

EXPERIENCE THE VALUE OF TRAININGS

More and more organizations are realizing the value of bringing The Great Game of Business trainings on-site. We offer a large catalog of trainings that can be customized and brought straight to you and your people.

Our on-site trainings offer expert facilitators, flexible scheduling, are cost-effective and allow you to train as many or as few employees as you need. All on-site trainings are delivered right where you want them and are offered all year round.

Huddle Training

You're hosting regular company Huddles. You're trying your best to educate your team on how your company's scoreboard works... but you still feel like you're only going through the motions. Wouldn't it be nice to have someone show you what you can do to really get your team in The Game?

One of the key elements of The Great Game of Business is following the action and keeping score. That's what our Huddle Training is all about.

This training will teach you how you can develop simplistic scoreboards that will help your team understand the value and purpose of keeping score. Let us show you how you can have the most effective team Huddles and keep everyone's eyes on the same goal.

This training will:

- Help you gain a deeper understanding about the importance of Huddles & keeping score.
- Educate you on PlayerCoach Leadership and what it's all about.
- Show you how your teams can develop simple & effective scoreboards.
- Give you the tools & skillset to create a productive rhythm, teach your team in fun ways, and increase Huddle effectiveness.

This training is suggested for:

- All Team leads
- All Supervisors
- All Managers
- Anyone who plays a role in reporting and/or relaying the numbers

ON-SITE GET IN THE GAME WORKSHOP

The Get in The Game Workshop™ was developed to give participants an in-depth view of open-book management and how they can effectively play The Game in their organizations. This training is led by a GGOB Coach. The Coach guides participants through two days of impactful training sessions that include a detailed look at Great Game's "10-Step Approach to GGOB Implementation".

EVENT HIGHLIGHTS:

- Deep-dive into the Best Practices of the GGOB
- The "10-Step Approach to Implementation"
- Employee Q&A sessions
- Option for a Free 1-hour Coaching Session

Participants will leave with valuable tools and practical planning tips that will benefit them during their open-book management journey. The Get in The Game Workshop is designed to teach participants how they can implement and successfully sustain The Great Game of Business in their organization.



“When you appeal to the highest level of thinking, you get the highest level of performance.”

ON-SITE HIGH-INVOLVEMENT PLANNING WORKSHOP

The High-Involvement Planning™ Workshop is considered a Master's Level training that teaches experienced open-book management practitioners how to transform their annual planning from time consuming to an exciting ongoing journey. This training shows leaders how they can equip their team with the tools and practices to implement and sustain a high-involvement planning process that involves, informs, and educates the entire organization.

This is a hands-on, highly interactive workshop where attendees will have opportunities to learn, share, and discuss the unique challenges and rewards of running an open-book organization.

EVENT HIGHLIGHTS:

- Learn to create planning processes that consistently involve, inform, and educate your entire organization.
- Define your company's Critical Numbers and discover how you can build your plan to attack those numbers using day-to-day actions.
- Develop a "Plan B", a crucial contingency practice for on-going growth and success.
- Discover how to bring financial plans to life with the power of forwarding forecasting.
- Understand how you can establish companywide buy-in and commitment to your financial plan.
- Learn to conduct plan reviews that encourage participation and challenge assumptions.

BASIC FINANCIAL LITERACY

Developing basic business and financial literacy at all levels of a company is the first step toward helping individual employees realize how their decisions impact the bottom line. Basic Financial Literacy workshops are designed to educate employees on the key financial metrics of a business in a non-threatening way. This is achievable using plain-language and easy-to-understand examples. In these courses, participants will be guided through a real-life scenario of starting a business including the realities of borrowing capital, repaying loans and monitoring cash flow.

Basic Financial Literacy workshops will help employees understand the fundamentals of the income statement, cash flow statement and the balance sheet. The exercises in these workshop will help employees...

- Recognize the difference between profit and cash
- Understand how financial tracking impacts decision making
- Become familiar with the business planning process

Industry specific offerings include the following:

The Yo-Yo Company- Designed for Manufacturing Companies

Sally's Grooming Service- Designed for any service related business

Joe's Bike Shop- Intended for dealerships of any kind

Tommy's Tree Stands- Engineered for the construction related industry

Who Should Attend?

- Supervisors or managers who have to communicate financial information to others
- Employees who have recently completed the company orientation process
- Line-level employees who need to understand basic components of financial literacy

MINIGAME TRAINING

A MiniGame is a short-term activity designed to correct a weakness or pursue an opportunity in the company. MiniGames are designed to be fun and engaging. Like most games, they should have a goal, a timeframe for play, a scoreboard, and a reward for winning. MiniGames also have a theme that energizes the players and propels the game overall.

MiniGames are like mini-incentive plans; they're a way to motivate employees day to day to make improvements that will add up to year-long success.

When implemented correctly, MiniGames are proven to:

- Affect a financial or operational change: Drive results through improved performance.
- Increase business literacy: Reinforce key components of business success such as goal setting, mutual responsibility and performance management.
- Build teamwork: Rally employees (players) around a common goal in order to achieve a shared reward.
- Develop a winning attitude: Create an environment where winners are recognized and rewarded for generating results.
- During this workshop, participants will learn the guidelines for an effective MiniGame and apply that knowledge directly by working in teams to design and build their own MiniGames.

This highly interactive training session will give participants the skill-set and tool-set they need to design and implement effective MiniGames within their organization.

Who Should Attend?

- Employees who have recently completed the company orientation process.
- Managers, supervisors, team leads and line-level employees who need to understand basic components of building an effective MiniGame.

“When you open your books, really open them, you also open your mind and neither your mind, nor the books will be closed again.”

-Jack Stack-

CASH2CASH SIMULATION

The CASH to CASH Cycle is the difference in days between when you paid CASH and received CASH.
 $\text{Days of Inventory} - \text{Days of Payable} + \text{Days of Receivables} = \text{The CASH to CASH Cycle}$

Simulation Objectives

- Show the End-to-End business process at work
- Show the cause and affect of the Cash2Cash Cycle
- Show how the Cash2Cash Cycle can be reduced
- The importance of Cash in a business
- Show everyone their role in how to make a difference to Cash Flow

Simulation Roles

- Finance
- Sales
- Purchasing
- Logistics
- Production 1
- Production 2

The Ca\$h2Ca\$h Simulation lasts approximately 7 hours (or 8 hours with a lunch break)

Purchasing Challenges

Supplier reliability
Batch Size
Lead times
Credit terms
Quality
Cost
Relationships

Production Challenges

Communication, & unreliable forecasts
Flexibility & changeover times
Batch sizes for inputs
2-step process

Sales Challenges

Unreliable forecasts
Which customer to serve first
Matching availability to demand
Iron Stock not available for other customers

Collections & Finance Challenges

Customers not paying as agreed
Credit given to customers
Credit terms from suppliers
Working Capital & Capex requirements
Credit availability from the Bank
Cost of "emergency money"
Running out of Cash

Who Should Attend

- Managers from organizations practicing The Great Game of Business who would benefit from advanced financial training and an understanding of the business from an owner's perspective
- Owners and Managers in business not practicing The Great Game of Business but need a practical understanding of the business finances
- Supervisors and Employees in Great Game companies that have successfully completed basic financial literacy training and are ready for advanced training

ENTERPRISE PROFITABILITY

Six teams of two to four players compete head-to-head in a replica of a real world open market environment. They go through several business cycles, making everyday business decisions governed by steps on a detailed checklist. As the game progresses, players encounter increasingly complex, mind-expanding business concepts and events (promotions, streamlining, taxes, depreciation) that teach them how to develop strategy, make smart purchases, adjust to ever-changing market demands, forecast more accurately, and improve profit and cash flow. And that's just the beginning.

Objectives of the Program

- The Moving Balance Sheet Demonstration
- Business Activity Cycle
- Setting a Price: Covering Fixed Costs
- Financial Ratios
- Differentiation & Cost Leadership:
 - Strategies for Success
 - Options Added into Simulation
- The Impact of Strategy
- Dividends & Shareholder Value
- Creating Value
- Managing Return on Investment
- Where Does my Job Make a Difference?
- Analyzing my Business Unit
- Action Plan: Where Do We Go From Here?

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JOIN US FOR ONE OF THE GREAT GAME OF BUSINESS TRAININGS

Dive head first into The Great Game and open-book management! Attend one of The Great Game of Business events and see personally how The Great Game of Business has helped many other companies in a position just like yours.

**For more information about Great Game events or trainings
contact us at 800.386.2752
or visit us online at greatgame.com.**



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