

**Executive MBA – MGMT811\_911****SPRING 2022****Business Simulation**

**Instructor:** Berkay Kardeş, Executive MBA  
**Associate Instructor:** Enes Akyüz  
**Office:** Simulation Class- Online  
**Phone:** (532) 603 6169, (539) 969 7064  
**Fax:** (216) 483-9699  
**E-mail:** [berkaykar@capsimturkey.com](mailto:berkaykar@capsimturkey.com) , [berkay.kardes@sabanciuniv.edu](mailto:berkay.kardes@sabanciuniv.edu)  
**Office Hours:** Simulation class hours

Type	Time	Days	Where
Class	09:00 am - 12:30 am	S	Online
Recitation	Online	S	Online

**Course Objective:**

Provide a simulated business environment to encourage the application of previous learning and the appreciation of inherent complexity in business. Foster learning that comes from tackling priorities regarding teamwork, strategy, advanced business finance, cross functional alignment, competitive analysis and the selection of tactics to build a successful, focused organization.

**Learning Outcomes:**

Upon successful completion of the course, the student should be able to:

1. Develop a level of comfort with the complexity of running a successful business.
2. Identify and assess individual/team skills and influence performance accordingly.
3. Distinguish between decision-making methods that succeed or fail.
4. Measure and explain the level of success in a business function.
5. Analyze business data for a business function, make inferences and be accountable
6. Determine own capabilities in the diagnosis of business problems
7. Develop awareness of own risk preferences and response to team dynamics

**Course Material:**

All training material provided on [www.capsim.com](http://www.capsim.com) web site including documentation, training videos and online help. They are also posted on SUCourse.

**Course Web:** SUCourse

**Instructional Design:**

Lecture and training videos will be used during the introductory session. Subsequent sessions will be for the students to organize into a team, develop strategy, analyze data,

make decisions and run each round of simulation. Instructor will intervene with feedback or with recommendations. Online help and training will be available throughout the 8-session class.

**Grading:**

Participation	: 10%
KPI results	: 40%
BOD presentation	: 20%
CompXM	: 30%

**Requirements:**

Participation denotes attendance and contribution to in-class learning.  
 Results in Key Performance Indicators will be determined by the simulation based on team decisions in each period.  
 BOD presentation will be graded on content, skill and Q&A performance.  
 CompXM will be an opportunity to re-play the game, this time individually.  
 There will be a bonus essay. The topic will be based on individual learning and proof of skill development is expected in the way the question is answered and substantiated.

**Course Schedule:**

<b>Preparation</b>	<b>Date/Time</b>	<b>Before July 30, 2022 – 09.00–12.30</b>
	Topic:	Application access, individual learning
	Requirements:	Complete Rehearsal, watch videos, acknowledge team
<b>Session 1</b>	<b>Date/Time</b>	<b>July 30, 2022 – Tuzla 09.00–12.30</b>
	Topic:	Introduction, Practice Round and debrief
	Requirements:	Complete Rehearsal
<b>Session 2</b>	<b>Date/Time</b>	<b>Aug 06, 2022 – Altunizade 09.00–12.30</b>
	Topic:	Discussion, Round 1,2 and debrief
	Requirements:	Meet with team, determine strategy
<b>Session 3</b>	<b>Date/Time</b>	<b>Aug 13, 2022 – Tuzla 09.00–12.30</b>
	Topic:	Discussion, Round 2,3 and debrief
<b>Session 4</b>	<b>Date/Time</b>	<b>Aug 20, 2022 – Altunizade 09.00–12.30</b>
	Topic:	Discussion, Round 3,4 and debrief
<b>Session 5</b>	<b>Date/Time</b>	<b>Aug 27, 2022 - Tuzla 09.00–12.30</b>
	Topic:	Discussion, Round 5,6 and debrief
<b>Session 6</b>	<b>Date/Time</b>	<b>Sep 03, 2022 – Altunizade 09.00–12.30</b>
	Topic:	Team Presentations

**Academic Honesty:**

Learning is enhanced through cooperation and as such you are encouraged to work in groups, ask for and give help freely in all appropriate settings. At the same time, as a matter of personal integrity, you should only represent your own work as yours. Any work that is submitted to be evaluated in this class should be an original piece of writing, presenting your ideas in your own words. Everything you borrow from books, articles, or web sites (including those in the syllabus) should be properly cited. Although you are encouraged to discuss your ideas with others (including your friends in the class), it is important that you do not share your writing (slides, MS Excel files, reports, etc.) with anyone. Using ideas, text and other intellectual property developed by someone else while claiming it is your original work is *plagiarism*. Copying from others or providing answers or information, written or oral, to others is *cheating*. Unauthorized help from another person or having someone else write one's paper or assignment is *collusion*. Cheating, plagiarism and collusion are serious offenses that could result in an F grade and disciplinary action. Please pay utmost attention to avoid such accusations.