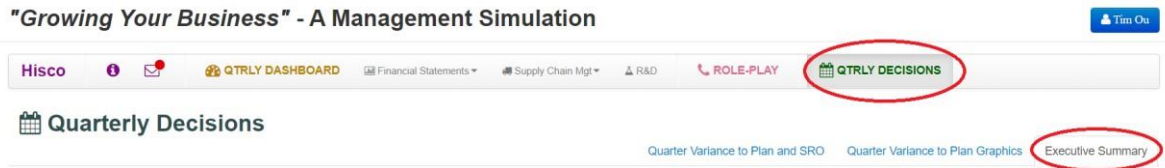
You may adjust your Short Range Outlook (SRO) for future quarters; only the decisions for the current quarter being played will be submitted.



Step 3: Analyze Results

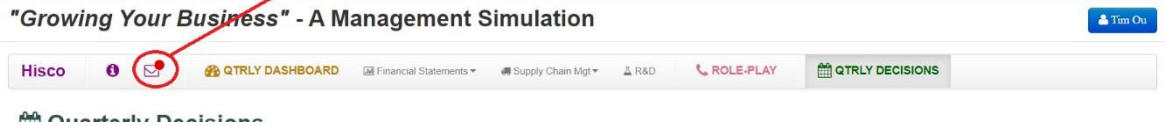
Once you SUBMIT your decisions for a quarter, you will see the current quarter decisions become ACTUALS on the Quarterly Decisions, Current Decisions tab.

Use the Financial Statements, Supply Chain, Quarterly Dashboard, and Email tabs to analyze your results. Complete the Quarterly Business Review (QBR) in the Executive Summary, under the Quarterly Decisions tab, each quarter to move on to the next quarter's decisions.



Quarterly Business Review (QBR) for Q1'24

Don't forget to check your Inbox each quarter for new information that may be available to you. A red dot on the Inbox indicates you have new email.



Step 4: Make Decisions for your Short Range Outlook (SRO) for Quarters 2, 3, and 4

After submitting your initial plan, click on the Quarterly Decisions tab to enter your business decisions for each subsequent quarter. As CEO, you will be able to plan for various aspects of your business – purchasing, production, marketing, R&D, etc. Utilize the Role Play, Financial Statements, Supply Chain Management, and R&D tabs to enhance your decision making. Keep in mind the plan you originally set in Step 2. As you “live” the quarters, some decisions may vary from your original annual plan.

Clicking the “MODEL MY SRO” button at the bottom will allow you to analyze your proposed changes in the Financial Statements and other tabs before you commit to those decisions. Check the box in the blue highlighted section, then click the “SUBMIT SRO” button when you have finalized your decisions for that quarter.

Step 5: Complete Annual Operating Review (AOR)

After playing all four quarters, you will see the “Winning” slide which will show you how you compared on the five metrics vs your competitors. You will then fill out the AOR (click on Quarterly Decisions, Executive Summary tab), which summarizes your view of how you performed over the past year. Stan Sloane has a final message for you after you submit your AOR.

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Hisco **QTRLY DASHBOARD** Financial Statements Supply Chain Mgt R&D **ROLE-PLAY** **QTRLY DECISIONS**

Quarterly Decisions Quarter Variance to Plan and SRO Quarter Variance to Plan Graphics **Executive Summary**

Annual Operating Review (AOR)

For each of the questions below, consider the past year and the decisions you made. Summarize your explanations in each box. When you have answered all the questions, at the bottom, check the box on the right, and click Submit AOR. Review all of the Data (Initial Strategy, SWOT, Business Intelligence Dashboard, Financials, Emails Role Play and Winning Chart.)

IMPORTANT THINGS TO REMEMBER:

- DO NOT USE THE “BACK” BUTTON – You will be logged off and brought back to the login screen. Your changes may not be saved if you use the “back” key on your browser.
- On some screens (for example, SWOT and STRATEGY, QBR, AOR, Quarterly Decisions), you have the option of SAVING your work without submitting, or SAVING AND SUBMITTING your work. To only SAVE without submitting, select the SAVE or MODEL button (depending on the screen). To SAVE AND SUBMIT, check the box in the blue highlighted section, then select the SUBMIT button. Saving will allow you to come back and make changes at a later time, without submitting your decisions. Submitting will progress the simulation forward to the next step.
- If the Simulation is left idle for more than 1 hour, you will automatically be logged out and your changes may not be saved.
- If you log in to two separate sessions at the same time, the first session will be automatically logged out and your changes may be lost.
- For technical help, please click the CONTACT US button on the bottom left of any page. You can then send an email to our Help Desk. Please include as much information as possible about your question (including print screens if possible). We will respond to you as soon as we can; normally within 24 hours.