

PLAY4GUIDANCE BUSINESS GAME

TRAINER'S GUIDE



THE TRAINER'S GUIDE

The **Play4Guidance** Business Game **Trainer's Guide**

- ✓ key resource that **supports teachers & trainers**
- ✓ **inform & prepare** trainers
- ✓ useful **learning scenarios** for trainers



THE P4G BUSINESS GAME OBJECTIVES

- ✓ a **simulation game** between teams
- ✓ simulates a **market of manufacturing companies**
- ✓ aim of the game: **maximize the value of the company**
- ✓ the game is divided into **12 rounds**
- ✓ The player **makes decisions** on the operational and strategic management of the company



WHY IS P4G BUSINESS GAME INNOVATIVE?

The **P4G** Business Game:

- ✓ multifunctional tool for **training**, **evaluation** and **guidance** activities
- ✓ practical experience of **managing a business** & to measure the **impact** of this experience at **European level**



TIPS AND AVAILABLE RESOURCES TO SUPPORT TRAINERS

- ✓ Learners: **issues or problems** - **encourage** them to try to figure out the solution
- ✓ explain the **aims & benefits**
- ✓ Guide learners through the P4G “**Great Denominator Matrix**” section at www.play4guidance.eu
- ✓ Encourage learners to make use of the “**Glossary**”
- ✓ Provide **guidance** and **feedback** before and after learners enter final decisions
- ✓ Access **intermediary results**
- ✓ Tasks within a **team environment**



TIPS AND AVAILABLE RESOURCES TO SUPPORT TRAINERS

Make sure **learners identify:**

- ✓the needs of the customer
- ✓the need to balance personal, functional and organizational goals
- ✓the need for effective team working and communication



TIPS AND AVAILABLE RESOURCES TO SUPPORT TRAINERS

Learners should also:

- ✓ ensure everyone's contribution
- ✓ assert the importance of strategy and tactics that respond to change
- ✓ apply strategic planning
- ✓ apply self-evaluation and assessment of performance processes



RECOMMENDED USEFUL RESOURCES

✓ Visit our **website**:

<http://play4guidance.eu/>

✓ The **Educational Resources** area:

<http://play4guidance.eu/p4g-resources/>

- P4G Pedagogical Framework
- Tool for Self-evaluation and Evaluation for Guidance
- P4G Glossary
- P4G Assessment-Matrix
- P4G Literature Review



RECOMMENDED USEFUL RESOURCES

✓ Visit our **Help Desk** area:

- P4G Business game - QuickStart Guide
- P4G Business game - Player's Guide
- the full P4G Business game Guide
- the Trainer's P4G Business game Guide

✓ The **Question** area: contact us



COMPETENCES TO BE DEVELOPED BY LEARNERS' ENGAGEMENT

Develop **entrepreneurial competences** in learners:

- ✓ Analytical Thinking
- ✓ Business Acumen
- ✓ Commitment to Learning
- ✓ Order and Quality
- ✓ Expertise
- ✓ Flexibility
- ✓ Information Seeking
- ✓ Innovation
- ✓ Results Orientation
- ✓ Basic competences
- ✓ Decision making

Visit the Educational Resources section on our website <http://play4guidance.eu>: 'Tool for Self-evaluation and Evaluation for Guidance' file.



GAME PARAMETERS

Regarding **players' options**:

- ✓ The Management of Supply
- ✓ Production Management
- ✓ Management of Marketing and Sales



GAME PARAMETERS

Regarding the **decision making** process:

Player: consult on a monthly basis some **data tabs**:

- ✓ Supplies
- ✓ Production
- ✓ Advertising and sales
- ✓ Overall results of management tab

