

✓
SAULT COLLEGE
of Applied Arts and Technology
Sault Ste. Marie

COURSE OUTLINE

MANAGEMENT SIMULATION III

BUS 320-2

revised SEPTEMBER 1980

MANAGEMENT SIMULATION III

BUS 320-2

TEXT: Participant's guide and workbook - INTRODUCTORY BUSINESS MANAGEMENT SIMULATION - M. Archer and C. d'A. Dakin
(McGraw - Hill - Ryerson Ltd.)

REFERENCES: Financial Post
Business Week all available in library
Canadian Business
Dun's Review
Harvard Business Review

OBJECTIVES: To sample real life competitive business situations in a controlled and non-threatening environment. We will attempt to keep aware of contemporary and controversial concepts and management techniques in current periodicals.

STUDENT GOALS: To tie together the functions of management, marketing, finance, accounting, production and control.
To explore the relationship between a firm and the consumer competitors, economic environment, political climate and its employees.

METHOD: The IBMS game will form the nucleus of the course. The game will be supplemented by readings (hand-outs). The emphasis will be in analysis participation and decision making rather than results. Your business report will be conducted on a tutorial basis.

STUDENT EVALUATION:

1) Tests Sept. 24th, 9 am -- Rm A 201 -- 15%
Dec. 3rd, 9 am -- Rm A 201 -- 25%

STUDENT EVALUATION (continued)

2) Participation

Participation is mandatory because of the nature of this course. TWO PERCENT (2%) will be deducted for each class hour absent. FIVE PERCENT (5%) will be deducted if the decision sheets are not submitted by 5 pm the day they are assigned..... 30%

3) Business Report

Weekly Reports 10%
Final Submission 20%

A report must be prepared & typed in a format acceptable to a banker or a potential investor.

Total 100%

The above percentages should be used as a guideline.
The final grade submission will be A,B,C,I or R.
There is NO provision for a rewrite in this course because of its nature.