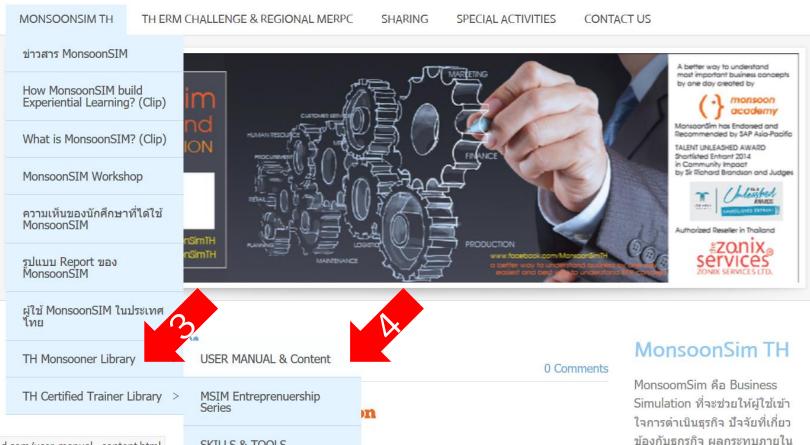




FACILITATOR MANUAL FROM MONSOONSIM THAILAND







- www.Monsoonsim thailand.com
- TH Monsooner Library
- User Manual & Content



Join Game

- >> Sit as group
- >> monsoonsimthailand.com >> User Manual
- >> join.monsoonsim.com
- >> Game code:

Listen & Listen

ASK When Curious Identify GOAL KPI Problem

Think
Plan &
Try

Fail & Learn & Relearn

NOTE

- This update based on version 9.x some of screen short will be replaced with latest GUI in MonsoonSIM. Some will remain as long as not significant changing applied.
- This manual will contain LINK and QR CODE. For depth explanation. BTW some of CLIP is strictly for Facilitator ONLY.
- The support clip is not a best clip. But may help to leverage <u>ACTIVE LEARNER</u>



Updated in Version 9.x (AUG 2021)

- New Chat Feature / New Guide
- MonsoonSIM BOZ (Rule Based AI) For Learner and Facilitator
- New Official Course and Quiz
- New Learner Activity (for Facilitator to monitoring your Learner)
- Environment Impact
- FIN Journal Entry Allow
- Integrated Report (IR)

Based on Version 9.x



MonsoonSIM TTT Manual

Business Simulation: ERP and Business Administrative

based on version 9.x (Updated JUN 2021)

All contents is right reserved for MonsoonSIM TTT workshop which run by MonsoonSIM Thailand



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PARAMINTARA@ZONIXSERVICES.COM

095-446-5355



MonsoonSIM Experiential Based Learning

A simulation is an approximate imitation of the operation of a process or system; that represents its operation over time. Simulation is used in many contexts, such as simulation of technology for performance tuning or optimizing, safety engineering, testing, training, education, and video games.

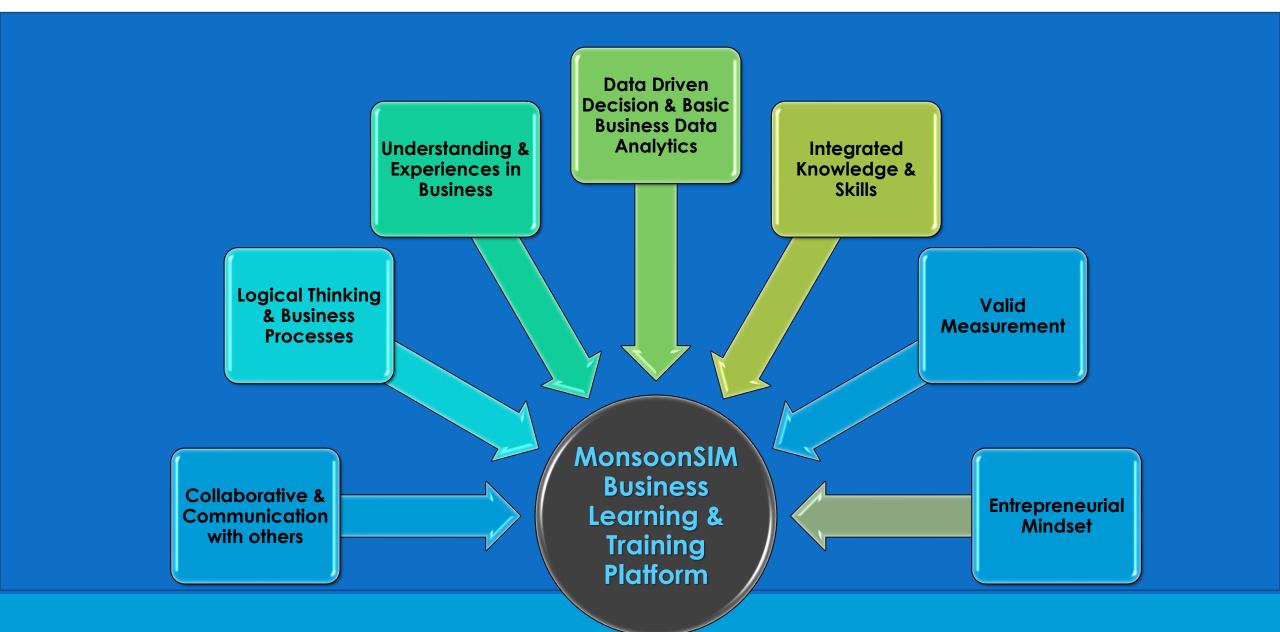
Education MONSOONSIM **EXPERIENTIAL** LEARNING the process of learning through experience, and is more specifically defined as

game-design
elements and game
principles in nongame contexts. It can
also be defined as a
set of activities and
processes to solve
problems by using or
applying the
characteristics of
game elements

"learning through reflect on doing"

MonsoonSIM Core Value for Learning & Training







MonsoonSIM Train The Trainer Objectives

- Understanding all the modules (How it works, How about their relationship)
- Understanding
 - how to setup the game
 - how to set configuration in all modules
 - MonsoonSIM limited factors
 - ☐ How to activate quiz (Only applicable for Official Course)
 - ☐ How to provide them Certification of Attendance
 - Troubleshooting



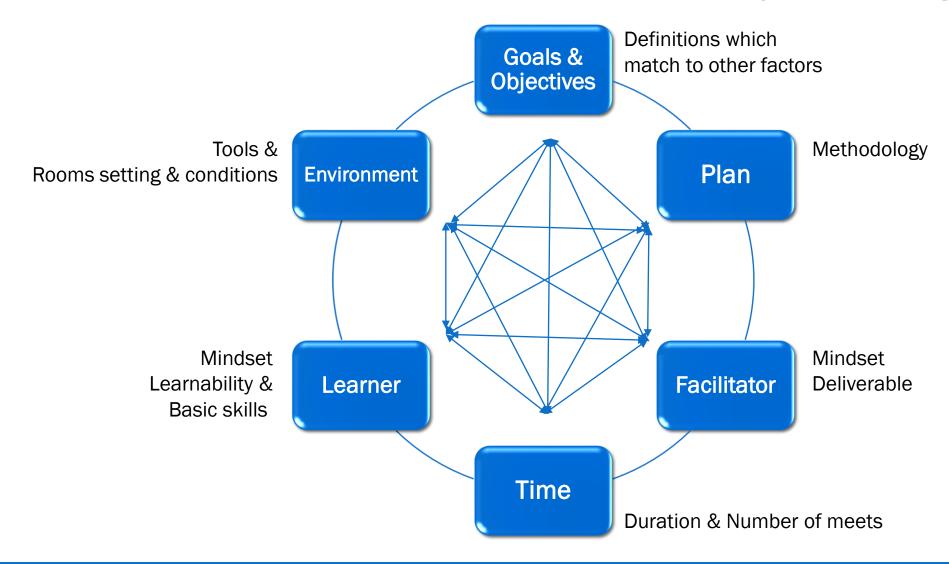
MONSOONSIM KEY SUCCESS FACTORS

Based on my experienced





Successful factors to run MonsoonSIM Class/Workshop





Gamification Trick; Make it Fun and Challenge



- Make Unpredictable game
- Make them both win and lost
- Challenge them more & more
- Lets swap the roles & Extend
 Their vision of Business Process



F Methodology

F Methodology is the class methodology for Facilitator to use gamification in the class and implement to the learner.

Gamification is using Game to build understanding in some context which can be simply one or complexity one. By using Game in the class. The key success is 'FUN' and not only cater for fun. If you want them to learn more must follow by the set of 'F' like fail, fund, find, form and etc..

please scan QR code and look for this content.





Experiential Learning

The Simplest Experiential Learning Cycle

DO IT.



Now What?

What will I do differently next time?



What happened? What were the results?



So What?

What do these results imply? How did I influence the outcome?



compiled by Andrea Corney

www.edbatista.com/2007/10/experiential.html



SWAP ROLES = EXTEND MORE VISION





Facilitator Methodology

(from my practice)

Set Objectivity & Methodology of the class Choose appropriate modules match to your Objectivities

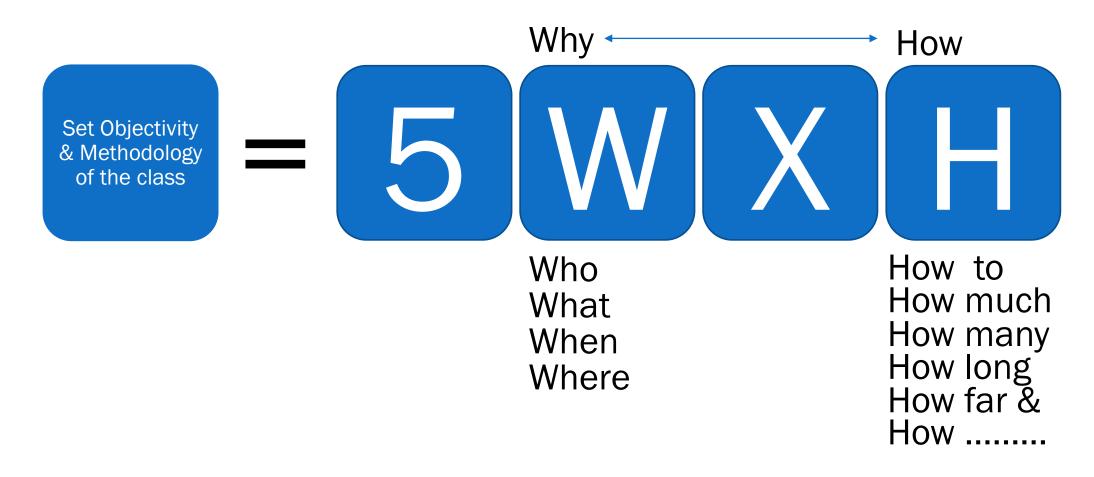
Set Configurations based on your class method

Implement and Survey

Improve for next class



Objectivity & Methodology





Choose Appropriate modules match to your Objectivities

• Selective group of modules or order of activated modules to learn more / different Business industry and Business Process

Choose appropriate modules match to your Objectivities

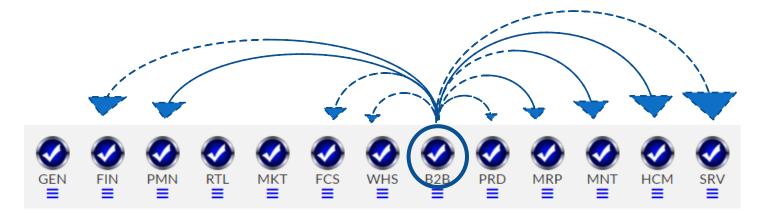


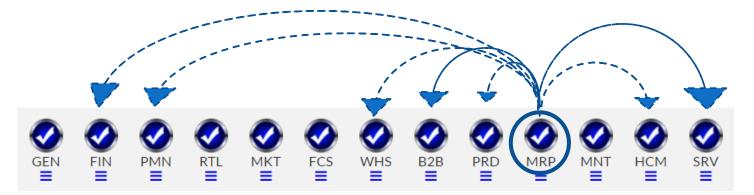


Choose Appropriate modules match to your Objectivities

Make obviously linkage between modules to you learner, to understand Business Process

Choose appropriate modules match to your Objectivities







Set Configurations

Change configurations of the game based on variety of

Set Configurations based on your class method

Situation and different imitations

- □ Change lead time; Location & Distance
- Change initial budget and Interest rate and OD limitation
- ■Change cost/budget; Depreciation period
- etc
- Add some configurations to extend visionary of learning
 - □activate FOREIGN EXCHANGE
 - ☐ Change some factor during the game



Implement & Survey

- Do not start with too difficult
- Do not lets some team behind
- Set short term KPI and reward them
- Asking question or lets learner asking the question
- ☐ Do online survey
- ☐ use provided QUIZ

Implement and Survey



Improve for next class

- ☐ try to give them better explanation and example
- try to manage well on whatever error that you have made mistake

Improve for next class

MonsoonSIM Maturity

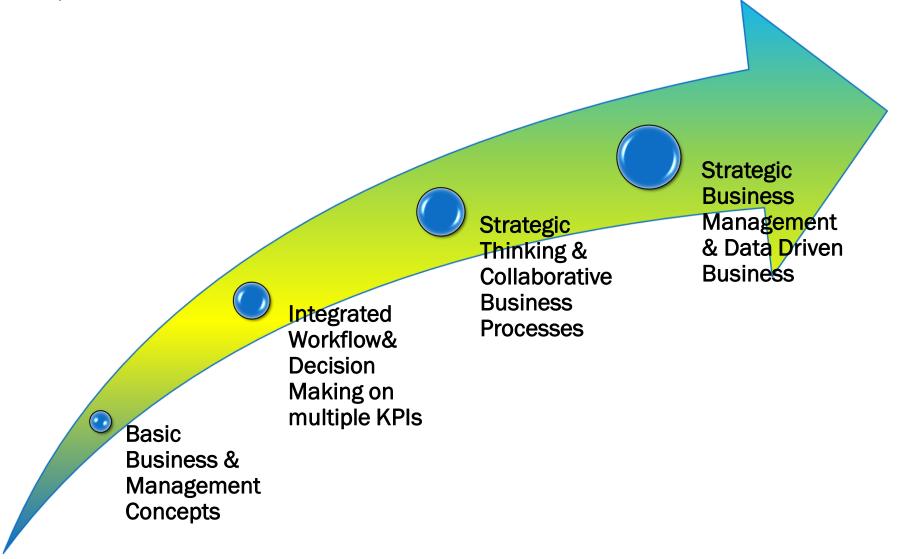
Thailand

Business Simulation & Gamilication

by Zonix Services Ca..LTD.

MonsoonSIM

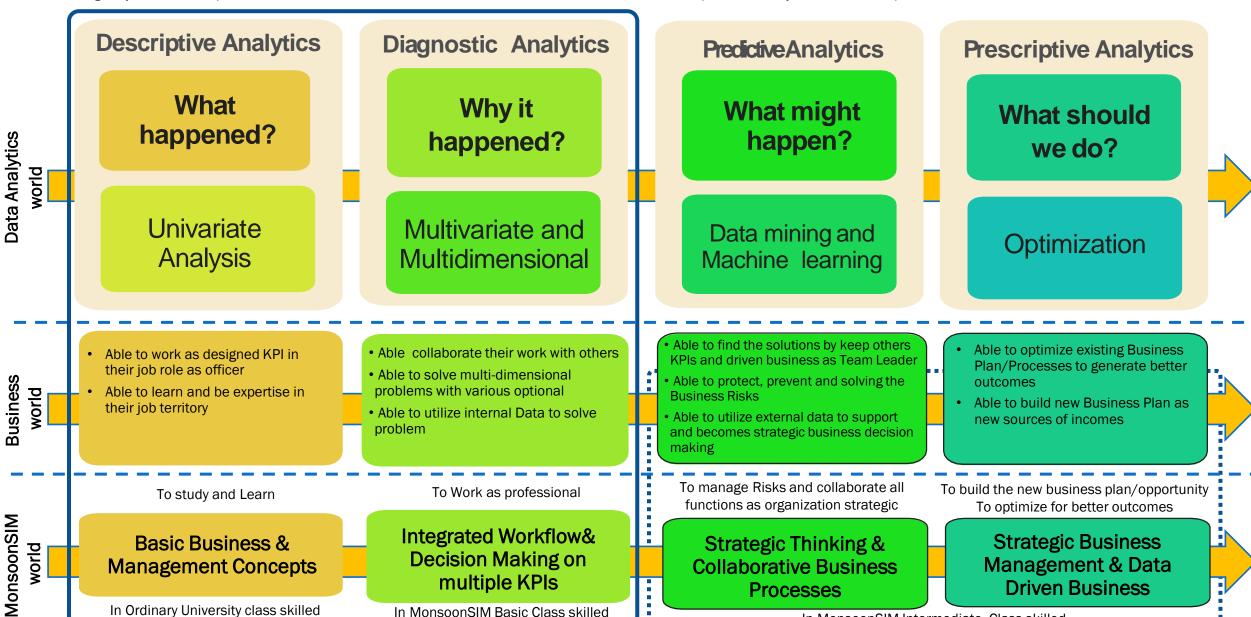
Paramintara Y. (April 2020)



Business Analytics & MonsoonSIM Maturity

MonsoonSim Thailand BUSINESS SIMULATION

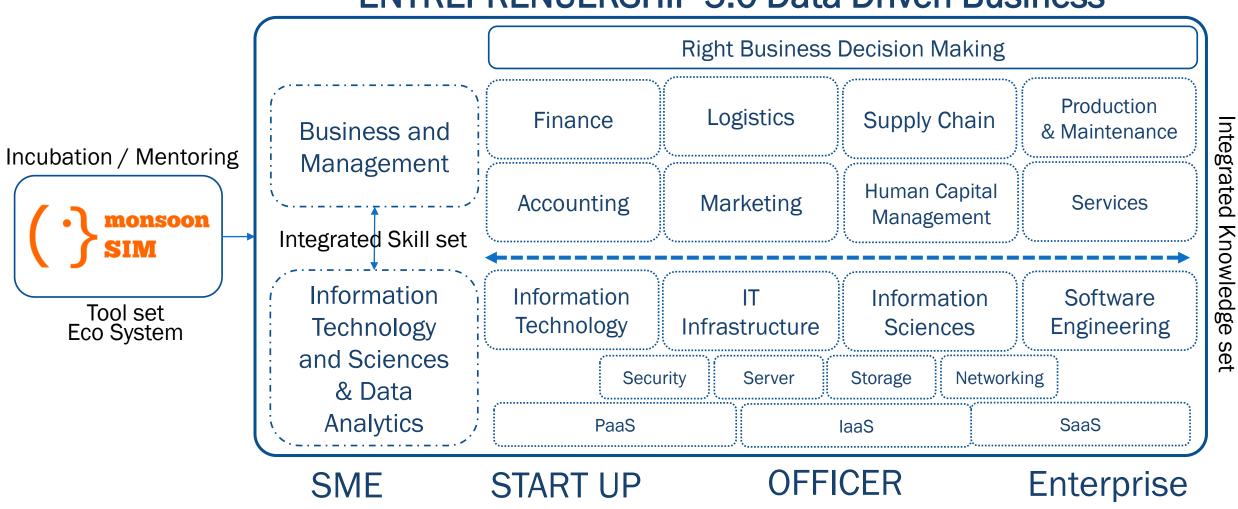
This slide originally from workshop which MSIM conducted with Data Café Thailand and converted to add MSIM's Experienced in by Paramintara Y. April 2020



In MonsoonSIM Intermediate Class skilled

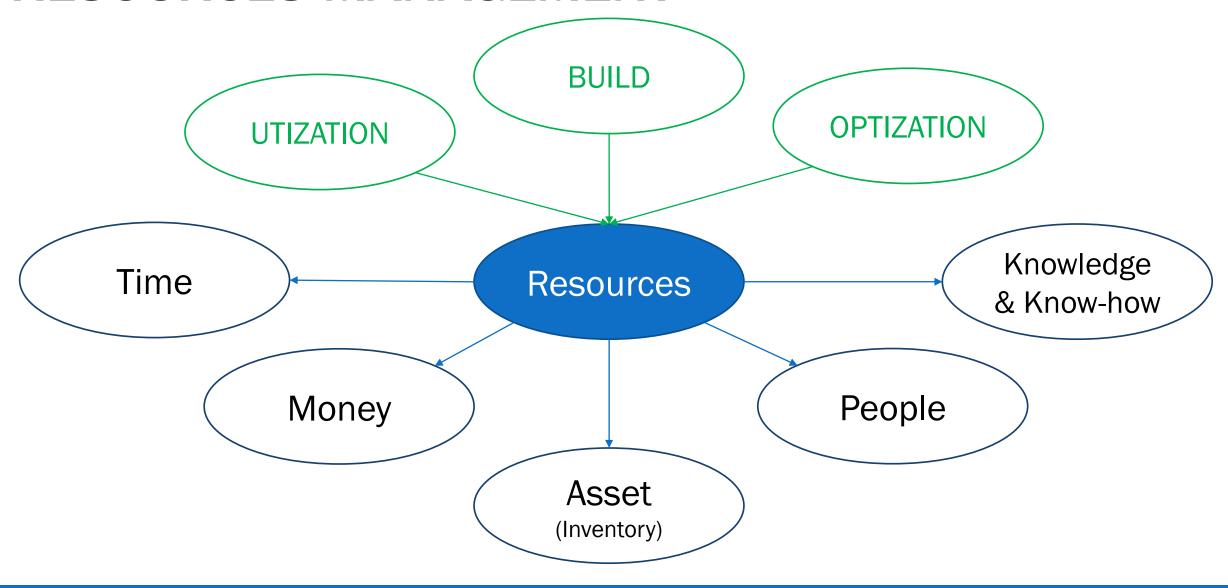


Mindset ENTREPRENUERSHIP 5.0 Data Driven Business





RESOURCES MANAGEMENT

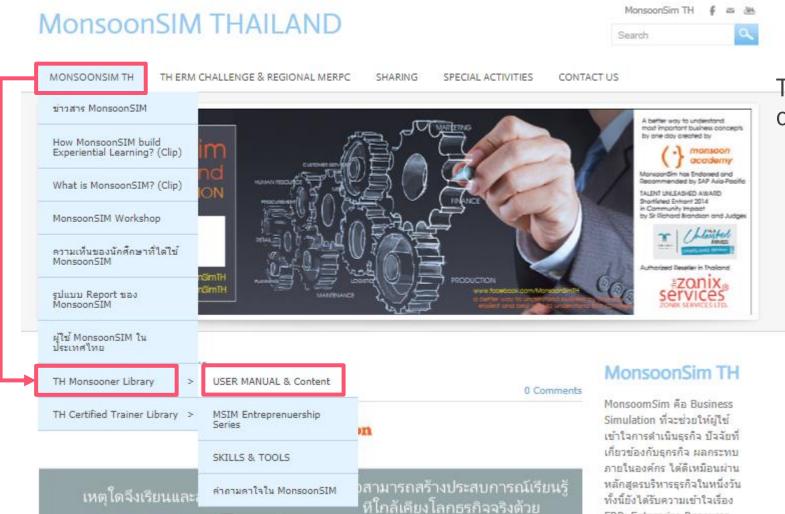


MONSOONSIM TH Portal www.monsoonsimthailand.com

TH MonsoonSIM Library for Learner



https://www.monsoonsimthailand.com/user-manual-content.html



The portal for all Thai Learner consist of

- Access link to MonsoonSIM
- User Manual
- Initial Config
- Descriptive Clip in every module
- Etc



MonsoonSIM Learner's Library

ERP: Enterprise Resource



Standard Configurations Ver9.x

https://www.monsoonsimthailand.com/uploads/3/1/3/8/31385775/monsoonsim_initial_configuration_v9.x.pdf

Provide you all details of Standard Configurations, to compare with new configurations

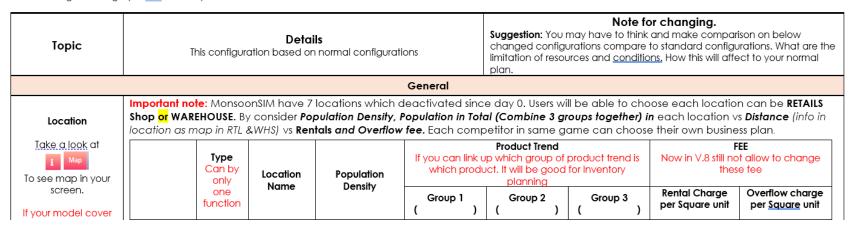
(Scenario) MonsoonSIM standard Configuration 9.x & a Quick Guide for new learner (Update JUN 2020) – FOR THAILAND's Monsooner ONLY!!

onsoonSIM
Thailand
Insines Simulation & Germication

This configuration is starting configurations in DAY 0 only in Standard Configurations. Please recheck with CT or Click 'info' to recheck changing of configurations, Once the game run some values
are changeable. Please be notice in any factors before making <u>transactions</u>



- Recommended to <u>use BI</u>; <u>Business Intelligent</u> on second screen link to your assign job KPI, BTW the quality of experience depends on Internet signal quality and <u>latency</u>
 - 1) You may need to compare more than one data set by choosing relevant data to measure. For example, Marketing + Sales + Profit Margin + Price to proof that your marketing has positive ROI or not
 - 2) Each role (duty) can be measured the quality of your decision. You can choose relevant Data Set in BI to proof your own duty in the virtual company. If your internet signal and processor are good enough, you can able to open 2 screens,, one for transaction and another one for BI at the same time





TH Facilitator Library

MonsoonSIM THAILAND



better way to undestand most important business concepts by one day created by

Recommended by SAP Asia Pacific

#ZO.NIX

TALENT UNLEASHED AWARD Shortfeled Enhant 2014

n Community Impact



This Portal has been locked by password., all Facilitator able to asking for password in Our Community Group

https://www.facebook.com/gr oups/1688708344792907 or contact Paramintara

Facilitator Portal consist of

- Facilitator Manual and Guide,
- Clip for Facilitator
- Update Clip for Facilitator in case of new version/features has launched
- Other contents

แผงไว้ เป็นประโยชน์กับผู้ที่ ต้องการเข้าใจเรื่อง ERP.



MSIM Facilitator Tools

https://www.monsoonsimthailand.com/Facilitator-manual-and-tools.html



Descriptive Clip by MonsoonSIM TH (Thai Language) https://www.monsoonsimthailand.com/basic-game-setup-tools-and-tips.html

Basic Game setup, Tools and Tips

ที่นฐานของการสร้างเกม, การจัดการ, การวัดผล และเครื่องมือต่าง ๆ ที่อยู่ใน MonsoonSIM เป็นที่นฐานสำหรับ CT ทุกท่าน ทั้งนี้เครื่องมือที่ปรากฏนี้ ทำ Clip ใน Version 5.2x หากมีการเปลี่ยนแปลง หรือมี feature เพิ่มเติมใน อนาคด จะทำ Clip Update ให้เพราบอีกครั้ง ในกลุ่อมของ Introduction และ Initial Config จะมีความยาวคลิปพอสมกระ แต่ในส่วนอื่น ๆ จะย่อยเป็น Clip ตามแต่ละร่าทึงหรือนี้ และแต่ละทับร้อง



UPDATE: Review version 6.0 (8 สิงหาคม 2561) การเปลี่ยนแปลงหลัก ใน V.6 ณ ขณะนี้ ได้แก่

- เพิ่ม Set ของ Observer มากขึ้น ละเอียดขึ้น
- สามารถโหลดข้อมูล P/L, OPEX, Balance Sheet ย้อนหลังตามวันได้
- เพิ่ม Feature เช่น Session Save ให้กับ CT

MONSOONSIM GAME STEP



MonsoonSIM kick-off Step

Register

Let's facilitator setup game

Login to game environment

Learning to 13 modules

Experienced from game

Simulate yourself to work / learn

Concerns



Class environment Concern

- How big of screen
- How bright of your Projector
- ☐ Sit as a group is recommended
- ☐ In case of having class in computer lab, if Facilitator can access to any user would be great for your inspection
- Having visualizer may help
- multiple pen colors may help



Technical Concern

GAME INTERFACE

- □ USE Proper browser (Do recommend CHROME and FIRE FOX)
 - ☐ For google chrome, Please make sure that the client do not activate Translate functions
- ☐ USE Proper encoding in your Selective Browser (UTF-8 for Thai)
- ☐ USE ENGLISH as main language in your Browser for Facilitator
 - ☐ Recheck the location can be read or not in View Certification before you run

For Facilitator ONLY



Connectivity Concern

Connectivity

☐ If using Wi-Fi, Please make sure that your capacity of access point (AP) able to support number of devices



Running Multiple Game code concern

applicable for Academic and Premium Subscription

- ☐ CASE 1: ONE PC/LAPTOP to run multiple game
 - ☐ USE Different browser is TACTICs, Do not use same browser to run multiple game code or Acting on different roles

For example;

 1^{st} game code = CHROME \rightarrow as facilitator

 2^{nd} game code = Fire Fox \rightarrow demo as learner users

3rd game code = Safari

Recommend: Do not run many game code is you are alone © or better run with 2-3 PC/Laptops but if needed, PLEASE USE DIFFERENT BROWSER FOR DIFFERENT GAME CODE



MonsoonSIM Learner's Library

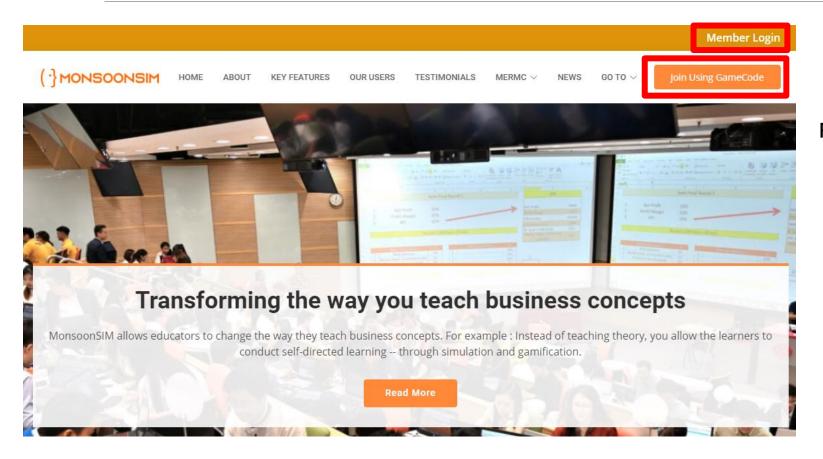


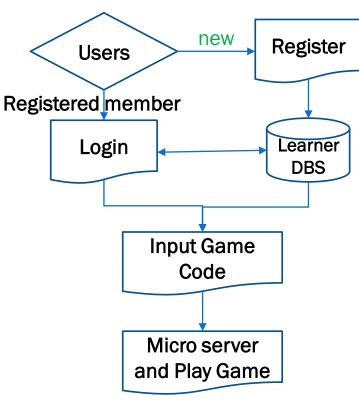
GAME INTERFACE



www.monsoonsim.com

Looks for "Join Game with Game code" or join.monsoonsim.com

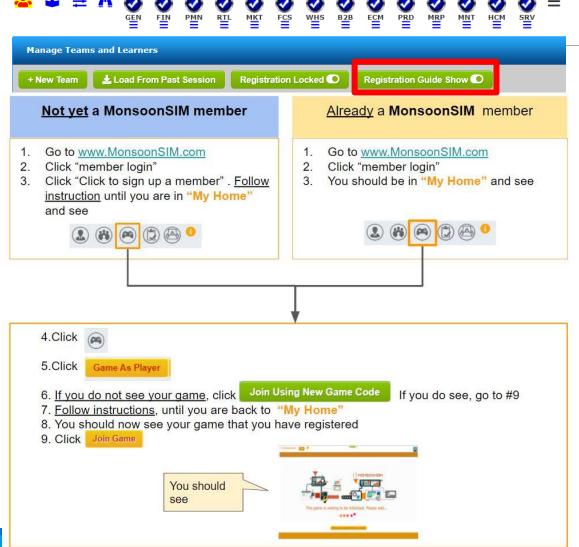




For Facilitator ONLY



Registration Guide Show



When learner login to MonsoonSIM, You can show how to login or register to MonsoonSIM to them by turn on the Registration Guide show.

Note: MonsoonSIM will use email address to be username. In case of error., maybe ask learner to register with different email to save the workshop/class time.

Lets learner register (One-time register)



Support Clip: User 1 How to make register to system https://goo.gl/STT1E2

Based on version 7.x



Based on version 7.x but easy to apply with latest version

Support clip: About registration and Login



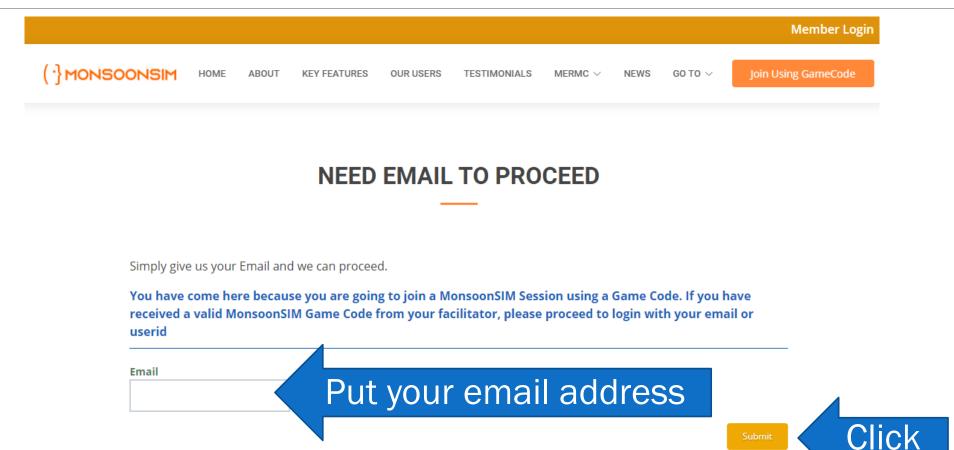
How to login after register and getting into Game Code

https://goo.gl/giQ9ZY

Note: User only need one-time registration. No need to re-register again. please login by use username (registered email)



Visit this website join.monsoonsim.com





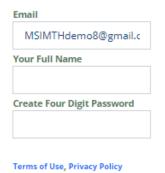
Fill in your Full name, Password and note for your password

MONSOON NEED PERSONAL DATA

Please create an account by filing up the form.

- Your email
- Your fullname
- · Your simple password
- · Please agree with our terms of use

* Note: Email will be verified later. So please make sure your email is correct.



Certification will use this field to generate the Certification. You get what you typed

Fill in your Full Name Last name

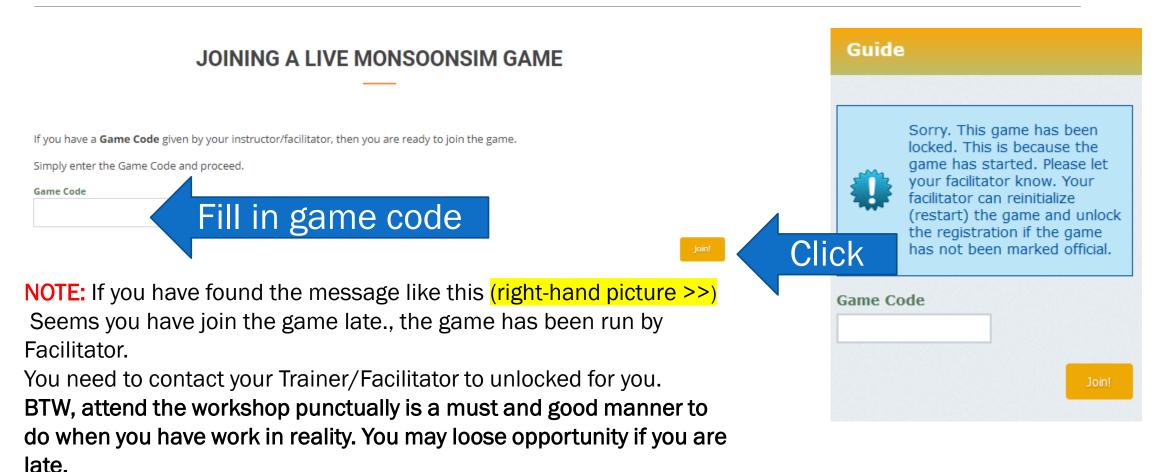
Fill in your password







Fill in game code which facilitator given to you





Choose your team name

Your team name will be created by facilitator

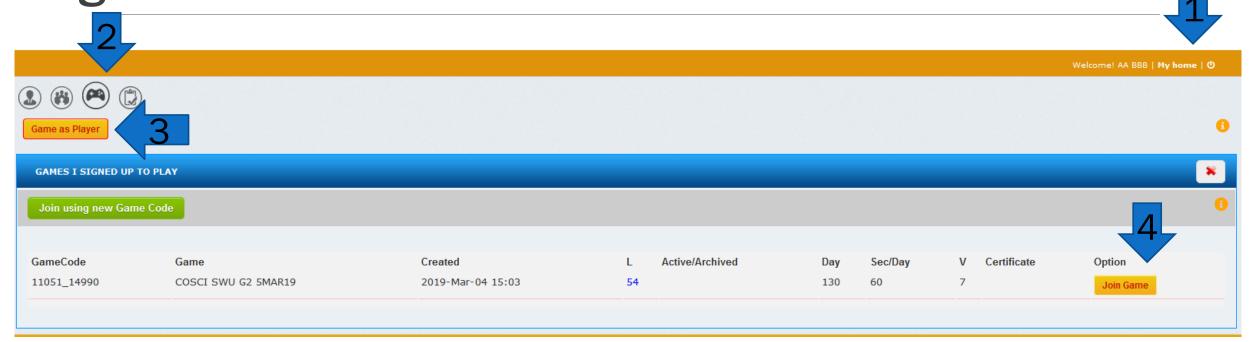
In case of Learner can not find your team name, please contact your trainer to add your team for you.

After team had been added to the game., please click refresh team list, you will see your name in drop down list.





Where will you find your game that you had registered





If your screen is like below., just wait for facilitator to let's you into the game.

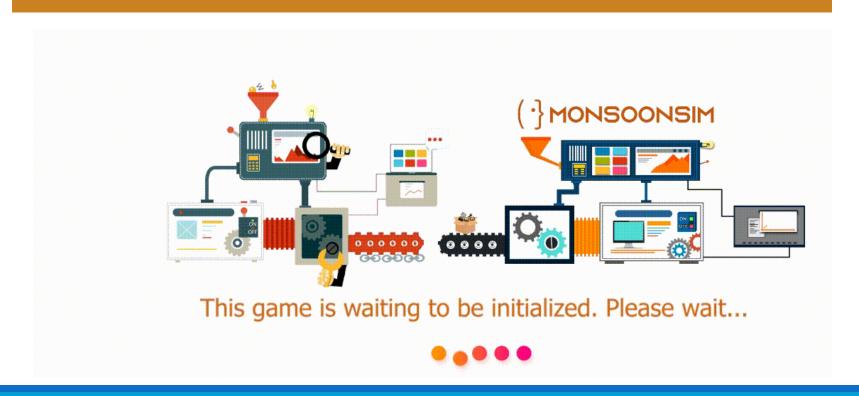








Hi Linbot! we are waiting for your game to be initialized





Your screen in day 0 will be like this









Linbot, Welcome! to this simulation. I am Boz, your personal guide.

Come, let me show you some of the basic navigation Let's go





For Facilitator ONLY

Understanding the menu FOR Facilitator



How to re-check that user still in game environment (Before logged in)

If they didn't login to the MonsoonSIM

() MONSOONSIM HOME ABOUT KEY FEATURES OUR USERS TESTIMONIALS MERMC V NEWS GO TO V Join Using GameCode

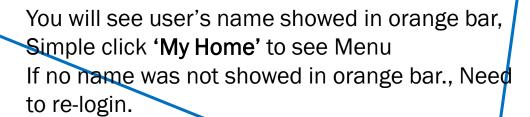
If they had logged into the MonsoonSIM, They will find their name with the word My Home in the orange bar. Click My Home





How to re-check that user still in game environment (After logged in)

Welcome! Paramintara Yaoyuenyong | My home | む



Welcome! Paramintara Yaoyuenyong | My home | O















You will see Main menu (Menu will vary based on level of account_

For Facilitator ONLY





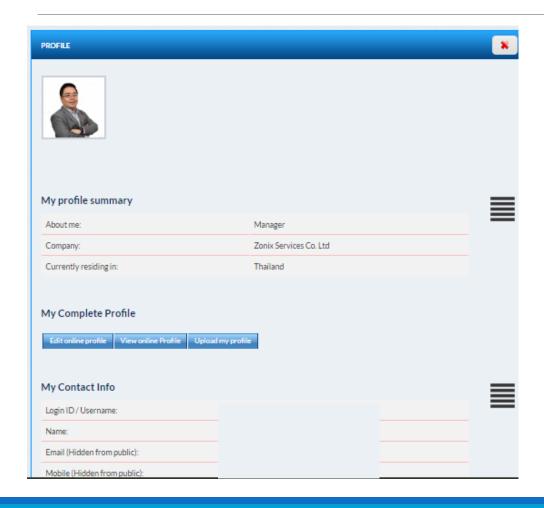
Tips:

Encourage learner to

- Put avatar in Profiles, Facilitator will easily remember your learner
- Ask Learners to type NAME-LASTNAME properly (YOU GET WHAT YOU SEE)., cause of in the future, the certification will link to this name filed once Facilitator would like to generate the Certification of Attendance
- Given assignment of learner to pre-look the clip to understand an interface before class at https://www.monsoonsimthailand.com/user-manual--content.html



Menu: Profile

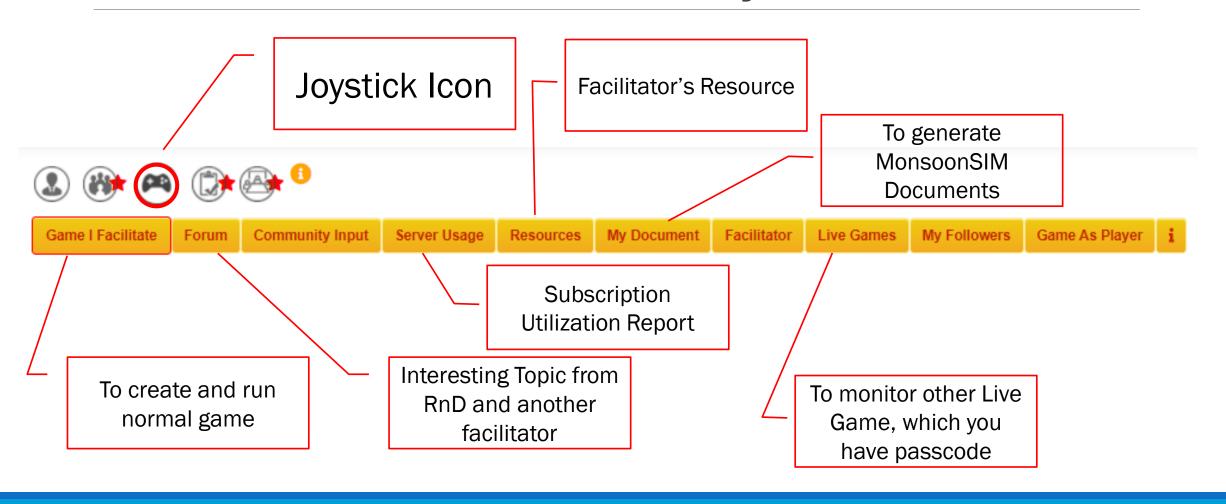


Your profile will be show in All MonsoonSIM member

(Some privacy data if you do not want to show. Please do not filled in)



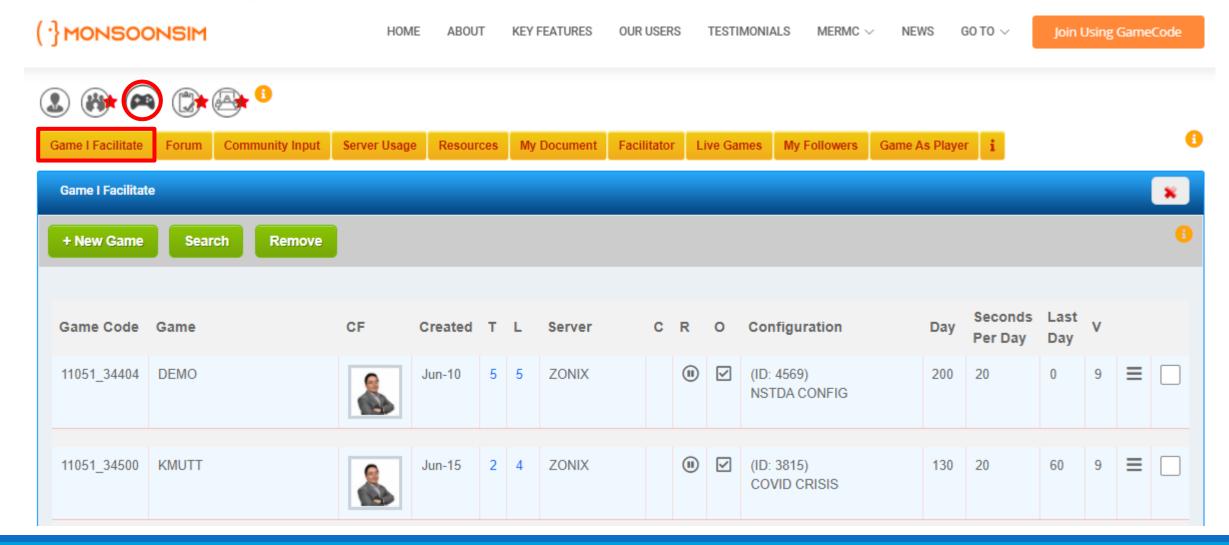
MonsoonSIM Facilitator always use Menu



For Facilitator ONLY



Click at the Joystick Icon, Choose Game I facilitate, to run the game



How to create new game and Set Configuration

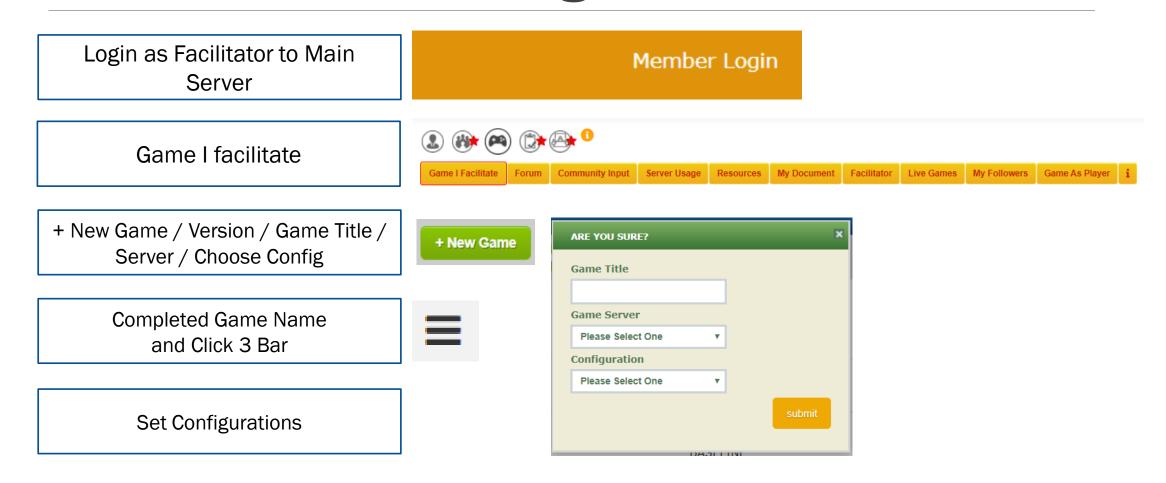


Support Clip for Facilitator (Covered from creating game, add member to game and Config game)

>> https://goo.gl/XLDwVS

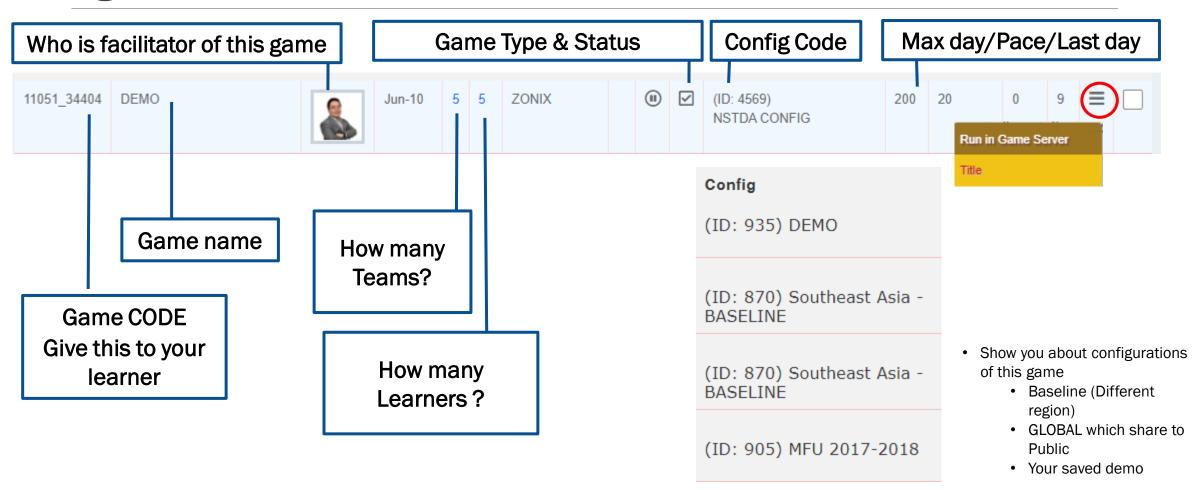


How to create new game





The game list (In main server) will show you details of the game







Chat to Learners



































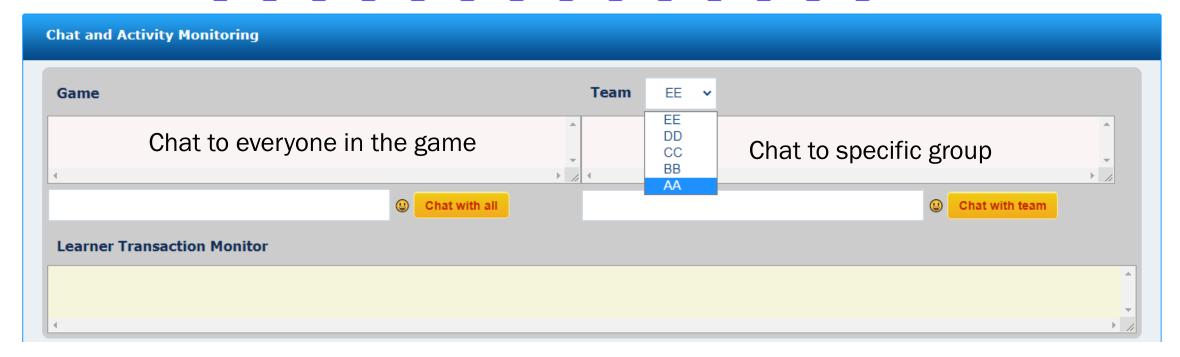








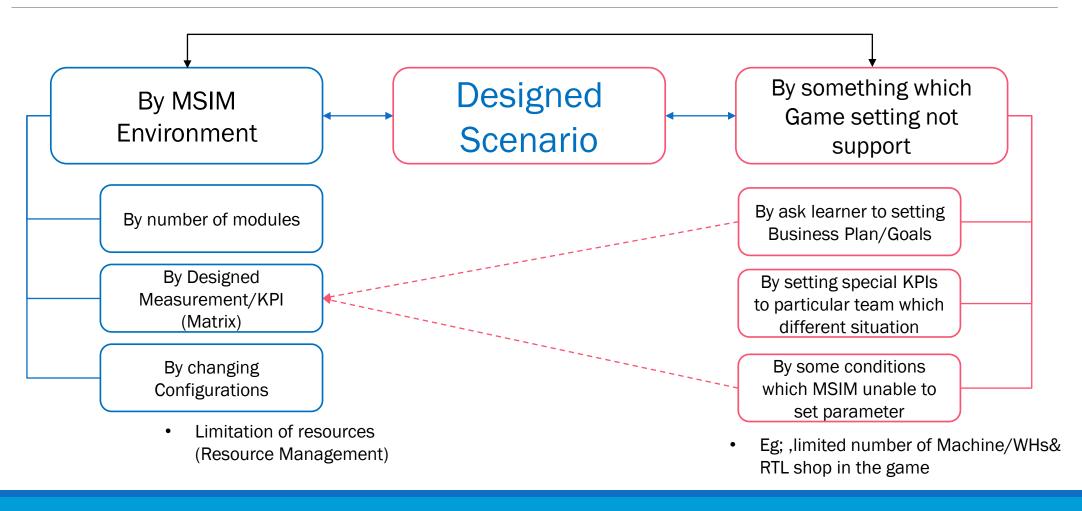




Game Scenario



Route of 'Designed SCENARIO'

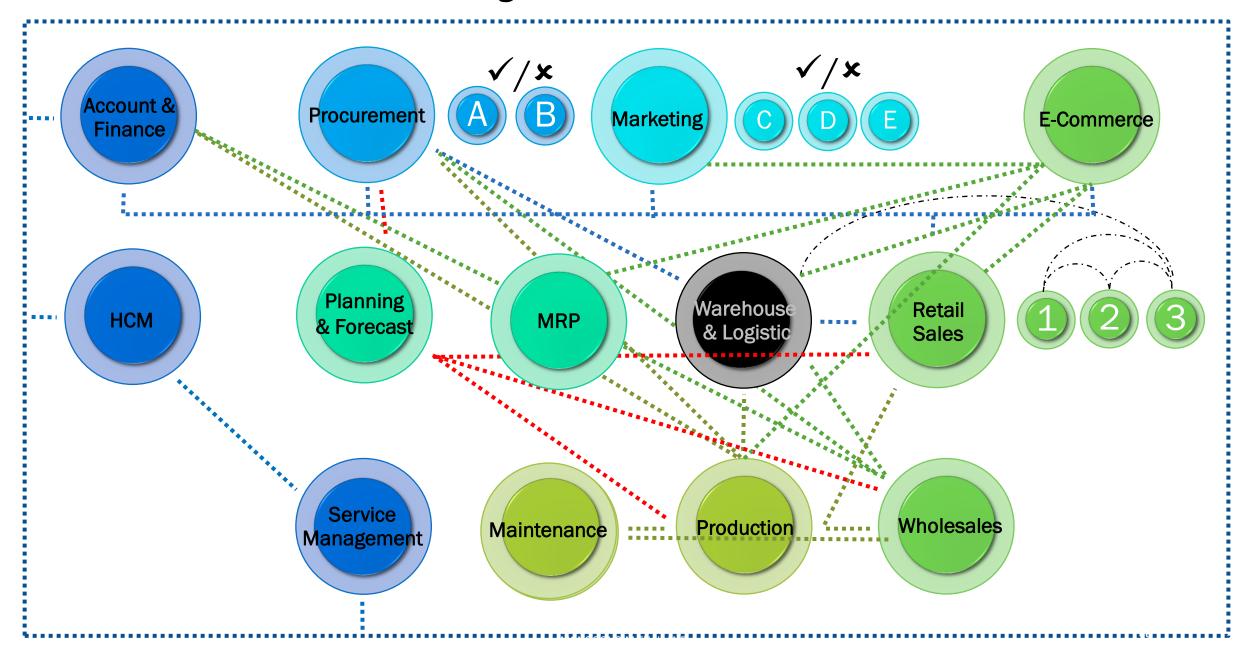




Game scenario (1)

- > All teams will start Day 0 with Equal Resources, Same Location, Same Market, Same Tools
- ➤ Each team need to invent the business plan, Process, collaborate data/information to make decision to win other team based on ASSIGNED MEASUREMENT
- Facilitator; Facilitator will able to change or add scenario to make a challenge during the game without telling Learner and also can change MEASUREMENT Anything or make announcement about Measurement end of the game. >> For this case, Find the best way to stay in PERFORMANCE in running business.
- > End of each stage/Game. Facilitator will make announcement for the result of the game.

From Small business to Large business From Reseller to Manufacturer





Support Clip for Learner: Game scenario



Game scenario
Basic business / management concept
Extend the basic idea match to knowledge
set



Game scenario (2) Location in the game

- What is your Business Plan? One market or Two market or all market
- ➤ In case of you will run the virtual business more than 2 market (B2C+B2B), How will you weight the resources and Plan for your process
- Choose the Location which match to your plan
- Location can be changed according to configuration setting
- EACH LOCATION IN MONSOONSIM CAN BE ONLY ONE functions either Retails shop or Warehouse. And UNABLE to switch the type of functions during the game.
- Make sure that your location selection and decision is <u>STRATEGIZE PLAN</u>



Location (Example: Thailand)



	Location	Attribute	Retail Rental THB / Day / m2	Warehouse Rental THB / Day / m2
	1. Bangkok,Thailand	Population / km2 : 5,927 Group1 : 3,534,000 Group2 : 1,581,000 Group3 : 4,185,000	22	2
	2. Chiang Mai,Thailand	Population / km2 : 15	20	2
		Group1 : 68,789 Group2 : 116,642 Group3 : 113,651		
	3. Hat Yai,Thailand	Population / km2 : 12,135	24	2
		Group1 : 94,285 Group2 : 35,676 Group3 : 124,864		
	4. Nakhon	Population / km2 : 13	16	2
	Ratchasima,Thailand	Group1 : 62,533 Group2 : 95,159 Group3 : 114,191		
	5. Udon Thani,Thailand	Population / km2 : 218	12	1
		Group1 : 52,622 Group2 : 47,838 Group3 : 138,731		
	6. Surat Thani,Thailand	Population / km2 : 2,064	14	1
		Group1 : 42,724 Group2 : 17,090 Group3 : 82,600		
	7. Khon Kaen,Thailand	Population / km2 : 4,333	12	1
	,	Group1 : 55,809 Group2 : 27,905 Group3 : 115,604		

to be **RETAILS**, **WAREHOUSE** base on

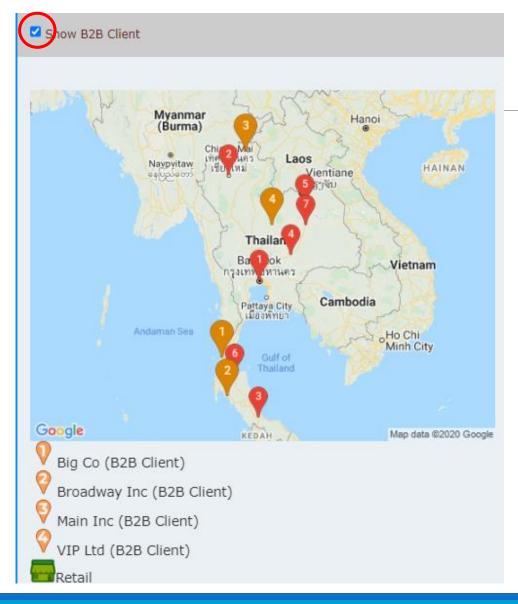
Location attribute and

Your Business plan

ation

MonsoonSIM

Please marked Show B2B Client. If you want to see Client Location



B2B Client Location

In case of your business plan will marketize in B2B. Choose the proper location that can **SAVE MORE TIME** in **DELIVERY GOODS and LOWEST THE LOGISTICS COST.**

Note:

Facilitator need to activated B2B shipment in B2B Module



Why location selection matter? And How to choose location in the MonsoonSIM

- Location is one of basic strategy in Business
- Choosing Location must align on your
 - Internal factors like Business Model (how you plan to earn income from which market B2B, B2C, ECM or SRV), Limitation of knowledge, Know-how, Resources like Money, Man-Power, Manageability. Etc.
 - External Factors like Competitor, Customer Location, Size or Market etc.

In MonsoonSIM Scenario; to be converted to reality case,

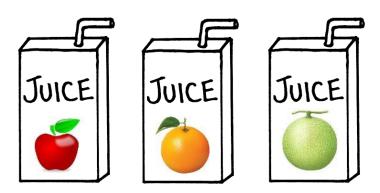
- in B2C Retails, Location which have large populations means more chance to sell, bigger market size.
- in B2B Wholesales, The location of Warehouse/Distribution Center (DC) is strategically for Lead Time between you as wholesales and customers., Cost will incur in logistics, etc.



Game scenario (3) 3 Goods with 3 components

In MonsoonSIM, we only have maximum 3 different goods. Each Good consisted of 3 different Raw material in different number.

Which one is Good? >> Higher Demand, Higher margin ???



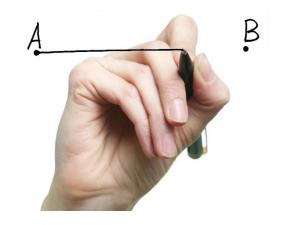
Components (Production BOM)= 1xFruit + 1xBox + 2xLabels

Note: Type of Finished Goods and BOM will be able to change



Game's Trick (1)

need to convert this trick to real working methodology















Game's Trick (2)

need to convert this trick to real working methodology













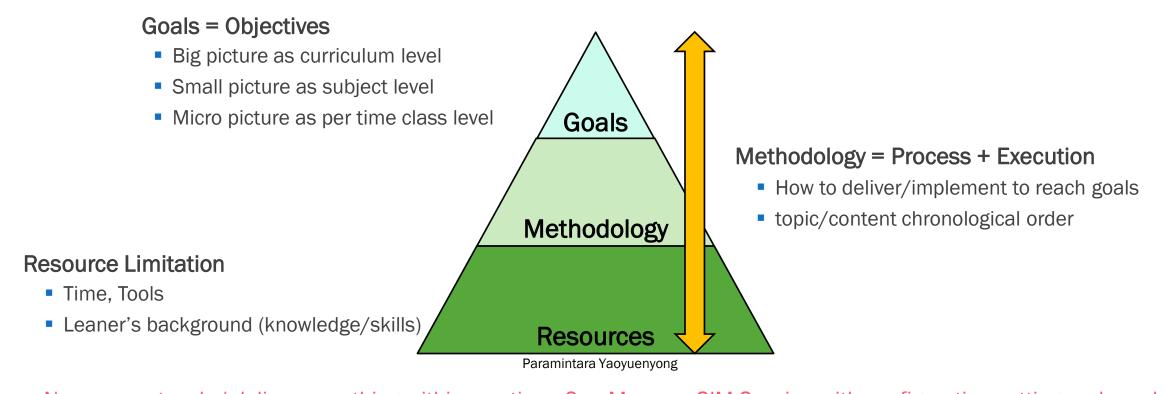
How to configure the game parameters



STEP 0: Class Objectives and Scenario planning



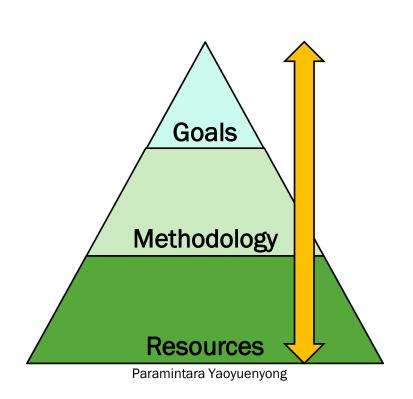
Scenario Planning in any Classes



No one can teach / deliver everything within one time, One MonsoonSIM Session with configuration setting and number of module will be unable to fulfil any angle. Kick off the new game with setting for one or a few objective. And create next game to fulfill / extend to other concepts



How to plan the class with MSIM



Case 1) MSIM is part of subject which approximately 13-15 times per semester. And having a few times for MSIM.

Case 2) MSIM as extra hour activity

Case 3) Dedicated subject which MSIM is major part of subject

Case 4) MonsoonSIM is tools of some Workshop like Basic Data Analytics

For every sample cases, Trainer need to set the objective clearly, cause of limited resources is TIME. And plan for proper methodology in the class.



Sample of MSIM Class planning



https://qrgo.page.link/B9Q4N



https://qrgo.page.link/YM18h

STEP 1: LOCATION in Game

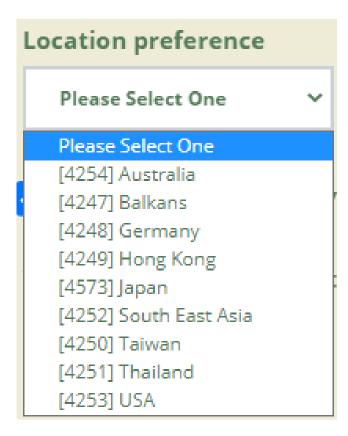


IMPORTANT NOTE: about Location

- the total Location in game will be up to 7 locations
- In each location can be only one functions either Retails shop or Warehouse, Can not be two feature in same location.
- If the Facilitator didn't activate WHS, all 7 locations can be all Retails shop
- If Facilitator has activated WHS, the 7 locations can be any functions, and also can have multiple warehouses.



Available Location in MonsoonSIM



- Facilitator able to change the location by use the default configuration, when you has created the game
- Different locale will have different local currency/foreign exchange currency, measurement unit (Metrix/Imperial)
- Location between 7 locations will be different in city name/ distance between each one, population and population density



Location (Example: Thailand)



and the second s		•		
Location	Attribute		Retail Rental THB / Day / m2	Warehouse Rental THB / Day / m2
1. Bangkok,Thailand	Population / km2 : 5,927 Group1 : 3,534,000 Group2 : 1,581,000 Group3 : 4,185,000		22	2
			1	
2. Chiang Mai,Thailand	Population / km2 : 15 Group1 : 68,789 Group2 : 116,642 Group3 : 113,651		20	2
3. Hat Yai,Thailand	Population / km2 : 12,135 Group1 : 94,285 Group2 : 35,676 Group3 : 124,864		24	2
4. Nakhon Ratchasima,Thailand	Population / km2 : 13 Group1 : 62,533 Group2 : 95,159 Group3 : 114,191		16	2
	·			
5. Udon Thani,Thailand	Population / km2 : 218 Group1 : 52,622 Group2 : 47,838 Group3 : 138,731		12	1
6. Surat Thani,Thailand	Population / km2 : 2,064 Group1 : 42,724 Group2 : 17,090 Group3 : 82,600		14	1
7. Khon Kaen,Thailand	Population / km2 : 4,333 Group1 : 55,809 Group2 : 27,905 Group3 : 115,604		12	1

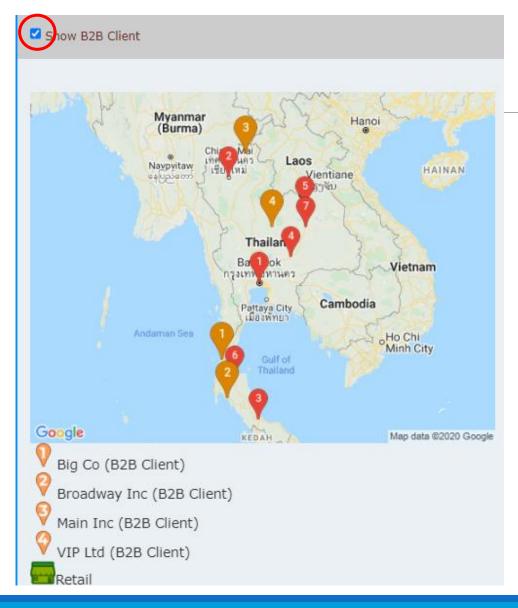
This attribute able to set on/off in "GEN" under the parameter Location Attributes Show

The default configurations is "No"

ation

MonsoonSIM

Please marked Show B2B Client. If you want to see Client Location



B2B Client Location

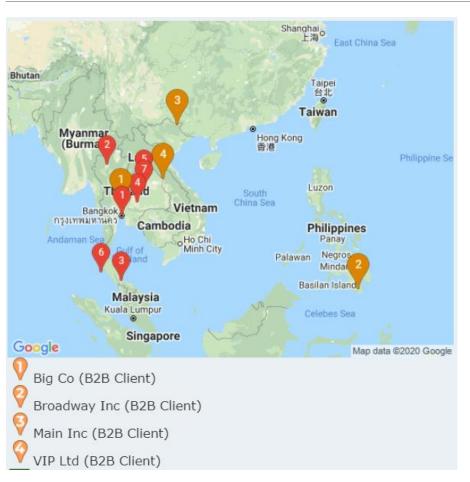
In case of your business plan will marketize in B2B. Choose the proper location that can **SAVE MORE TIME** in **DELIVERY GOODS and LOWEST THE LOGISTICS COST.**

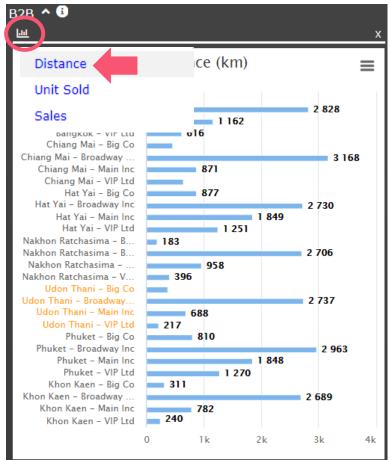
Note:

Facilitator need to activated B2B shipment in B2B Module



How to know distance between Warehouse and B2B client (Use micro chart)









Location Attribute

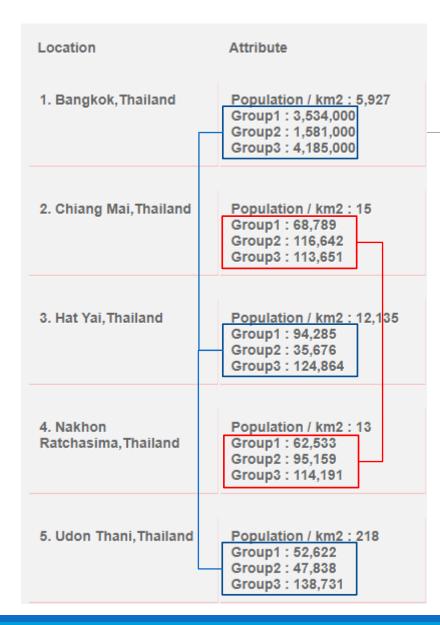
Attribute info in Retail Location has consisted of

- Population / KM2
 - This is population density which is real data from google database
 - The population density came from
 - = TOTAL POPULATION in that area

TOTAL AREA in that area

- In some area. For example mountainous area the population density will be less. Which not mean the market size not big enough. Please do not lets one data driven your learner.
- Group 1,2,3 info
 - These number will be match to popularity of products in that area which link to number that need to be calculated in PROCUREMENT





Location Attribute

TIPS:

 Group 1,2,3 may link to popularity of Finished Goods (products); Apple Juice, Melon Juice, Orange Juice (Not based in any order)

Group 1→ can be either Apple juice, Melon or Orange

Group 2→ can be either Apple juice, Melon or Orange

Group 3 → can be either Apple juice, Melon or Orange

•learner may need to consider the Group 1,2,3 number linked to their Business Plan, If they can see the trend in the attribute., that will be one of factor to choose the location to open the retails shop

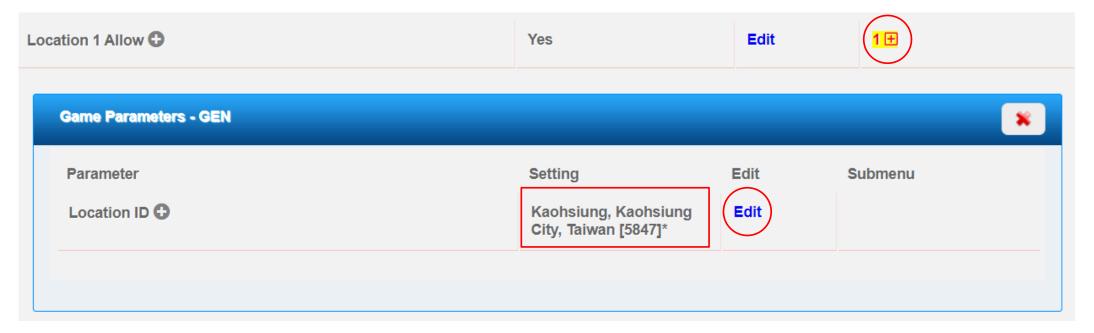


Change Location in V.9 (Jun 2021)



Facilitator still able to change location in the game.

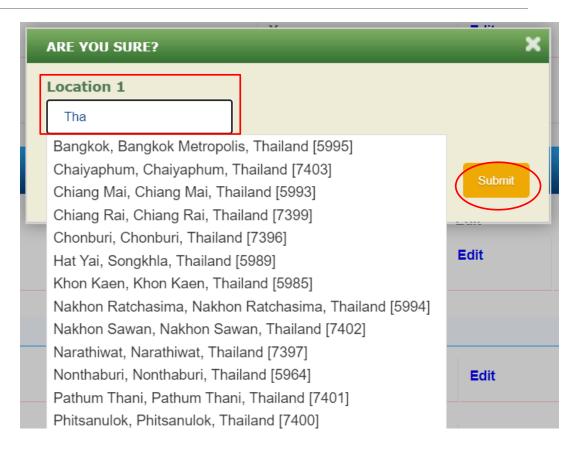
- 1) GEN Menu, Click at 3bars menu
- 2) Looks for Location 1-7 Allow line, Click at 1+, you will see the Location and Edit





Change Location in V.9 (Jun 2021)

- 3) Click Edit, You will see popup windows
- 4) Delete the existing location name
- 5) Type the new name like Country, City name., System will show you a list of available city in MonsoonSIM listed which link to Google API to get their population data.
- 6) Choose one of the city you like, and click Submit
- 7) Once done, You can click and choose Location map.
- 8) Initialize Day 0 Data., if you satisfies with new location.





Locales list for facilitator



MonsoonSIM having default's location for facilitator to be chosen, Sometimes you would like to keep the configurations but changing for map and location. When you create the new game and load saved configurations from system. You can change the location easily by

- 1) Click the Box menu
- 2) Click Locales and choose the location you are prefer. Click Submit, the location will be changed but using same loaded configurations. And Yes, You can change location again in each city.



Suggestion

- 1) Please use **ENGLISH OS** for readable place name
- 2) Wherever location which founded in MonsoonSIM City list.
- 3) Change city and View for the Map, match to your teaching plan.
- 4) Distance will relate to **Logistic Lead time**
 - Default in configuration is 500KM: 1 day
 - If you want to practice about lead-time management, distance will be one of recommended to configuration





Build more Experiencing by changing Location & details of Rental and Penalty

#1 Lead time and Location

	1 st meet	2 nd meet	3 rd meet	4 th meet
RTL > RTL	1 Day	1,2,1 Day	1,2,3 Day	Further Distance
WHS > RTL	1 Day	1 and 2 Day	Further Distance	Further Distance
Integrate with PMN Lead Time	Easy	Easy	Medium	Depends on Facilitator and No. of meet
Integrated with PRD Leadtime	X	X	Y – Easy	Y-Medium
Different Rental & Penalty charge	X	Y – Easy	Y – Medium	Depends on Facilitator and No. of meet

STEP 2:

Change configurations match to your class objective



Official Course

MonsoonSIM always come with an Official Course to facilitator to choose and easily setup your class. We do have a list for course level from easy (101) to more complex level (1XX)

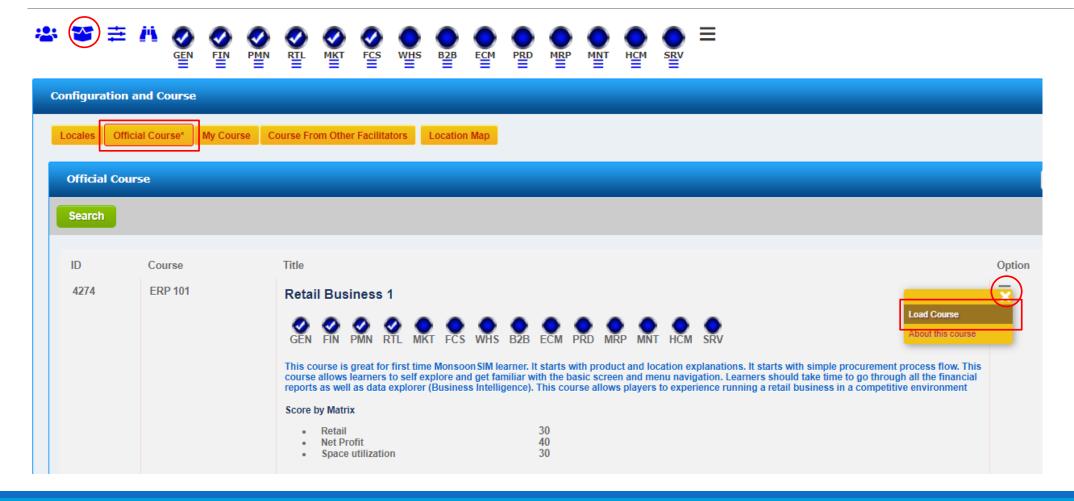
You can click the Box menu and choose Official Course. System will show available list for you. Just take a look a set of modules, explanation. If close to your plan, just click the 3bars menu at the far right in the same row. And Load Course

System will load this official course for you with all pre-configured (Like Score matrix and all details) and you can change all details later.

<u>To be noted</u> that Official course will come with QUIZ (English based) but the normal game creation comes with no QUIZ. If you need Quiz, start create game with official course. And change the configurations as you are preferred.



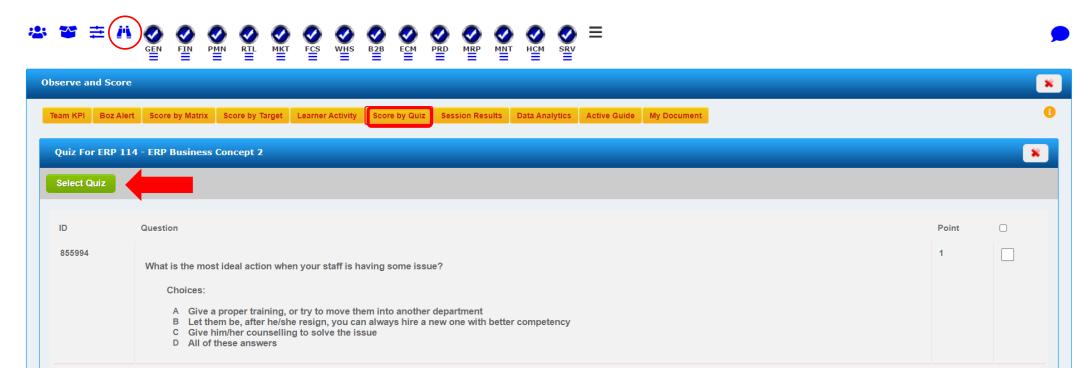
Official Courses





QUIZ (Official Course Only)

Quizzes are available in MonsoonSIM Official Course only. Facilitator is need to load official course when creates the game.





The configurations which able to change during

the game (all setting in 3bars menu under

module list or in config tree which mentioned

Type of Configurations in MonsoonSIM

Loans 1 Allow **MSIM** Runtime Initial Your Setting: Configurations configurations **Parameters** Yes [Runtime] The configurations which need to set at day 0 for example Edit Initial cash Number of location and location in the game

[Runtime]



3 Bar under Module name for load Runtime parameter to change during the game



Game Parameters - FIN			
Parameter Loans 1 Allow	Setting Yes	Edit	Submenu 6 +
Loans 2 Allow 🕣	Yes	Edit	6 +

STEP 3: Add Team to the game code

Note: Please see support clip from previous session



IMPORTANT Note

TEAM = VIRTUAL COMPANY NAME

- 1) In each game must have at least 2 teams and in each team must have minimum player as 1 player
- 2) Maximum team can be 8-10 teams
- 3) Maximum players; Concurrent users align on your subscription type
 - Academic Subscription 200 players: Same Period of Time
 - Premium Subscription 100 players : Same Period of Time
 - Standard Subscription 50 players: Same Period of Time







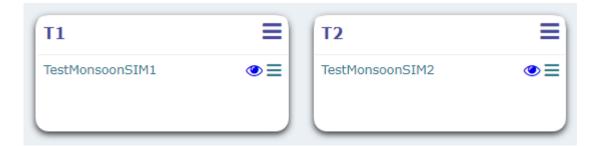
Guide:

- After put game name and get game code. Select 3 bars at option "Run game in Server"
- Choose this icon and select





- Put team name until you had Ш. completed the team list
- You will see team windows. And wait for your participant coming in
- Once all member signed on, you are ready to run the game





 To see client/participant screen, will automatically open in new tab in your browser

- Optional
 - Reset Password
 - Remove
 - Assign Team



Optional in Team/member management

Load From Past Games

You can able to load Teams/members from previous saved

game which not been archived



Registration Unlocked ①

Once you have 'Initialize day O data' the game will not allow new participant coming into the game

- If you would like to add them in, You are suppose to unlock registration first.
- You can not add any members in after you had run Official
 Game



Case: Leaner not choose the team

Some leaner will enter to the game but not select the team.

On the right-hand side picture showed the list of learner which not select the team. They will appear in "Unassigned Players"_in the light blue box.

To manage them, please click the 3bars menu next to their name to Remove them or assign them to particular group.

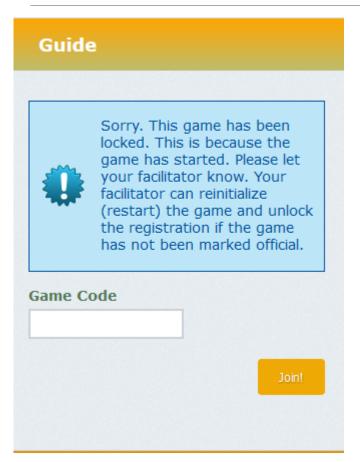






Case: Registration LOCKED and How to Unlock

to be note that after day18 as official mode. This functions will not work. Need to open new game for late learner at any cases.



Game will automatically "BE LOCKED" one the game has been run. If the learner came late after the game had run. The learner screen will show as left-hand side picture.



Facilitator may need to 'unlock' and lets the game allow the learner to join again.

Note: Learner may need to put the game code again



Case: if Facilitator have miss to add some team to the game

In case of you have miss to add some team in the game. Once the Learner logged in and registered into the game. They will unable to see their team name in the dropdown box.

To add the new team for them by click the MAN-ICON



 after team has been added. Learner may need to click on [Refresh team list]. They will see their team name in the dropdown.



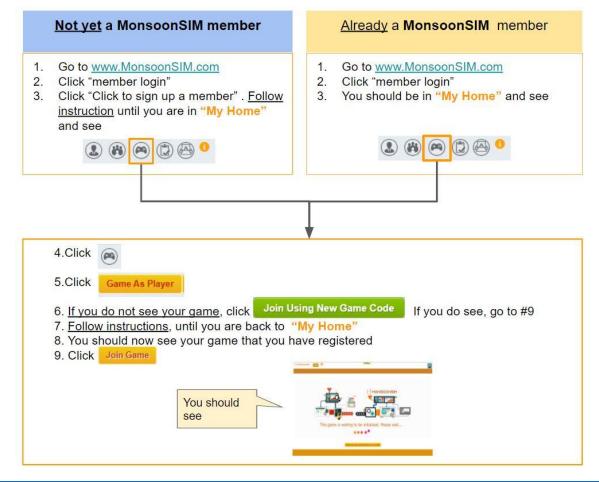


Registration Guide

Registration Guide Hide ①

Registration Guide Show 🚺





Facilitator will show or hide the registration guide to the new learner who not keen on the MonsoonSIM platform. When show., it will show to learn screen too.

STEP 4: Run the game



Check list before 'RUN' the game

- Teams and Members already in the game ?
- You prefer configurations and modules already set?

■ Initialize Day 0 data is a must before running the game, BTW if Facilitator didn't initialize your game to day 0. you will not be found "RUN" menu showed up



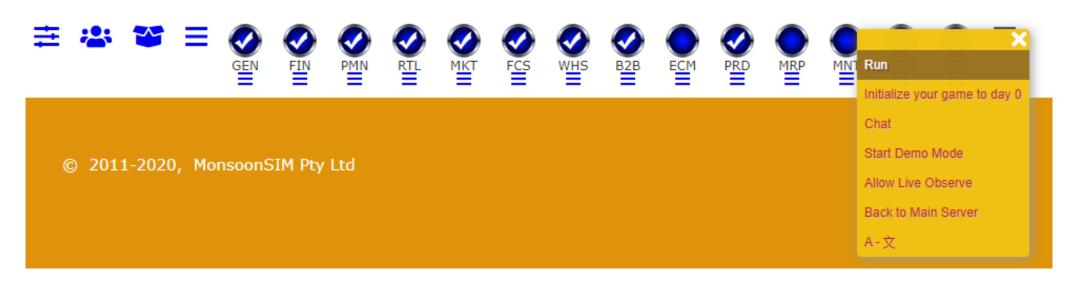


Initialize Game to day 0

- Initialize day 0 data is a process that system will load all configurations, teams and members to the game.
- to initialize day 0 data after game had been run,
 - To reset game and able to change some configurations, if you found that something wrong
 - To given a chance to participant, after trail period. And you can grab this chance to start talking to them and fill in more information.
- You can initialize day 0 day anytime as long as
 - Game had stop
 - Not exceed 18 virtual days



activate your prefer modules and 'Run'







Running Mode (Trial and Official)

KEY TAKE AWAYS: 18 day is KEY

TRAIL MODE:

Day: 0. If this session runs over day 18, the session will be marked Official and you will no longer be able to change the teams and learners

The game which run within 18 day will be considered as TRAIL Mode, MSIM by default day 18 by 1st stop. In case of Facilitator found that configurations didn't match to the plan.

Facilitator is able to

- reset (=Initialize day 0)
- Manage Team and Player; add and remove player and team

OFFICAL MODE:

The game which run beyond 18 days will be considered as OFFICIAL Mode, If 1st stop Facilitator put day more than 18 days. Will automatically bypass Run as official. But unable to add/remove team or player anymore.



During Trial Game mode

- able to add/remove teams / players
- if beyond 18th day for first time., Game is automatically "Official mode". Facilitator unable to add/remove teams and players



How to know which game is Official Game or Trail Game (Not beyond Day 18th)







Given more time to Think & Analyze Sometime need to pause the game

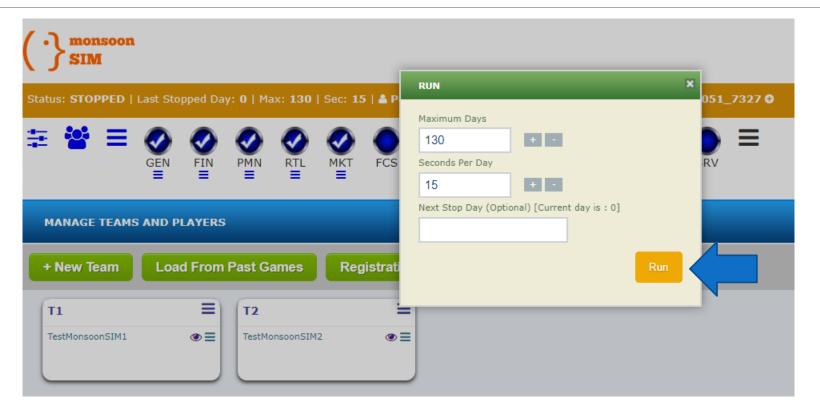
Based on my experienced:

"I have not chosen to run fast game like 45 seconds in normal study, Too fast to learn, Learner will just play the Game" I always use 60 seconds and given more time for them to learn more. Except it time-reinforcement will arouse them. Facilitator able to choose and change based on Class Environment

"Sometime, Stop or Pause the game for them to make discuss, find the cost with Facilitator's guidance would be great"



Set timing per Virtual Day (20-100) seconds



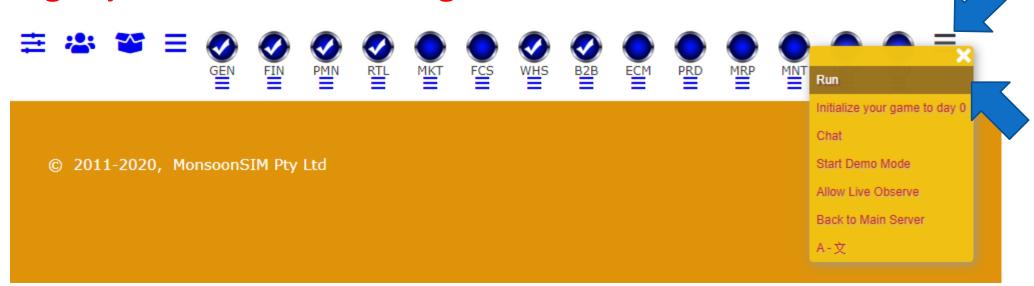
Note:

- 1) do recommend to set maximum day as your subscription type can go first, you can manage them later
- 2) for Seconds per day, depends on your class methodology



Click menu and choose initial day 0 data and you are ready to RUN the game

Note: You able to Initial day 0 data anytime, As long as you have not run official game





Check list about Create game and ready to run

- ☑ Choose / Change for proper configurations match to your plan
- ☑ Create the team (at least 2 teams)
- ☑ Given Game code to your Learners and lets them sign in
- ☑ Make sure that each team will have at least 1 player
- ☑ After all member had signed in, Initialize day 0 data
- ☑ Click run and set the duration



Details for 3 bar menu for





































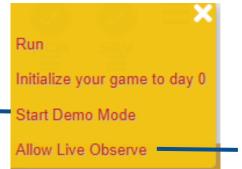






Start Demo Mode

for demo a concept,
Facilitator can demo the
scenario and all Learners
screen will be forced to stop.
After demo finished, the
virtual date will be backed to
latest stop before run this
mode





Allow Live Observe

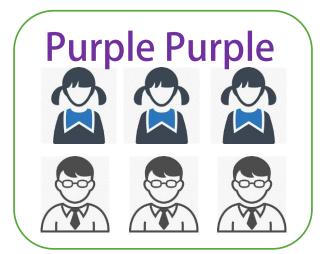
Will able to allow other
Facilitator to take a look by
Live Observe.
Can set the password to allow
other Facilitator to the game,
but unable to per



How we run MonsoonSIM game









- Start game with same conditions
- Group brainstorm and action
- Let's business runs
- See the result
- Learning from mistake/ teach each others / group discussion / from others groups / mentoring
- EXPERIENTIAL LEARNING
- Adapt to their role/ Understanding others roles
- Understanding what Business need



Number of Group and members of each group factors

- Number of Groups in each game, more group more difficulty in game perspective. And more time to spare to given explanation in the class during stop. Facilitator must prepare more time.
- No benchmarking about Number of Learners per group.
 - Do recommend to limit the number per group less than Jobs/Modules to make them an integrated learning across the function
 - Allow them to rotate the group and change the number of member lesser if they had met MonsoonSIM many times. This is the way to force them to get out of comfort learning zone.
 - If you need them to have better communication and set up the workflow, raise up the number of members per group, accordingly, to given more measurement type also.

STEP 5: Measurement

Note: Can be earlier step match to your class designation

- Discuss about Job role and KPI before class
- Choose the right measurement
- You will get whatever you have measure.
 - Example; if learner not utilize space well.
 - Turn on KPI Target for space Utilizations)
 - Show them how Inventory will available when they utilize space
 - Show them the proof like Profit Ratio, Stock out, etc.

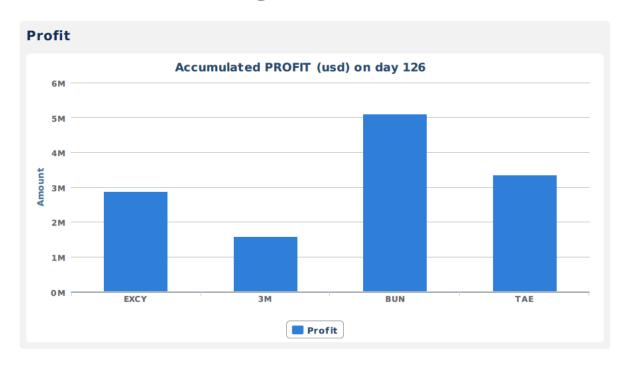
"Measurement is key to force Learner & Team to LEARN and GROW more"



What is game measurement? (BASIC)

Game will measure by using "NET PROFIT"

(NET PROFIT = Trading profit - Operation Expenses)





SCORE MATRIX + KPI Target

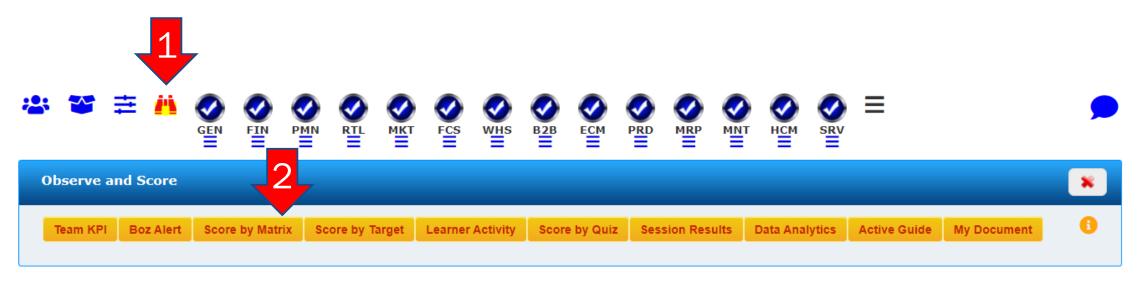
The optional for measurement in MonsoonSIM. Depends on what is an objective that you intend and plan for your learner.

Score Matrix will summarize you a result in 'ORDER' to measure which team is better in some specific area.

Note from myself: This is not the best tools to measure at least when you having short time and would like to measure your learner practice and learning curve. This tool is acceptable in term of ranking. Not the score that they had calculated.



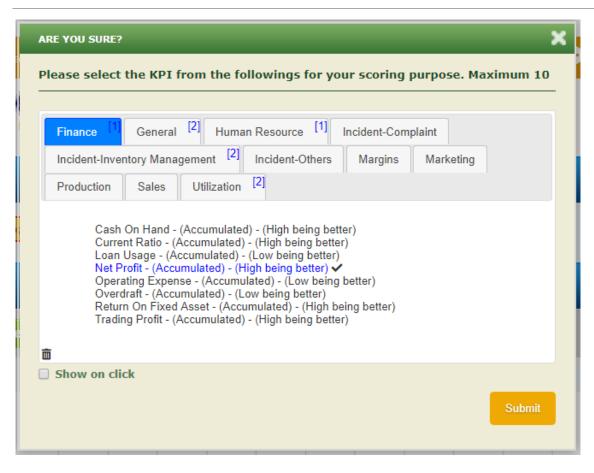
Score Matrix (1)



Score Matrix is the way to measure the game.



Score Matrix (2)



You can bring maximum 10 KPIs to be evaluated per time and able to adjust the weight scored after you have click submit



Score Matrix (3)



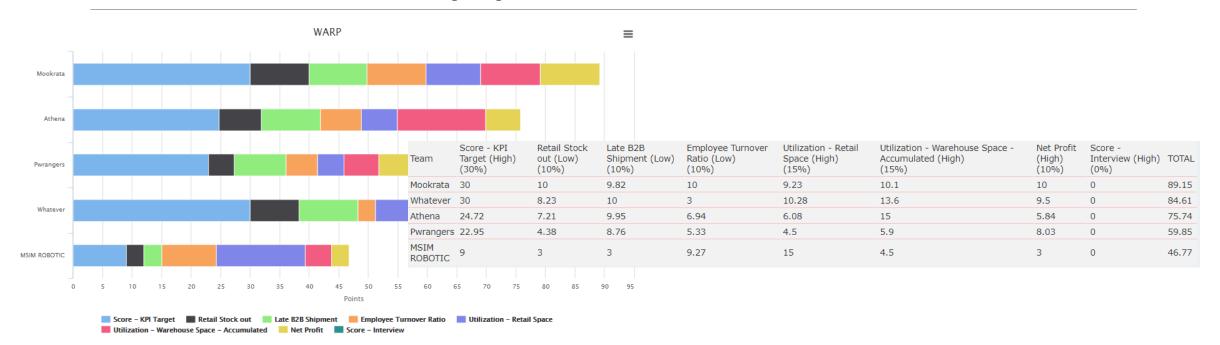
You can adjust weight of set of KPIs that you have choose. BTW the lumpsum of all weighting is 100%

After that Click submit

NOTE: Interview can be added as score matrix



Score Matrix (4)



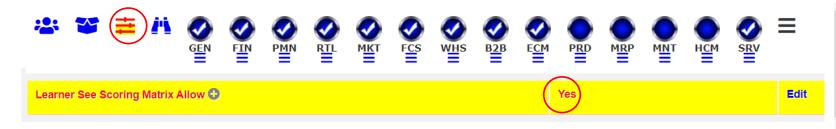
The result of score matrix will be in two formats; Graph and Table score

To be noted that score matrix will not consider virtual company which be considered as **BANKRUPTCY**

Score Matrix (5) Show score in Learner screen.

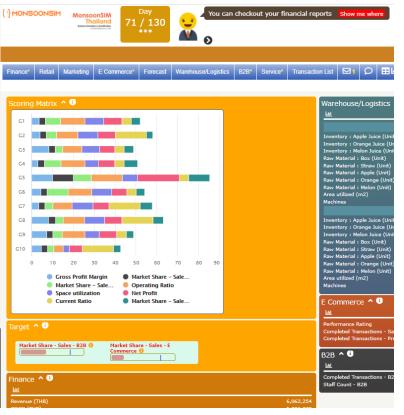






Facilitator able to show Score Matrix to Learner screen.

- Based on my experienced., I will temporarily show this score matrix to arouse the learner. They will be able to know their weakness and adjust their plan and action.
- Same concepts to Target or Score by Target.





Score by Target (1)

- KPI Target is feature which can be set 6 criteria or KPIs for learner to plan and execute.
- KPI Target can be part of Score Matrix if the Facilitator would like



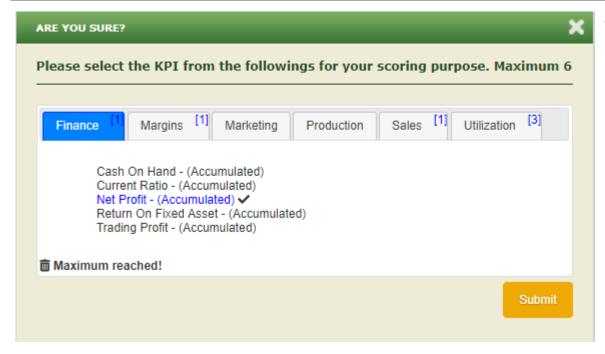
Clip for Facilitator-Only



https://goo.gl/ATPN8f



Score by Target (2)

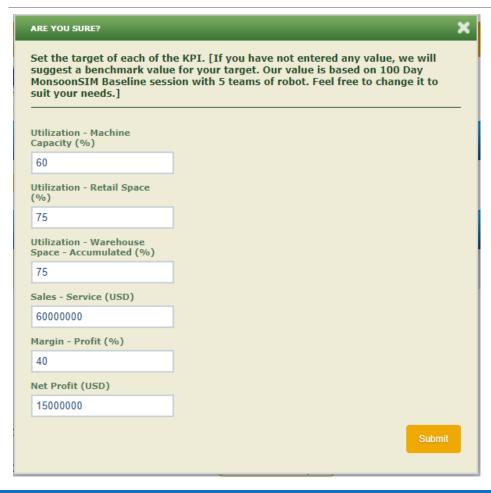


You can bring maximum 6 KPIs and set criteria to them.

Note: Target is able to change anytime as runtime parameter



Score by Target (3)



For example:

Facilitator would like to leverage the utilization of space and machine which align to performance or LEAN methodology. You can set % of utilization to them to practice.

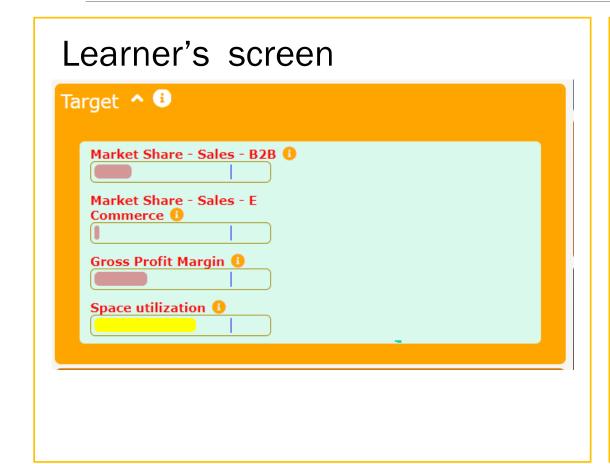
Scale will simultaneously change

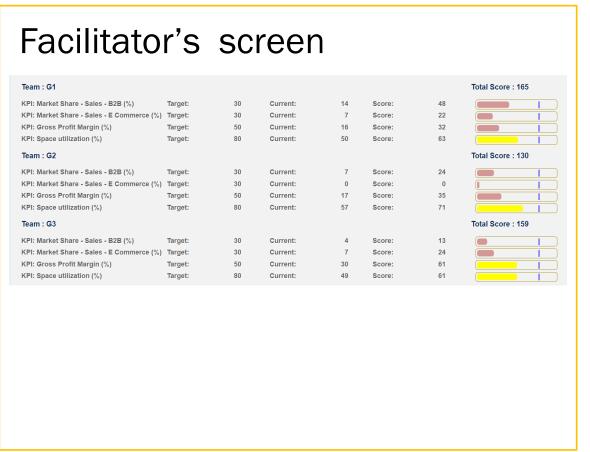
Green = Reached Target, Yellow = close by

Team: Whatever	Score: 469				
KPI: Utilization - Machine Capacit (%)	Target:	60	Current:	77	
KPI: Utilization - Retail Space (%) Target:	75	Current:	71	
KPI: Utilization - Warehouse Space Accumulated (%)	ce - Target:	75	Current:	63	
KPI: Sales - Service (USD)	Target:	60,000,000	Current:	983,866	
KPI: Margin - Profit (%)	Target:	40	Current:	35	
KPI: Net Profit (USD)	Target:	15,000,000	Current:	39,495,746	



Score by Target (4)









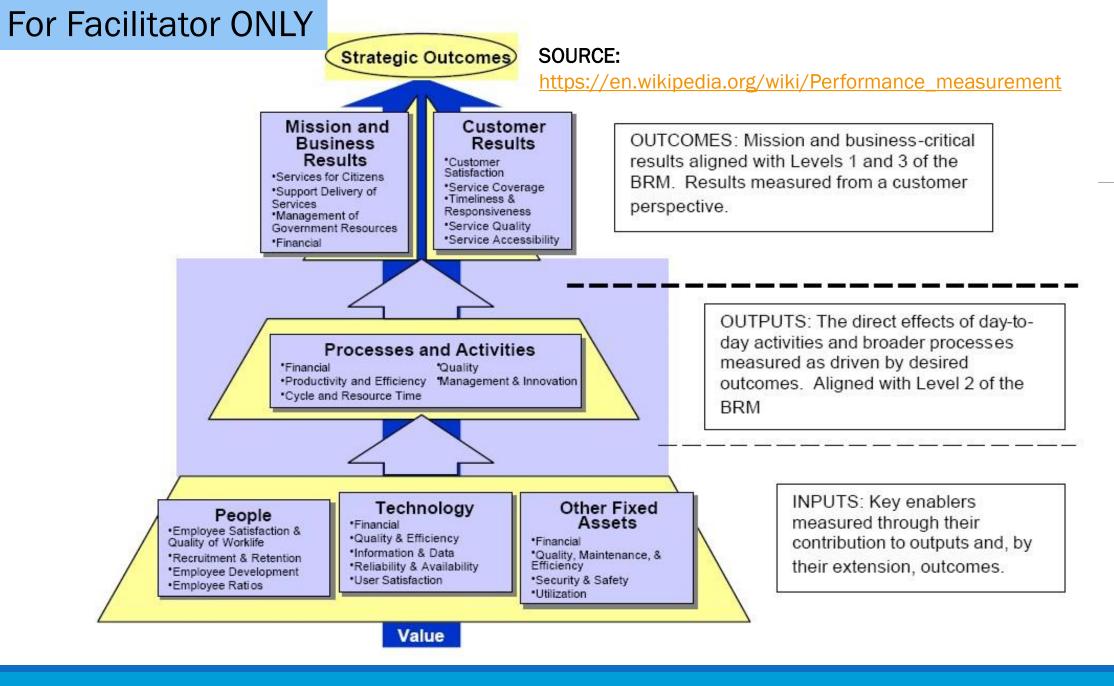
What to measure, what they will learn more by KPI Target

MSIM allow Facilitator to set KPI Target as OPTIONAL by maximum 6 KPI. To help you to measure and force learner to learn more.

For example,

- A) If learner haven't utilized area well and play with waste of area which effect to OPEX, Facilitator able to turn on UTILIZATION and choose ALL SPACE
- B) If learner having many machine but never utilize, even they can lower COGS but in opposition by adding more cost in DEPRECIATION, Facilitator Able to turn on UTILIZATION and Choose Utilize Machine Capacity

KPI Target will automatically use average value from ROBOT, BTW Facilitator able to put new value and change the value any time.



MonsoonSIM Thailand

Business Simulation & Gamification



MSIM measurement Level VS Learner skills

Design and choosing Measurement is important. Facilitator need to be concerned the level of measurement match to leaner's SKILLs (included Ages, Behavior) - Please link to MonsoonSIM Maturity

STEP to STRATEGIZER

The quality or performance measurement for each job and related to others functions which will effect from quality/performance of decision making **MULTIPLE**

Understanding about changing of matrix measurement and identify not only relationship of action and information but able to synthesize an innovative to solve problem, prediction what will happen based on available measurement and take proper action

a few set of related measurement from 2-3 activities/information OMNI

One or a few simple-single **BASIC** measurement

BEGINNER

One or a few basic knowledge & experience that can be founded in daily life

Intermediate

Related job & work processes between 2-3 departments/job roles

HANDLER the Task & Pressure

Learner who able to handle a few significant measurements in the same time and able to interpret measurement to solve problem/to make a better outcomes

Learner who understands big picture (Cause & Effect) in related activity level to Business Outcomes in Total & Able to set measurement to the team member and provide a plan to be executed

STRATEGIZER



Sample of Measurement

STRATEGIZER



all single KPI, and understand the set of activities behind this measurement

- Net Profit
- Operating Expenses
- Sales Revenue
- Trading Profit
- etc.

OMNI measurement

a pair of KPI or KPI compare to performed action

- Net profit vs Operation Expenses
- Utilization Space in Retails vs Retails Stock out
- ROI
- etc.

Multiple Measurement

KPI which combine of multiple data /Related activities

- Every Ratio VS Quality of action; Operating Ration, Inventory Turn Over Ratio
- Utilization Space in Retails vs Retails Stock out vs Revenue Increasing vs Profit Ratio
- etc.

Getting into game



Team name (Virtual Company name)

Team name

Team name

Team name

Team name

NOTE FOR Facilitator

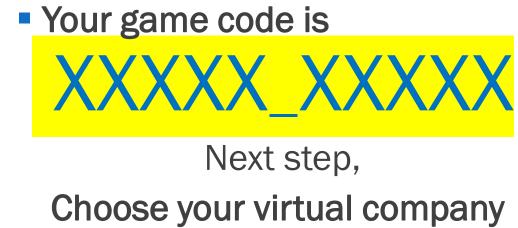
- To be noted that good number of team for proportion and color in MonsoonSIM report is not more than 10 teams. Further than 10 teams, game can be play and make you a report but not a good proportion and color of graph index is limited. BTW, the maximum number of team will be based on subscription type, Number of member in team x number of team should not over maximum concurrent users.
- Team name must be more than 2 alphabets or 2 digits



How to start game

http://www.monsoonacademy.com/game.html





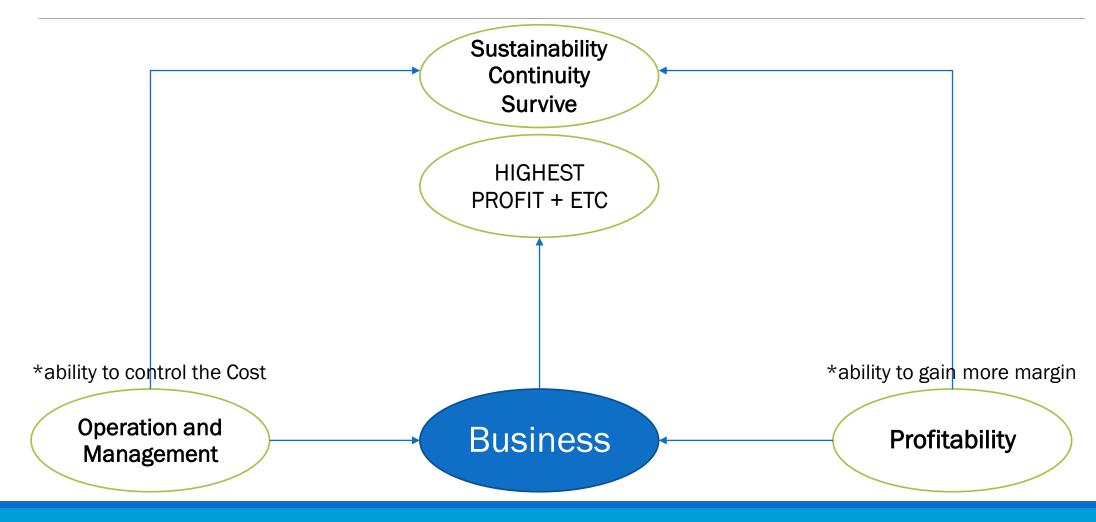
name

Game code will be changed based on Facilitator. Make sure that you will get Active Game Code to join the game.

Understanding
Basic Business Concept,
Try with Simulation and become Knowledge with Action



Basic Business Concept





Transform Conventional to Strategic

STRATEGIC



CONVENTIONAL LEVEL

Updated





7Ps Marketing Mix

Sync with activities in virtual game and Extend to workable activity in real market

MonsoonSIM Concepts

In MonsoonSIM (Aug 2021)., all available products in MonsoonSIM didn't have different in features and abilities.

- Concept regarding to Products will be integrated with Demand forecasting (which in B2C and B2B will be related) the concept to understand the demand trend and procurement process.
- The margin can be set to vary margin and let's the learner choose the right product as learning of choose the right business model (products to marketize)



Applicable/ Able to see in real business Concepts

- Mainly concept in P-Products in marketing are;
 - Differentiation of product will be key for selling point
 - The keys of product differentiation by using or adding features/abilities when compared to competitor products
 - Always use P-Products with others marketing mix; P-Promotion, P-Pricing etc.





7Ps Marketing Mix

Sync with activities in virtual game and Extend to workable activity in real market

MonsoonSIM Concepts (You are able to adjust Price in MonsoonSIM Retails Module)

- In retails, when using lower price, will be able to sell more units (Demand/Supply Theory)
- In all Market, Before jumping into Price War. Make sure that you still get enough margin to fulfill the OPEX and still have excess margin to have Net Profit
- If you using Low Price Strategy, Make sure that you have integrated with other "P" as mixed; P-Process (Ability to control the cost) and P-Place (accessibility to your Products to customer) etc.
- Just given you guidance., as good learner, please extend your concepts and decode them to learn more

Applicable/ Able to see in real business Concepts

- Price is one of most marketing tools to persuade customers/buyers by offering lower price with good Products quality
- Some time, Some Market Segment; Higher or Highest price can imply as better quality, more satisfaction, social image
- In modern marketing, no one use only P-Price to marketize., They always use Marketing Mix and Integrated Marketing Communication and plus something extra as Marketing Strategy.







7Ps Marketing Mix

Sync with activities in virtual game and Extend to workable activity in real market

MonsoonSIM Concepts

- Classic Place concepts is 'Location'
 - which able to delivery Goods faster and more cost controlling in logistics.
 - Choose the right place which market size is good for business (Population and Density
 - Sale channel (business model)
- Integrated P-Place with other marketing mix to generate to get more revenue, market share; like integrated with Price, Promotion, Process, People.



Promotion; use to promote products/services to be Top-of-Mind and convert to be SALE/







7Ps Marketing Mix

Sync with activities in virtual game and Extend to workable activity in real market

MonsoonSIM Concepts (Promotion is under Media investment in Marketing)

- In MonsoonSIM V.9 Promotion concepts is affected to B2C market only
- To choose the right 'CHANNEL' to 'COMMUNICATE' to your 'CUSTOMERS' in Retail Market
- Need to find to way to measure how Promotion investment generate the incomes (ROI)
- How Integrated the Price and Promotion pack to The Place selection as Marketing and Strategy
- Understand an impact of good marketing promotion related to other business process like Procurement and Production.
- Choose an appropriate scenario to use Promotion as marketing tools

Applicable/ Able to see in real business Concepts

- Promotion; use to promote products/services to be Top-of-Mind and convert to be SALE/REVENUE
- Some of promotion used for keep relationship / market share status to their customer
- Promotion is tool to educate and send information to customer., mostly will use for newcomer in market or complicated products/services.
- In reality, They use Marketing MIX., They did not use only one way to marketize. When they
 use promotion to communicate. They may integrate all technique and process into one
 action plan.





MonsoonSIM Thailand Business Simulation & Gamilication oy Zonik Services Co..LTD.

7Ps Marketing Mix

Sync with activities in virtual game and Extend to workable activity in real market

MonsoonSIM Concepts

MonsoonSIM provides Process concepts as internal operation process from beginning or middle part of Supply Chain Management (SCM) to final SCM part.

- Good internal operation (;as good way to deploy Value Chain Management) must align on Marketing Concepts; Changing P-Price, Integrated P-Promotion. Which learner will understand how process integrated with marketing.
- End to End process in different business supply chain



Applicable/ Able to see in real business Concepts

P-Process in marketing perspective will cover since getting data/info of requirement (Target customer's demand) → generating the products/services based on requirements by RnD, Outsourcing → Sell and Promotion process to get revenue → receiving feedback from target customer, covering Pre, in between and Post process.

MonsoonSIM Concepts

MonsoonSIM provides P-People concepts togethers with HCM; Human Capital Management's concepts as competency with reflect to ability to generate the outcomes of PEOPLE Quality in every modules in MonsoonSIM.

If competency of B2B,B2C, ECM are low will reflect to sell volume together with P-Price Level. Same concept will be apply to virtual people (Staff) in Marketing Department and other department which able to be one of the reason that why the Promotion investment may not success in game.

Physical

Applicable/ Able to see in real business Concepts

- P-People in marketing may vary in each marketing process
 - Influencer which influence the target customer, The salesperson (PC; product/personal consultant at point of sales) to make/ arouse in purchasing decision.
 - Everybody in company as representative of company and effect to selling process.

MonsoonSIM Concepts

MonsoonSIM provides Physical Evidence by Data/information as result of action which was planned in Business Game.

- In basic marketing knowledge like; when price was reduced. The volume of selling unit may increase.
- If the marketing program (Price + Promotion) is doing well but fail in P-Process. The stock out value is increasing, Customer loyalty may getting low.

Applicable/ Able to see in real business Concepts

Evidence

 P-Physical is proof-able outcomes of products/service abilities; as satisfaction which part of results to be delivered in P-Promotion which PR; Public Relations, Educating the marketing., Convincing or arousing target customer to perform intended action which marketer are planned; Purchase, Engage by share comment or spread-out good feedback to their network;

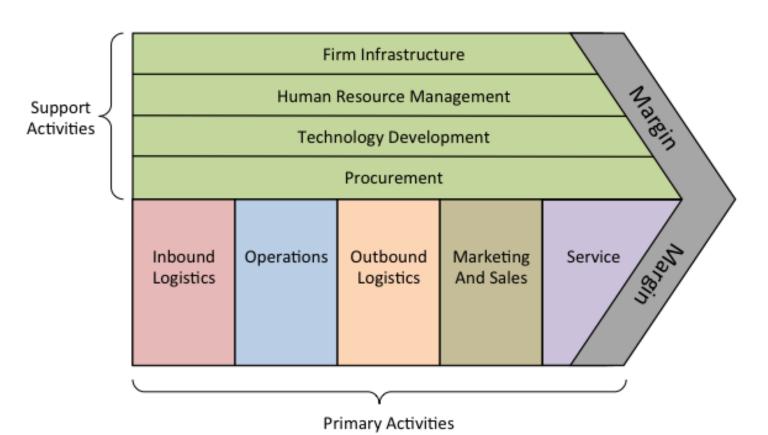




Value Chain



<< Understanding Value Chain by MonsoonSIM experience (Thai)



Leaners suppose to match or map operation(action and result) of each module that they have experienced. And able to identify;

- which operation will be considered as Primary Activity in parts of Inbound logistics, Operations and Outbound Logistics
- Fail or success of action and effected to overall Value Chain.



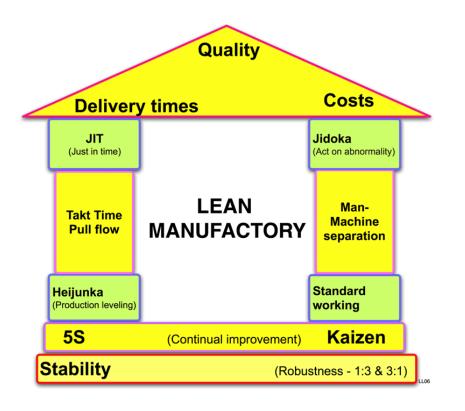
(Motorola) Six Sigma

Quality Improvement and Problem-Solving Methodology





LEAN and Kaizen(5S)



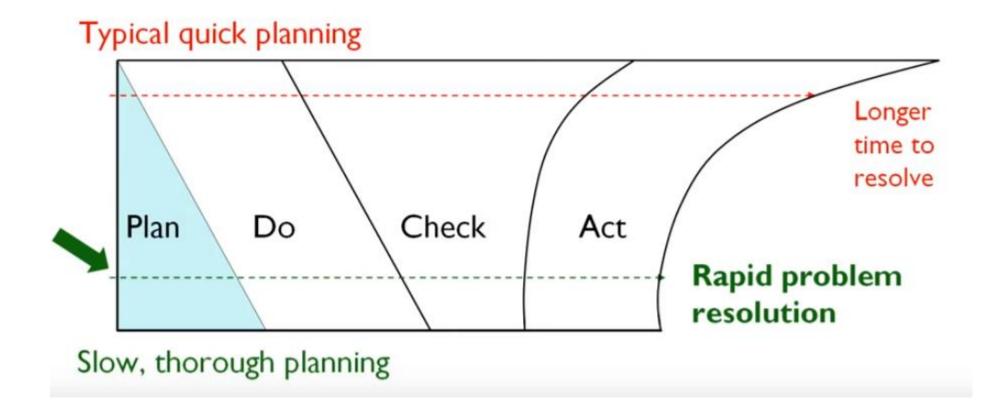


5S Explanation



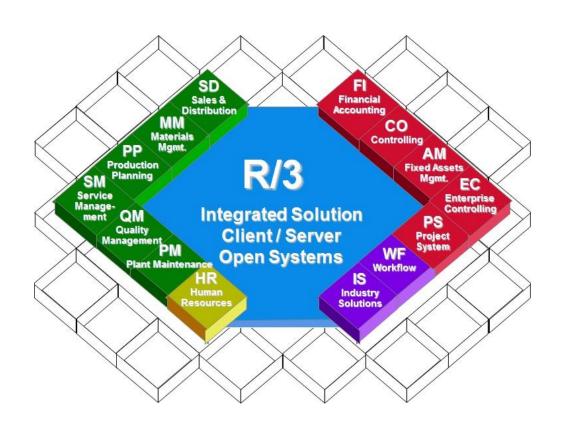


PDCA: Plan Do Check Act





Business Processes and ERP





Information Integration through EC*ERP System

For Facilitator ONLY



Learners should integrate knowledge and experience to develop relevant project regarding to Business/Management line Business Model. And Facilitator will use this opportunity to bridge the virtual experience to reality case.

MONSOONSIM

Area of learning which
MonsoonSIM provided through
multiple methods; learning by
other, learning by surround
environment and everyday
experiences, learning by
facilitators, integrated with
related knowledge.

MonsoonSIM not focused on this layer. We are not teaching to remember

Create

Produce new or original work

Design, assemble, construct, conjecture, develop, formulate, author, investigate

Evaluate

Justify a stand or decision

Appraise, argue, defend, judge, select, support, value, critique, weigh

Analyze

Draw connections among ideas

Differentiate, organize, relate, compare, contrast, distinguish, examine, experiment, question, test

Apply

Use information in new situations

Execute, implement, solve, use, demonstrate, interpret, operate, schedule, sketch

Understand

Explain ideas or concepts

Classify, describe, discuss, explain, identify, locate, recognize, report, select, translate

Remember

Recall facts and basic concepts

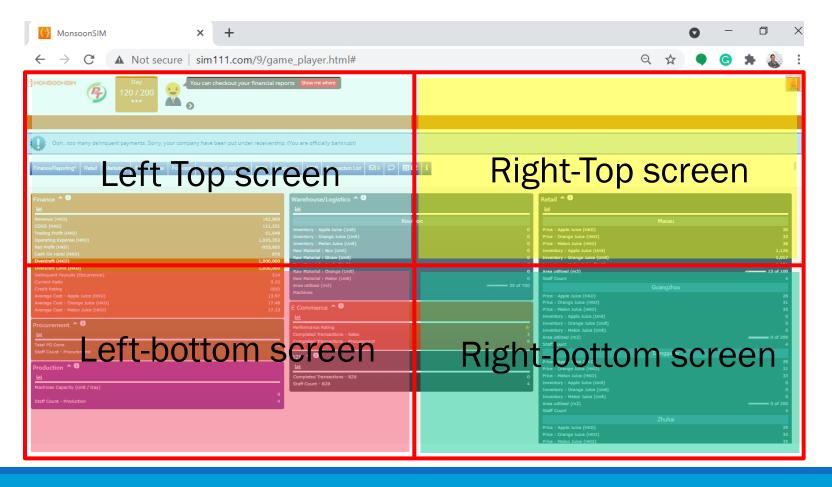
Define, duplicate, list, memorize, repeat, state

BLOOM TAXONOMY Credit Photo: https://montague.step.hollins.edu/

Understanding MonsoonSIM Interface and rules



Tips: Divide screen to be four parts for identify an area to be explained.





User's Interface (1) Overall Dashboard and how to call them (for better experience)





User's interface (2): Day in game & condition

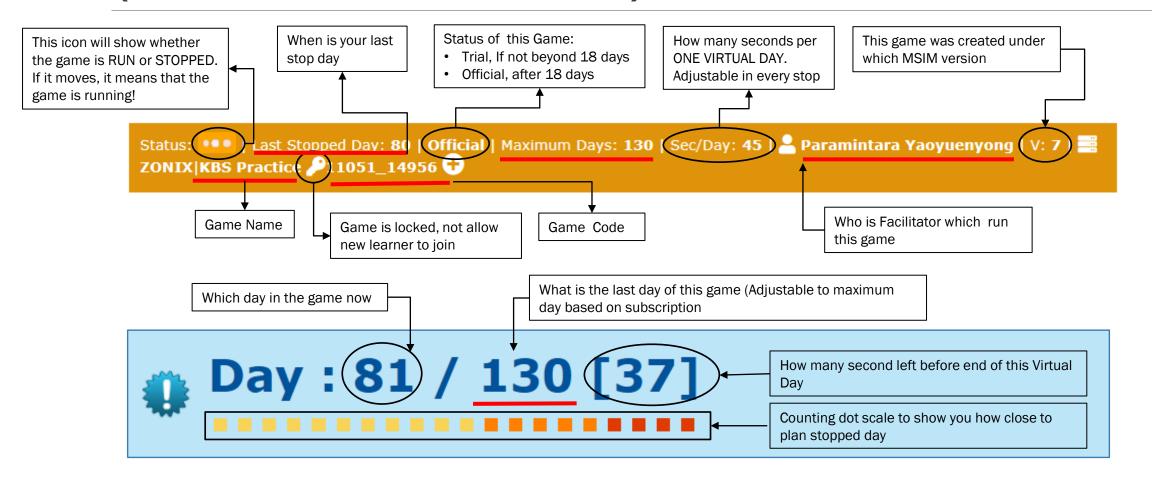


- -The game will be forced to end in last days of subscription type or number or day you had putted.
- -one day in the game can be from 15-100 seconds
- -Whatever action that you have decided & approved, will take effect next business day. BTW, hasn't included processing time with related in another module
- -The facilitator will be able to stop and run game whenever they are needed.

For Facilitator ONLY



Game info and Counting dot (Facilitator's screen)





Example: Understanding about lead time

some factor in the game is a controlled environment *



How accuracy and fast to consider incoming demand

Procure time varies on

- Calculation on Demanding
- Policy
- Procurement
 KPIs

In game normally used 1 day in action

Delivery time varies on

- Demand tank
- Supplier disciplinary

Production time varies on

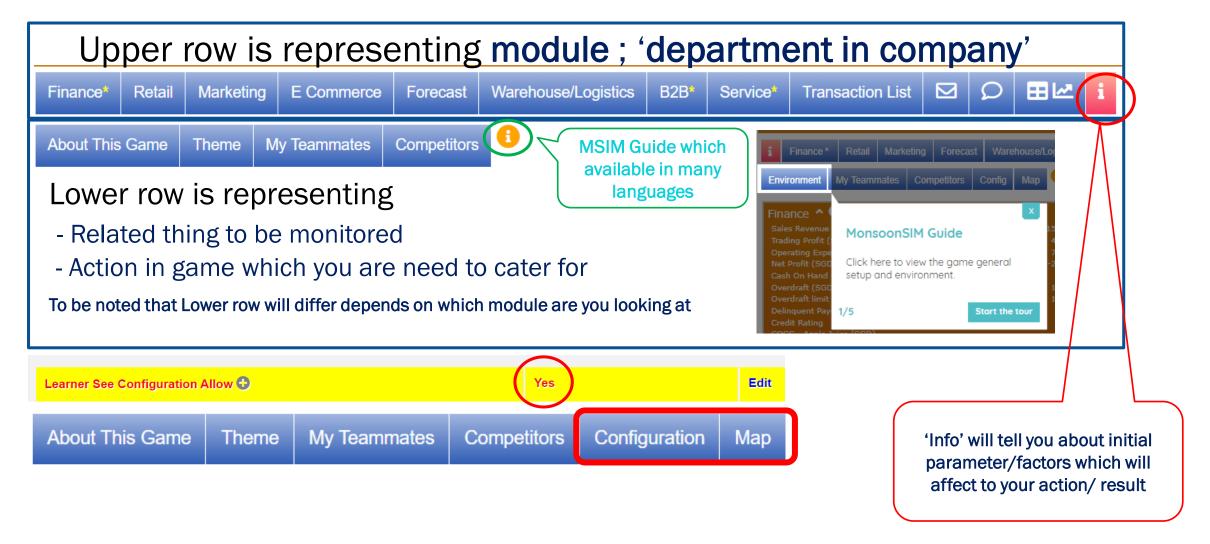
- Production Capacity
- Safety Stock
- Forecast
- Demand tank
- RAW material stock

Delivery time varies on distance

70 KMs = 1 day 501 = 2 days **753 = 2 days** 1,014 = 3 days



User's Interface (3) Module bar





User Interface (4): Active Guide

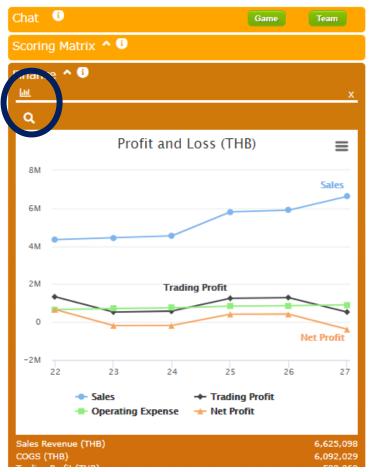


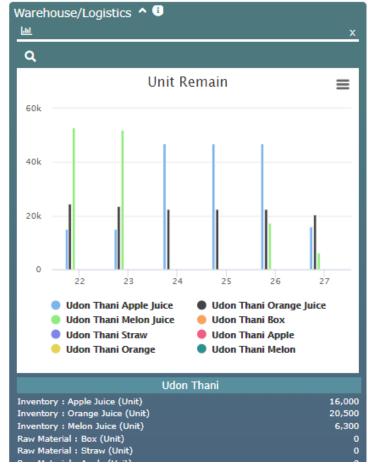
In MSIM, we do provide the active guide for self study. Which available in most of the modules.





User Interface (5) Micrograph and Filter



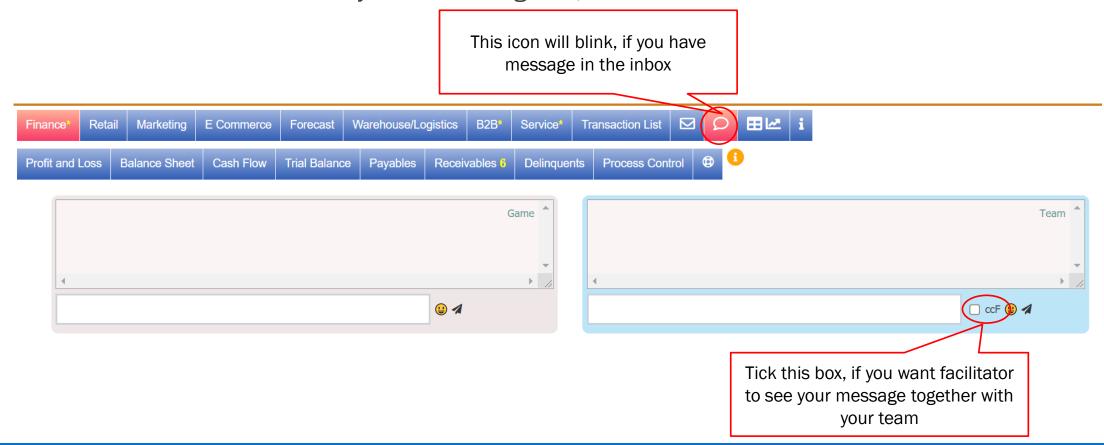






User's Interface (6) Chat feature

Learner able to chat with everyone in same game, with their team member + facilitator.



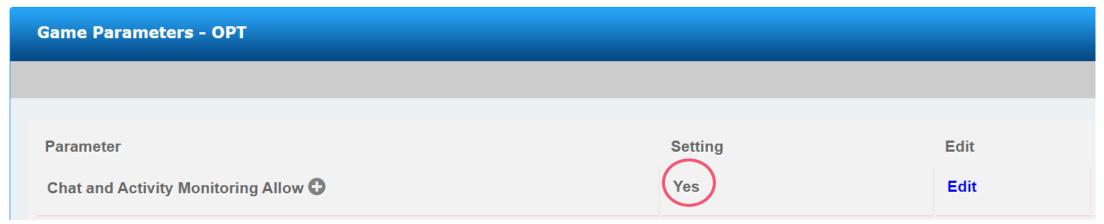




Chat Feature activation

- Facilitator able to activate or disactivate chat by 3bars menu. and choose Chat
- If you want to chat to learner, click at the dialogue icon

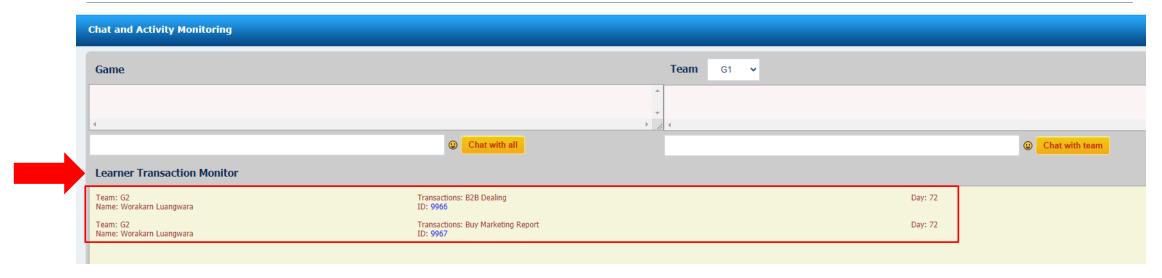








Activity Monitoring



When facilitator had activated Chat and Activity allow., under the chat box. You will see Learner Transaction Monitor, which will show the activities list with Type, ID and date of transaction. It's good to monitor your student. And given the right assessment and suggestion to them.

NOTE: not applicable to ROBOT's action



Learner Activity (1)





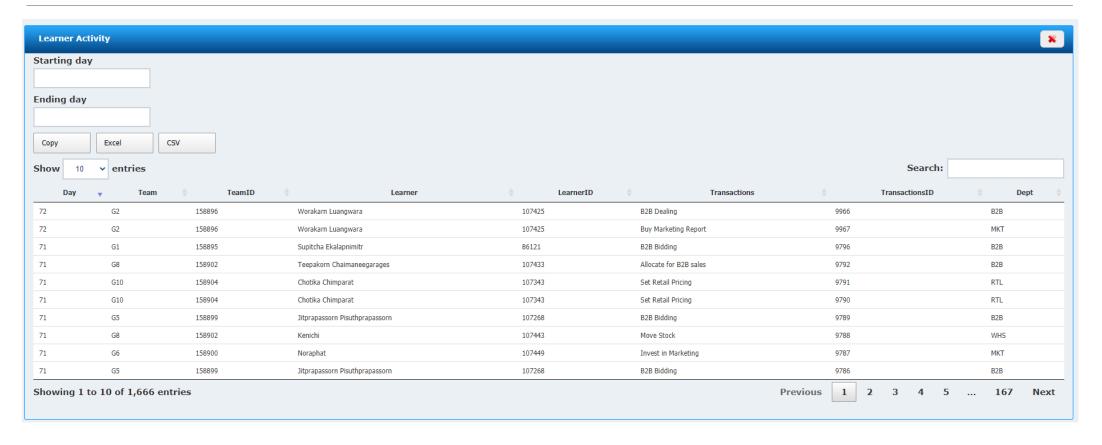
Since Version 9, Facilitator able to track each learner activity to understand your learner better. Able to download their activity for further analyze as CSV. Able to know how many transaction per group per person.



MonsoonSIM

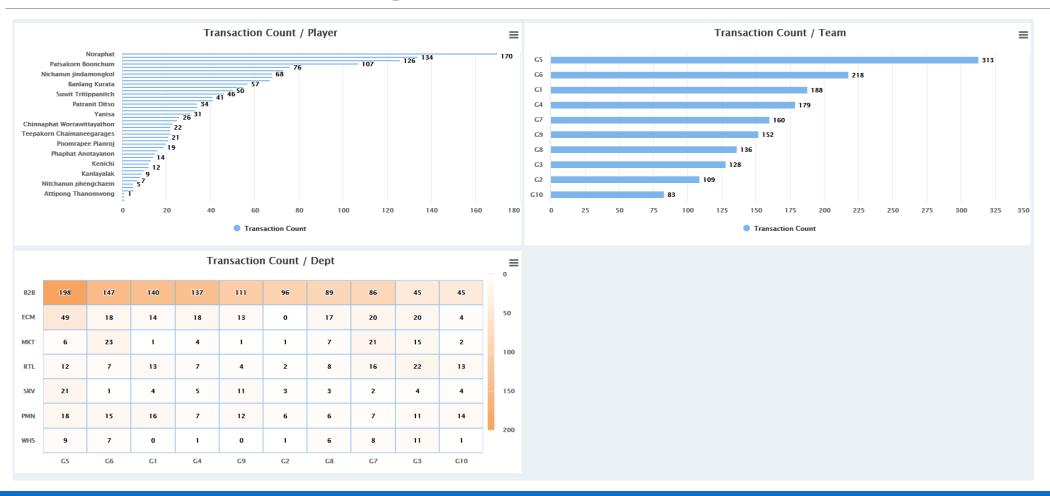
Updated

Learner Activity (2)





Learner Activity (3)





User's Interface (7): Live Score Matrix in Learner's Interface





Facilitator able to show score matrix which has been set before the game to be shown in Learner scree.

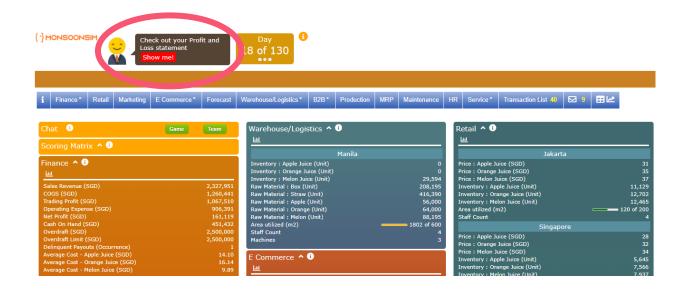
to make them more excitement and able to change the plan during the game.

Can deactivate any time as runtime parameter



User's Interface (8) MonsoonSIM Boz

MonsoonSIM Boz is helper for new learner. He will suggest what to do,, warning when you seems to have some troubles etc.. The emotion of Boz will changes according to topic.





Looks like your have under utilized your area in Ho Chi Minh City



Looks like your have under utilized your area in Bangkok



Check out your Profit and Loss statement Show me!

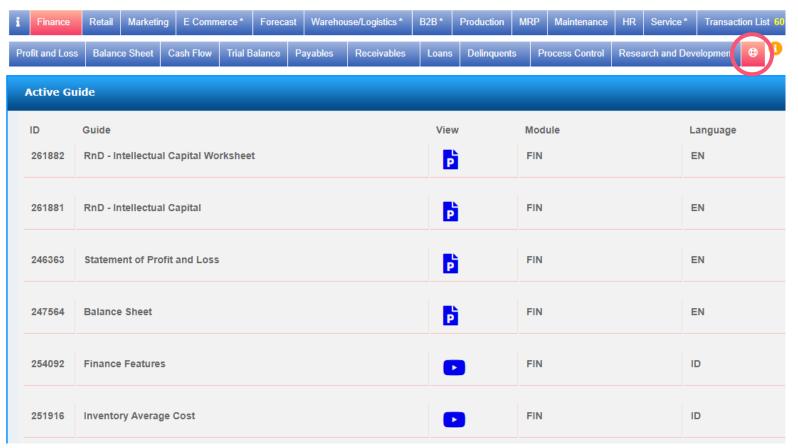


You have used up more space than available! Try increasing your space or try to sell fast



User's Interface (9) Active Guide





- Active Guide is guide for Learner to learn some concepts or contents by themselves which have two types
- Slide as Google Slide
- Clip in MonsoonSIM YouTube



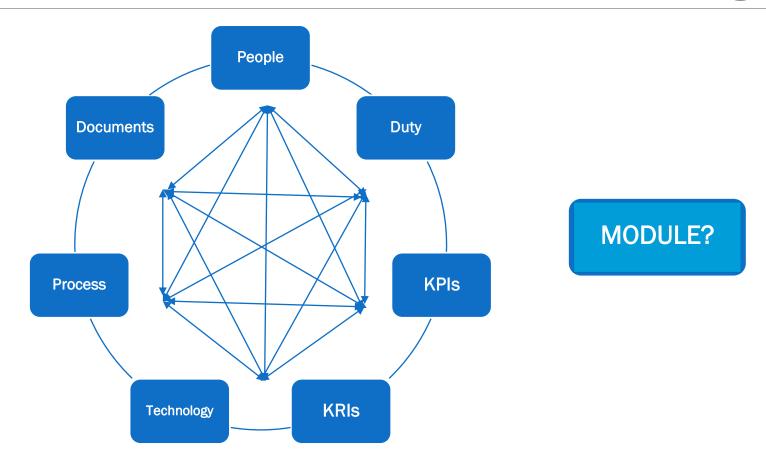
Active guide available in most of MonsoonSIM Modules

Circle Knowledge of MonsoonSIM

To understand the basic job roles, works and plays with others nicely, Applicable to study Business Processes which fundamental of ERP learning.



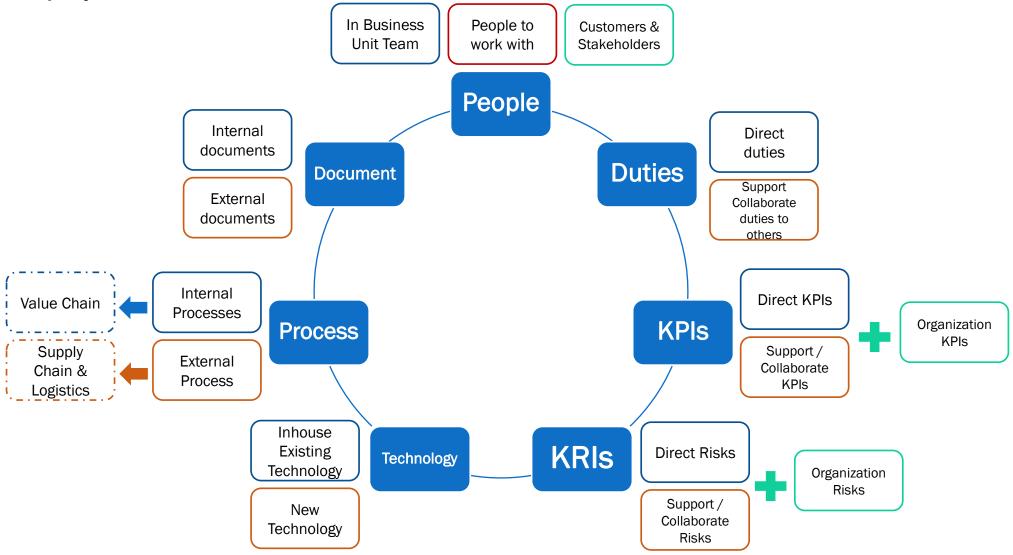
Lets them find relation ship between 7 pillars of MonsoonSIM Circle of knowledge



Circle Knowledge of MonsoonSIM

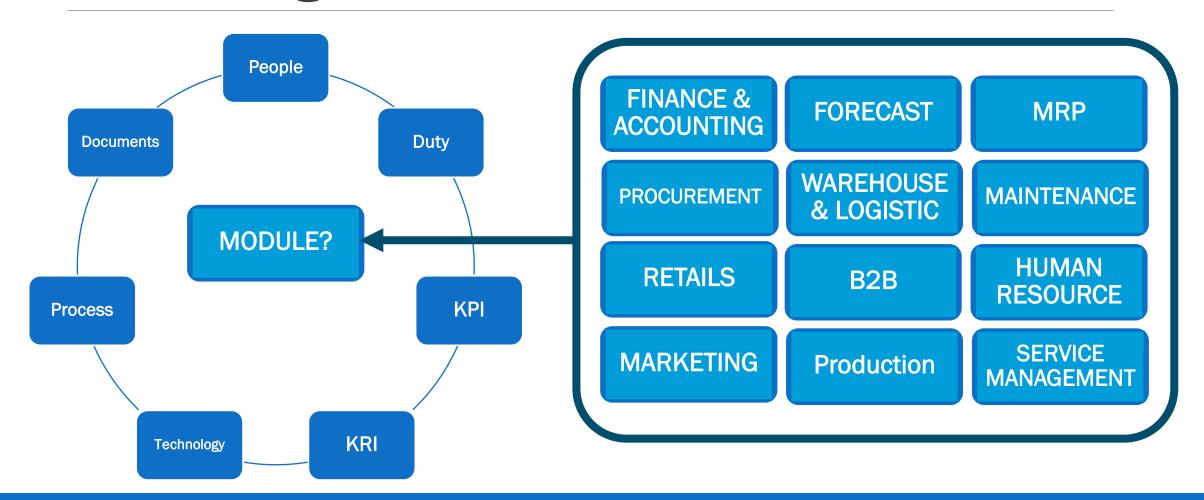


Learning Concept by MonsoonSIM Thailand



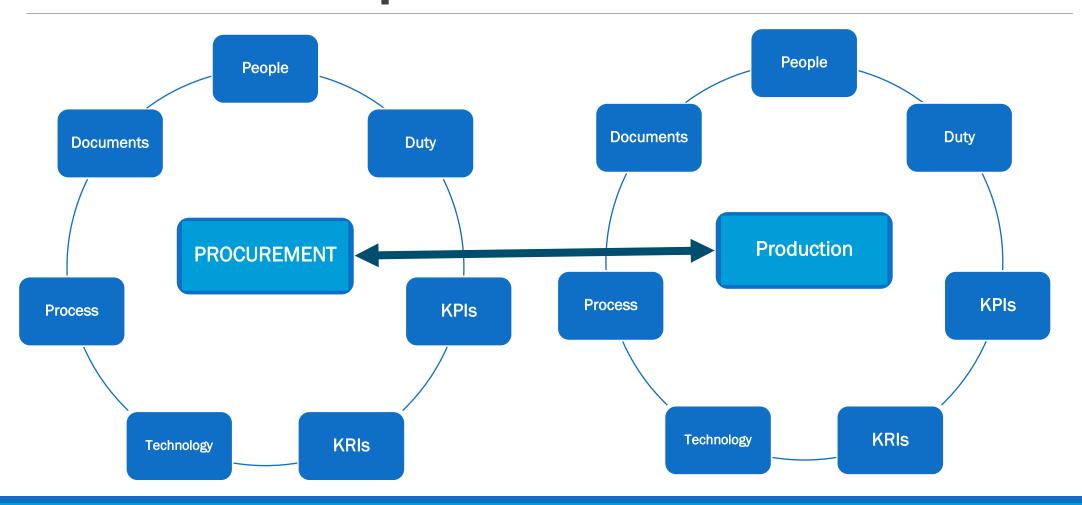


Apply this MonsoonSIM Circle knowledge in each Modules



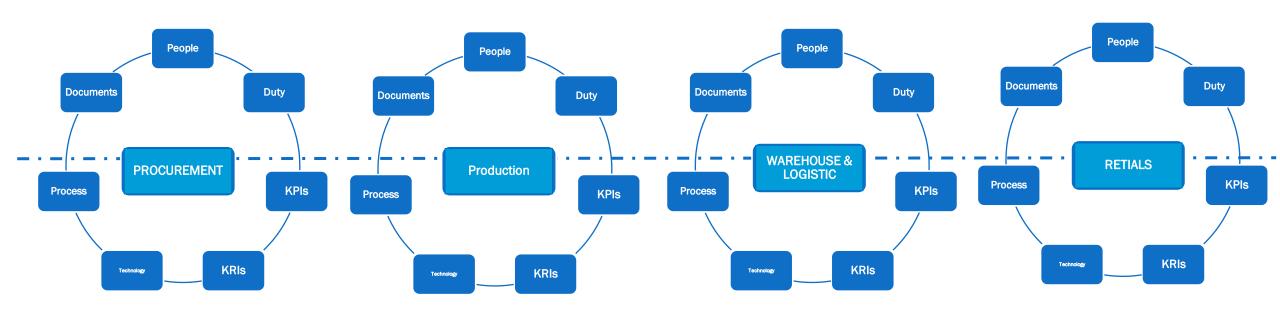


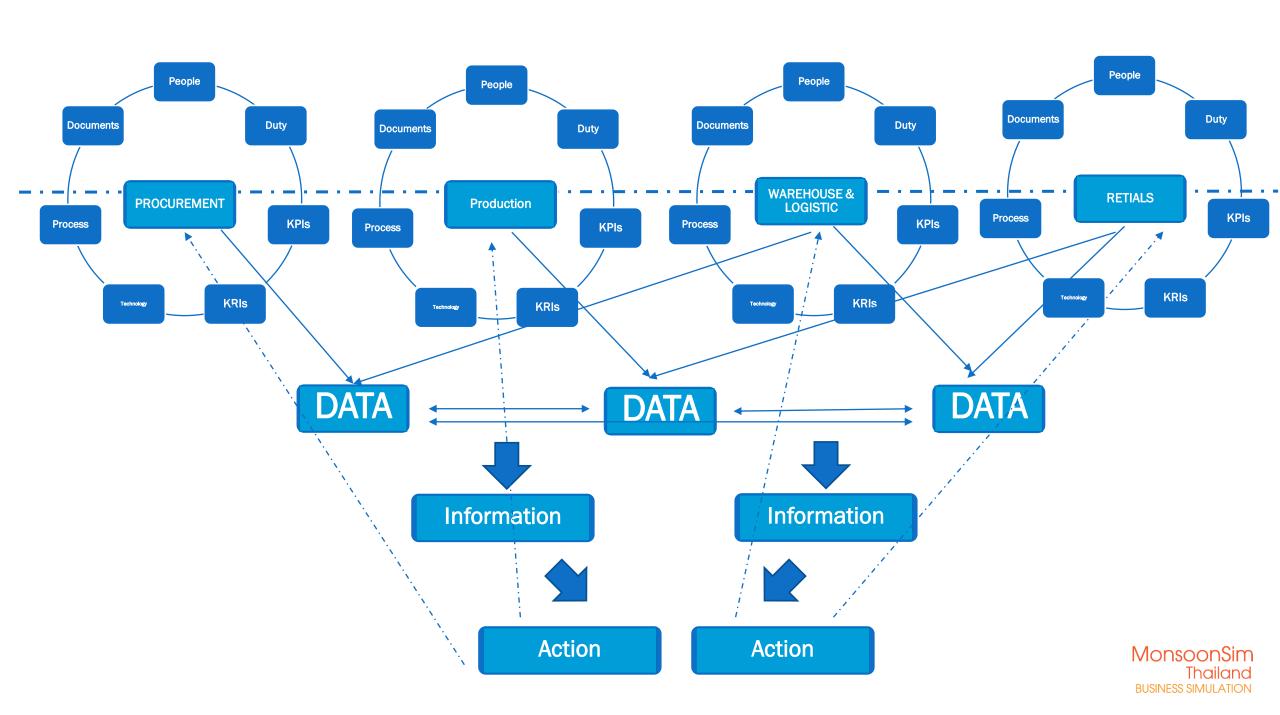
Integrated a pairs or a sets or module to them to explore

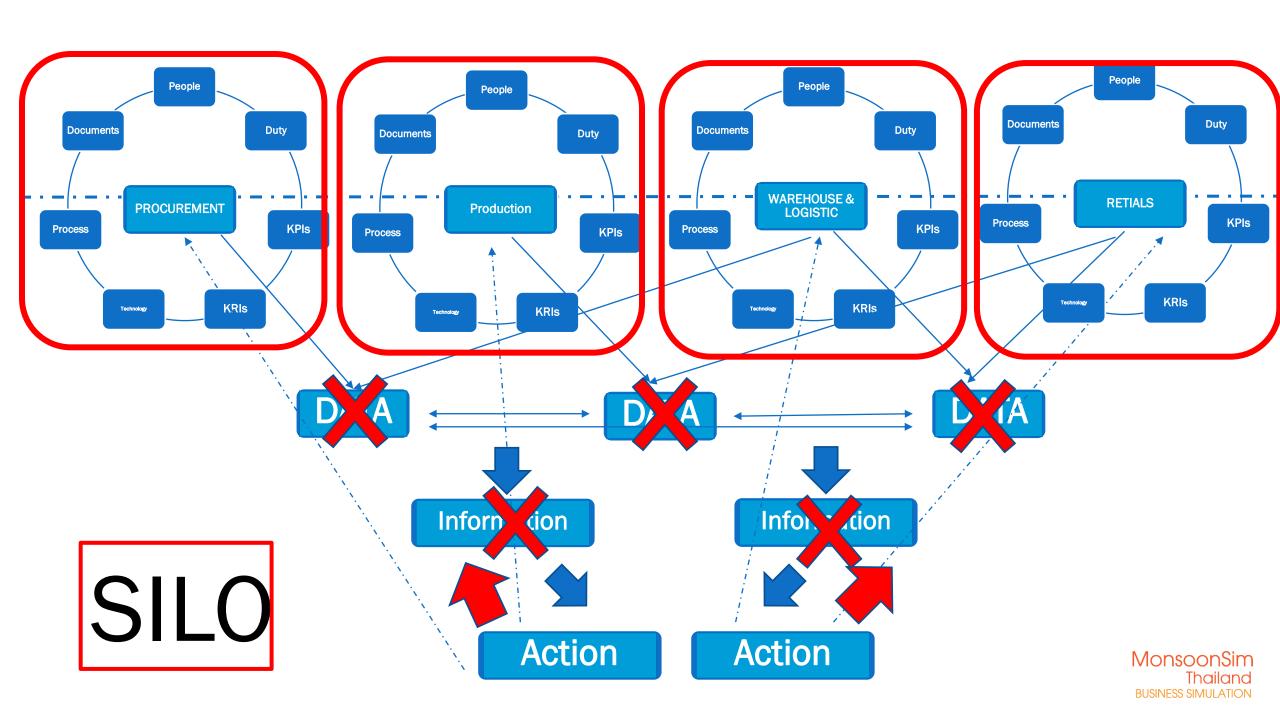




Lets them understand each business chain and relationship







Using MonsoonSIM Business Intelligent Service



What is BI? (Business Intelligence)

https://en.wikipedia.org/wiki/Business_intelligence

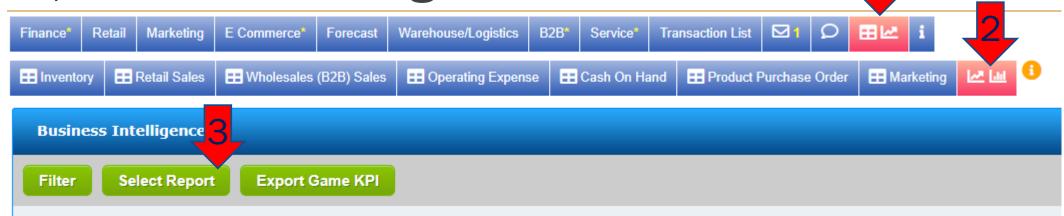
Business Intelligence (BI) comprises the strategies and technologies used by enterprises for the data analysis of business information. [1] BI technologies provide historical, current and predictive views of business operations. Common functions of business intelligence technologies include reporting, online analytical processing, analytics, data mining, process mining, complex event processing, business performance management, benchmarking, text mining, predictive analytics and prescriptive analytics. BI technologies can handle large amounts of structured and sometimes unstructured data to help identify, develop and otherwise create new strategic business opportunities. They aim to allow for the easy interpretation of these big data. Identifying new opportunities and implementing an effective strategy based on insights can provide businesses with a competitive market advantage and long-term stability. [2]

Business intelligence can be used by enterprises to support a wide range of business decisions - ranging from operational to strategic. Basic operating decisions include production positioning or pricing. Strategic business decisions involve priorities, goals and direction at the broadest level. In all cases, BI is most effective when it combines data derived from the market in which a company operates (external data) with data from company sources internal to the business such as financial and operations data (internal data). When combined, external and internal data can provide a more complete picture which, in effect, creates an "intelligence" that cannot be derived by any singular set of data. Amongst myriad uses, business intelligence tools empower organizations to gain insight into new markets, to assess demand and suitability of products and services for different market segments and to gauge the impact of marketing efforts.

Often [quantify] BI applications use data gathered from a <u>data warehouse</u> (DW) or from a <u>data mart</u>, and the concepts of BI and DW combine as "BI/DW". A data warehouse contains a copy of analytical data that facilitates <u>decision support</u>.



BI; Business Intelligence





BI; Business Intelligence concept to MonsoonSIM. Will allow participant able to

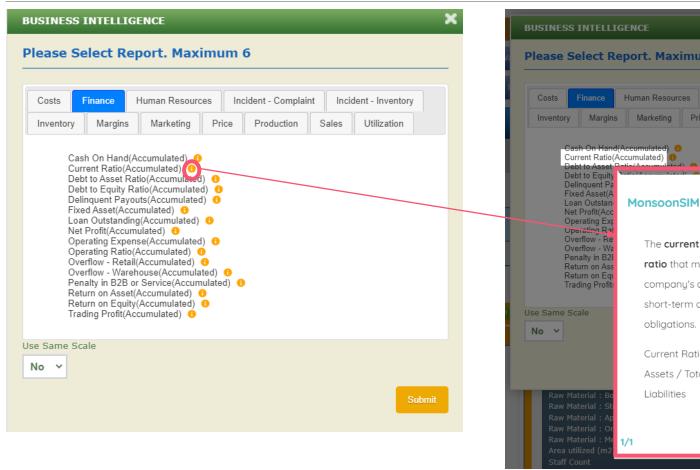
compare live data up to 6 types, study and make decision over data by simple platform.

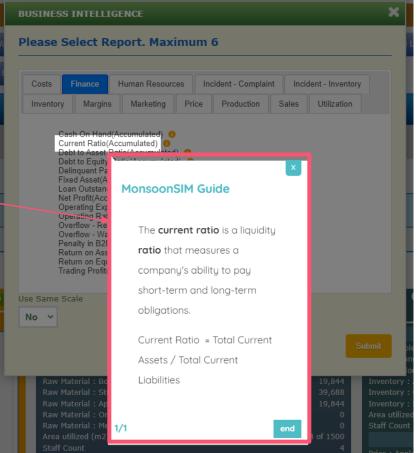
TRICK: This mode support LIVE Data when game running, if internet connection and CPU are ok. You can run 2 screens and compare action to any measurement.





Find the Meaning of measurement in MonsoonSIM



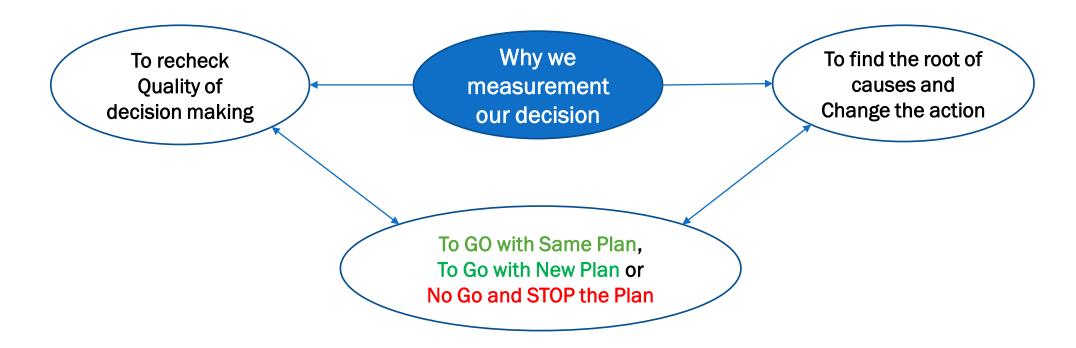






Why measurement is important?

Measurement is "C" = Check in PDCA





Comparison is part of measurement



Comparing at least 2 related factors For example

- Gain vs Loss; to what is the result that we have invested in.
- Before vs After with changed factor; before changing the price with quantity that we can sold
- Action vs Theory or Practice; to compare what we acted with Theories/Practice
- Our Result and Our Competitor Result



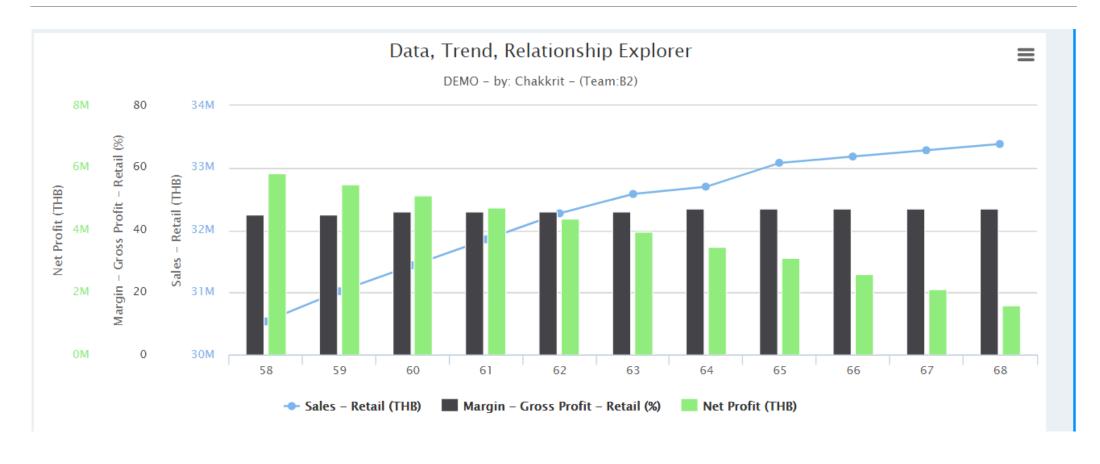
Supporting Clip for Learners: Bl



About BI https://goo.gl/NYaG3v



Sample of BI







Power Tricks for using BI

- ☑ BI in MonsoonSIM, Able to query data to be compared 6 categories of data per time. Using BI, Leaner suppose to select more than one data category which related to be compared. This is the way to powerful the BI tools and enhance your learning ability.
- ✓ understand the Business Measurements is one of the way to use BI to measure your decision ability.
- ☑ Set the Question or Hypothesis in Business Problems, and try to use relevant data to be compared by BI.





Learner will have ZERO idea, what need to use BI

Based on my experienced

"Learner will use One Axis (TYPE) of data in BI, which probably not a good way. BI supposed to compare relevant data more than one Type.

For example,

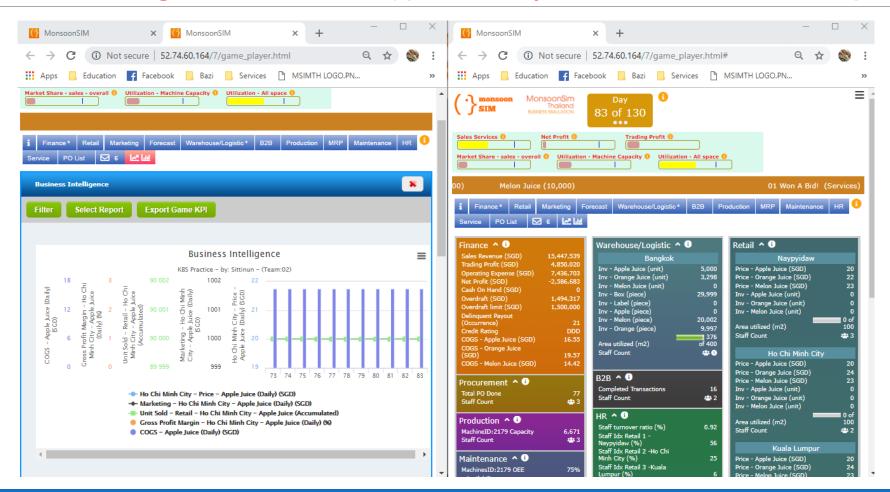
Choose BI data but only choose "Unit Sold"; Technically, this information already in Retail. Facilitator may need to guide them like Putting Price to compare with Unit Sold, Marketing Investment, Inventory on Hands and Margin to see

- A) the unit which able to sell from effectiveness of Price or Promotion
- B) The price have used, effected to Margin or not



Sample of opening 2 windows one for BI and one for execution

Use same browser and login with same username/password. Adjust the screen rotation as below pictures

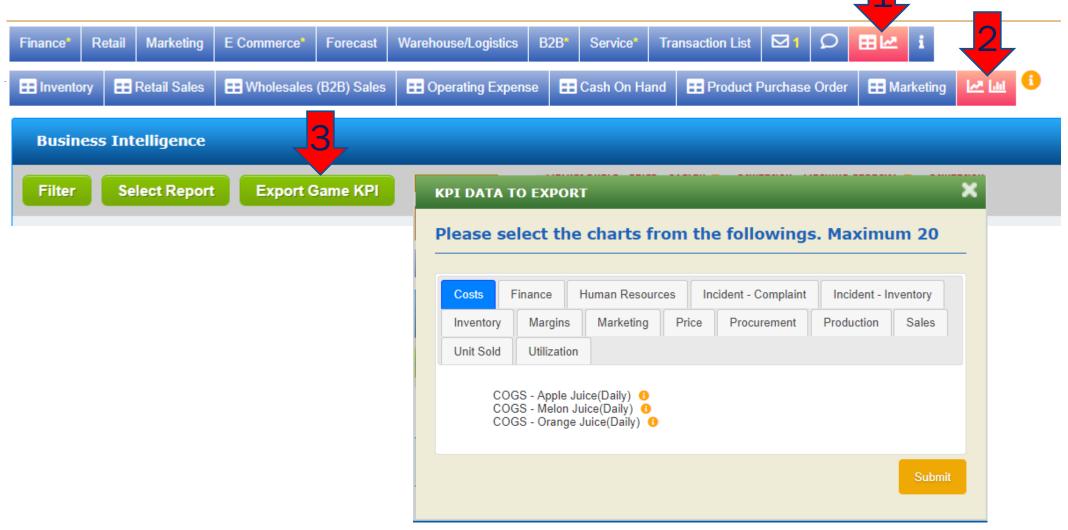


To measure

To Do



Export Data to CSV file type





Sample of CSV Data and use with Power Bl by Dr. Thanachart Ritbumrung, NIDA





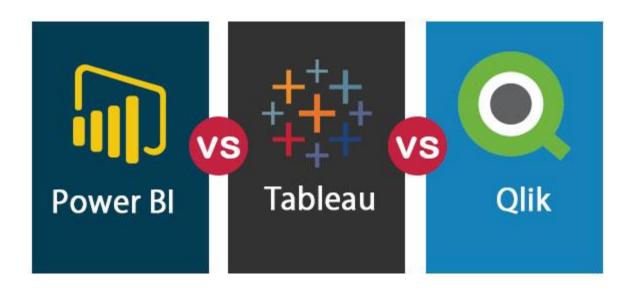
EXPORT to CSV



Learner able to download some data for more analysis With 3rd Party BI software like Power BI, Tableau by using this functions



Note: for 3rd Party BI



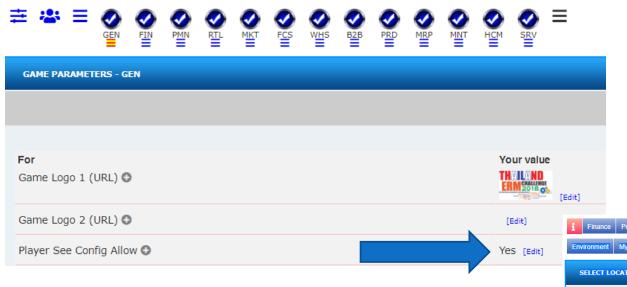
There are many 3rd Party BI Tools in market with different support for education and free using period. BTW, if your learner can leverage their skill by merging experience with Data and understand how the data tells or describe the aFacilitatorioned and what will data tells them about. Would be great.

My experience (MAR 2019): For Business and other learner who are not keen on CODING. Tableau quite good but limited free usage time, unless your can have academic version. Power BI Desktop seems to be good tools for free usage. BTW any tools which learner can learn more would be great. And Free description in YouTube are widely founded. For learner which understand coding, Google Cloud BI is an good Optional tool.



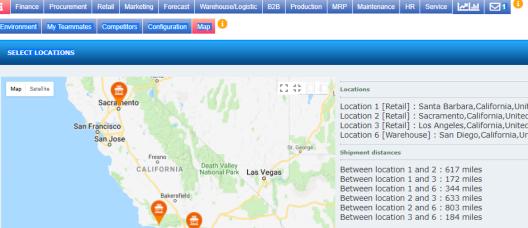
Information for Users

Facilitator able to activate for user to see further details



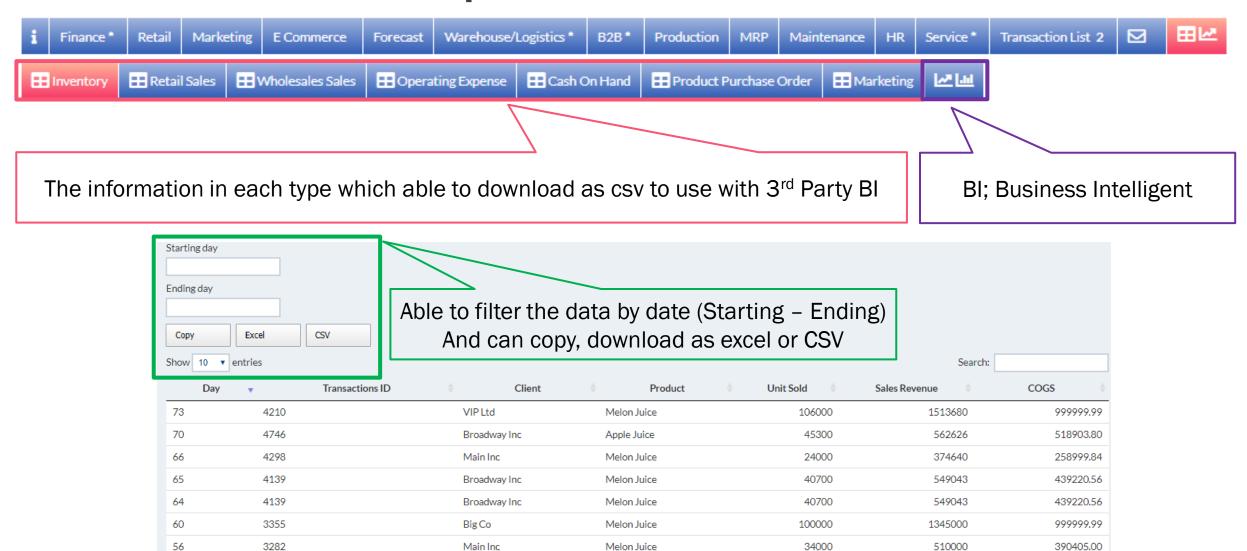
If Facilitator would like to activate users to see config, you may need to mark 'YES' in GEN configuration

User screen: will see "I" as information will able to see game environment, Configurations, Team member, Competitor and MAP





New interface in data pull out and BI



Updated



MSIMTH Facilitator Quick Guide Service>>

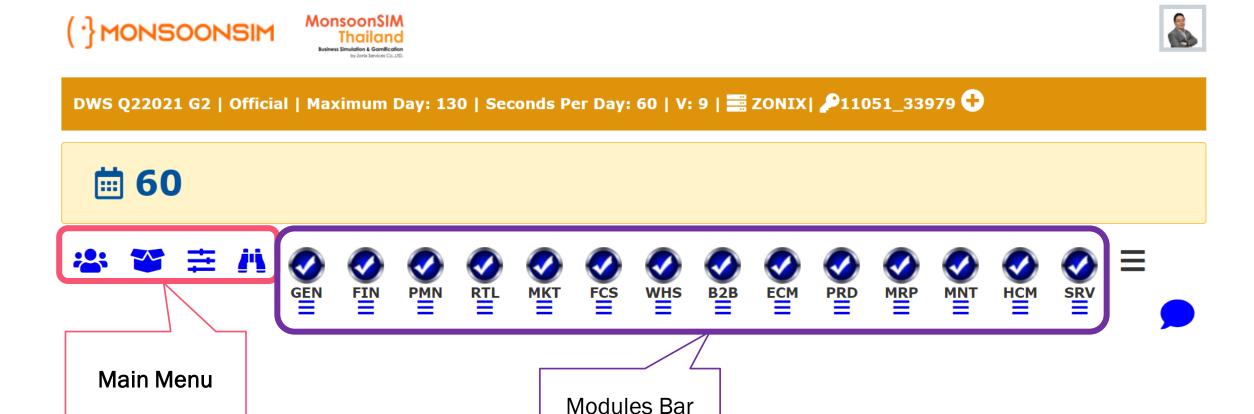


Facilitator Mode



Updated

Where is the main menu located?







Player and Team Management

★ Load From Past Session

Manage Teams and Learners

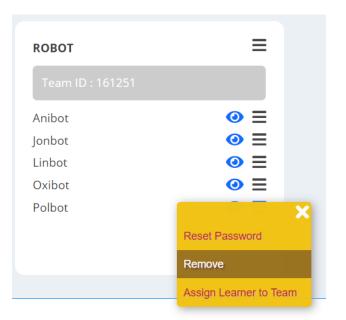
This is Menu which facilitator use for

Team Management

- Add / Remove Team in each game
- Rename the Team name
- Add Robot/Virtual Player

Player Management

- Add / Remove Learner in each Game
 - Please refer to Trial mode of Official mode
- Assign Learner to the team
- Reset password



Registration Guide Hide ①

Registration Locked



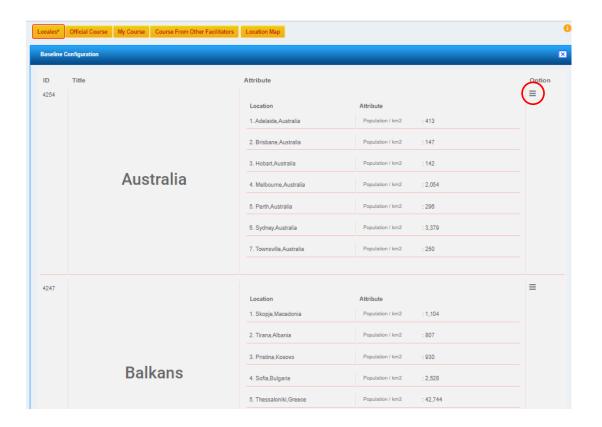






Locales:

- select pre-set location in MonsoonSIM
 - Australia, Balkans, Germany, Hong Kong, Japan, South East Asia, Taiwan, Thailand and USA
 - Each locales will use local currency and measurement until (Imperial or Matrix)
 - In case of facilitator would like to change the location, will able to manage under GEN menu and choose Location to Edit





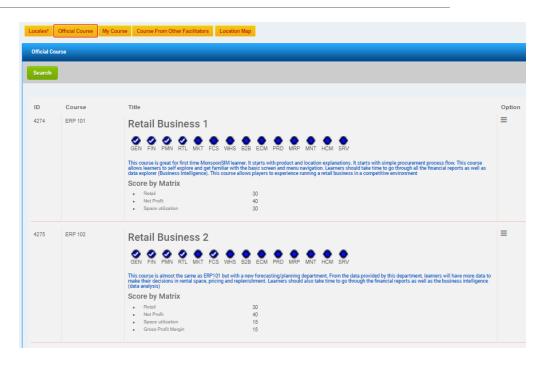






Official Course

- Available pre-set configurations from basic course to more complicated course, close to 20 courses to be used
 - Available course details and outline
 - Available set of Quizzes to be choosen
 - Available pre-set score matrix
- Facilitator can load the official course first, and able to
 - Change the locales
 - Change the configurations, Number of activated modules
 - Change the score matrix





Updated





My course:

Will show you list of your saved configuration

Course From Other Facilitators:

Will show your list of other facilitators save configurations

Location Map

- Will show you the MAP in the configurations.
- If you change the locales, Location, Please do INITIALIZE DAY 0 first. Map will be refreshed to latest changed map.



Updated





This is Menu which facilitator use for

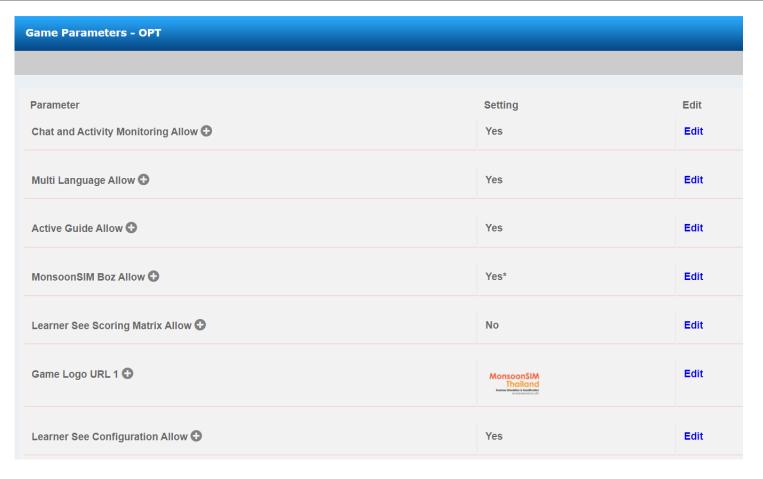
Locales:

- select pre-set location in MonsoonSIM
 - In case of facilitator would like to change the location, will able to manage under GEN menu and choose Location to Edit



Updated

Facilitator option



Regarding about how Learners Interface will be shown the details



Updated

Observe and Score

Observer and Score are most often use in the MonsoonSIM workshop for facilitator. The purpose of using will be monitoring and given the consultation to learners, to compare the output and grabbing the chance to make discussion or teaching, to track the learners progress or behavior.





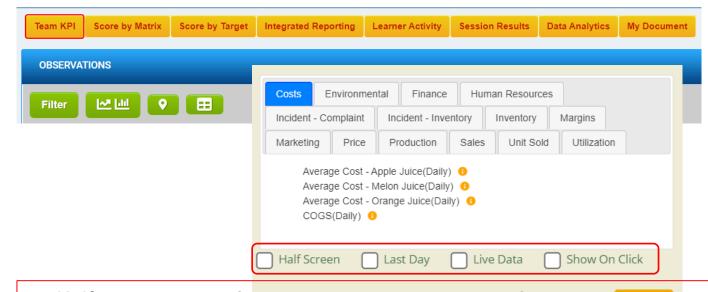
Updated

Observe and Score

TEAM KPI

Generally considered as most often use feature for facilitator.

- To monitor and compare the data in each topics, maximum as 10 data sets per times
- To monitor the location that learner have choose and Function of each area that they made decision; can be decode as Business Plan and Model
- To monitor as table of accounting,
 by comparing output in different statement.



- Half screen is good for comparison to related data; Sales, Trading Profit, OPEX and Net Profit.
- Last Day, the system will only show the last day not a series of 10 days back's data.
- **Live Data,** at the end of virtual day, the Team KPI will show the latest update data.
- Show on Click., Data will be shown, when you click the index of the graph.



Updated



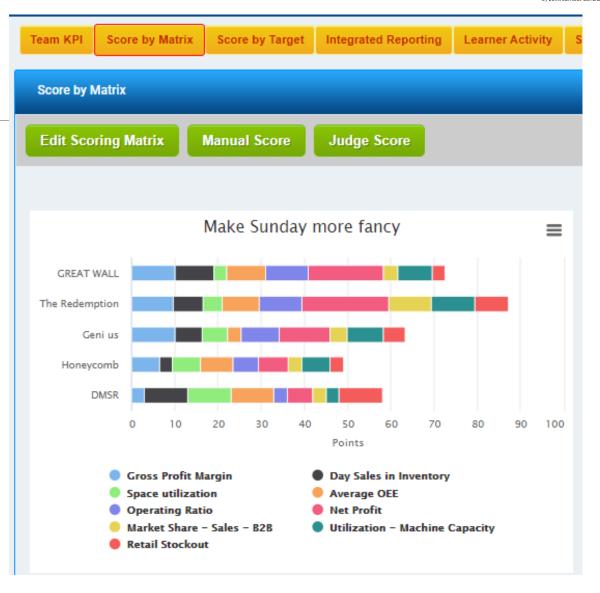
Score by Matrix

System by allow facilitator to choose the set of data and be calculated as weight as you want and generate as SCORE. (Good for competition but not good for grading)

- In normal game, facilitator will be able to change the set of score to be calculated or change the wright of calculation, when the game has stop
- Facilitator can choose to show or not show score matrix in Learner interface on your purpose. By activate in Facilitator Option == and mark 'YES'

Learner See Scoring Matrix Allow
No

 In Club game mode, Score matrix is need to be set. If not the club game can not be run.





Updated



Boz Alert

Boz alert is support system for facilitator. System will show list of issue from each team to be shown for facilitator to understand their issue and given them consultation.

Boz alert in facilitator view under Observe and Score will be querying the "issue" of each "Human-Learner" by using "RULE BASED Artificial Intelligent (AI)"

- The issue of each day will refresh to Boz alert next virtual day.
- Same issue will be show at learner screen next to Date box





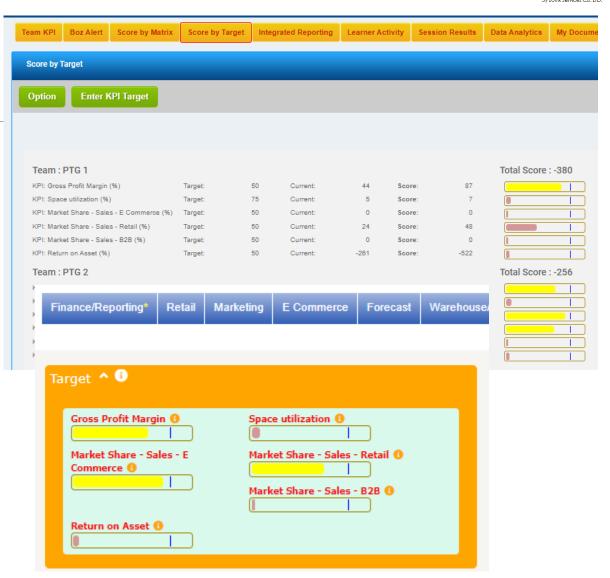
Updated



Score by Target

Score by target is working when facilitator would like to give KPI (Measurement) to be target for Learner to analyze and proceed their plan to compete the assigned KPIs.

- In Facilitator view, Facilitator able to see how good or bad of each group by measured to KPI Target
- In Learner view, System will show Target KPI box
- The meaning of each color are
 - Light Red → too far from assigned target
 - Yellow → close to assigned target
 - Green → already hit the assigned target



Updated





<< Integrated Reporting The Next Frontier - Michael Bray



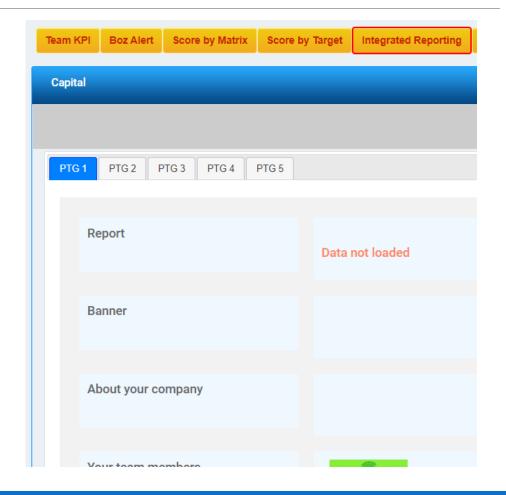
Integrated Reporting The Next Frontier - Abdy Taminsyah >>

Integrated Reporting

Integrated Report (IR) is latest concept in Financial (V.9X) about the report for non-financial for other purposes to be added on.

No pattern of IR, these report will try to explain the quality of management by using the data in Manufactured, Intellectual, Human, Social & Relationship and Natural.

- In Facilitator view, Facilitator able to see comparison of Integrated Report of each group, if the learner has been generated the IR.
- In Learner view, The system will generate the report in same pattern and able to publish as link.



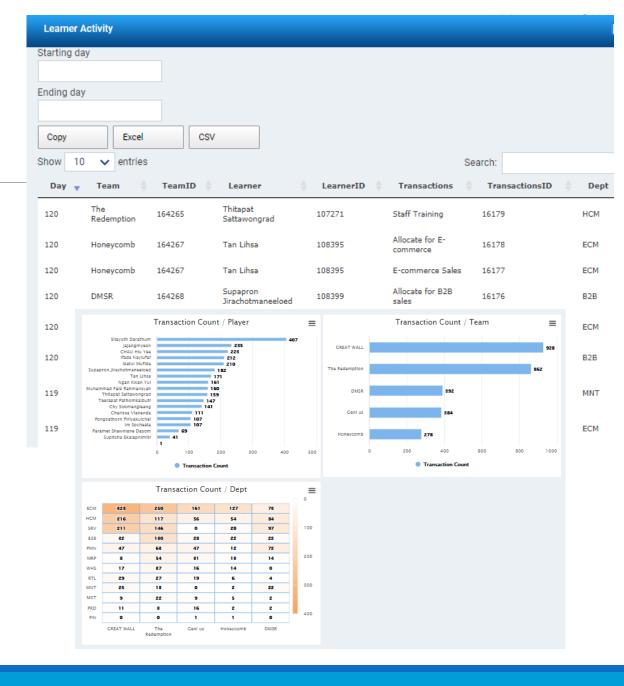
Updated



Learner Activity

Since V.9x, Facilitator able to track Learner Activity. The benefits of this feature is facilitator will understand more about their leaners and learner's team.

- Facilitator will able to pull the report, filter each learner and their activity.
 - Able to download as CSV., if you have more record from multiple games. Facilitator will able to understand more from these data.
 - Able to see the report in graph format. Facilitator
 will able to understand maybe weak point of each
 group if they didn't use the features in module that
 you plan to activated and let's them leaner and
 experience more.





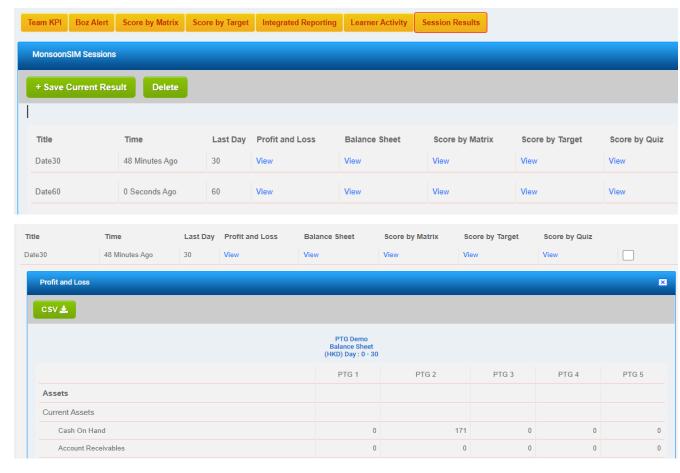


Observe and Score

Session Results

System will allow facilitator to save the data to be record to track learner progress. The data which can be saved are

- Profit and Loss
- Balance Sheet
- Score by Matrix (If you have set the score matrix before save)
- Score by Target (If you have set the score by target before save)
- Score by quiz (If you have activated the Quizzes. And let's learner take the quiz); BTW Quizzes came when you start configurations by Official courses



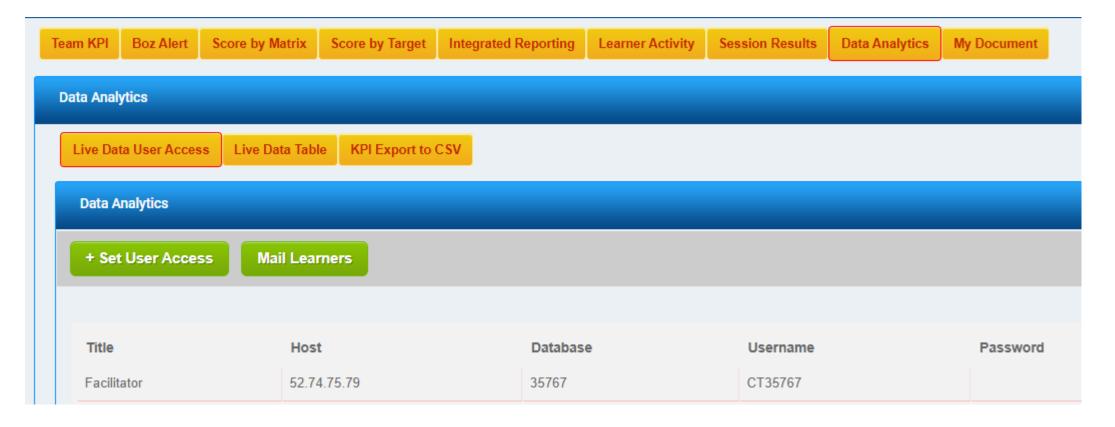


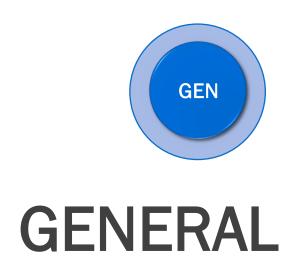
Updated



Observe and Score

For Data Analytics, please see data analytics session



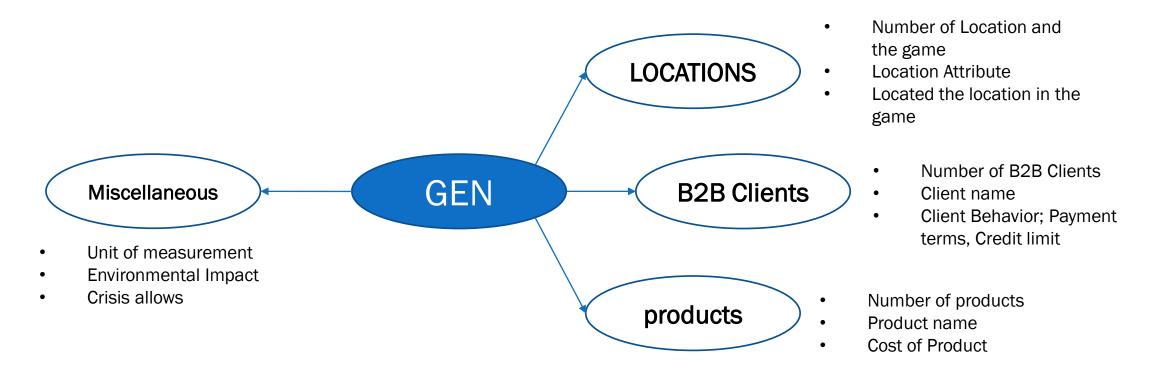






GENERAL MODULE

GEN Module is module to Facilitator to set configurations for the game









Supporting Clip for Learners: Finance



Finance Module: V.8

https://www.youtube.com/watch?v=JRFZapIGWGY



Finance Module: https://goo.gl/LMhpCo



Finance and Accounting 001: https://goo.gl/4X61gh



More details on Finance Module :

https://goo.gl/ohXmNg



Return on X:

https://goo.gl/Efwpja



Facilitator: Background of Finance Module

by Abdy Taminsyah

Finance is a broad term that describes two related activities: the study of how money is managed and the actual process of acquiring needed funds.

Read more: http://www.investopedia.com/terms/f/finance.asp

In MonsoonSIM, Finance is one of the core modules. The focus currently is on how money is managed. Eventually, we will also cover the funds acquisition and funds management.

Since all transactions that involve money are recorded in the Accounting module within the Finance, it is not possible to run any MonsoonSIM workshop without turning ON the Finance Module.

MonsoonSIM supports multiple levels of complexity. Learners are encouraged to start with the basic module, called Baseline model, and slowly progress to more advanced functions



Updated

Facilitator: Background of Finance Module

by Abdy Taminsyah

Here are what you will learn in the MonsoonSIM Finance (Baseline):

- How transitions are being recorded in the Accounting ledgers
- How to read financial reports
- How to trace transactions in the ledgers
- Concept of asset and liabilities
- Concept of cashflow
- Concept of profitability
- Concept of cost
- Concept of expense
- Concept of margin
- Concept of credit/debit

Here are some of what you will learn in the MonsoonSIM Finance (Advanced):

- Concept of Accrual accounting
- Concept of Account Payables
- Concept of Account Receivables
- Concept of Foreign Exchanges
- Concept of Credit Limit
- Concepts of Approval Process Control
- Concepts of Intellectual Property (RnD)
- Concepts of Integrated Report (IR)
- Concepts of Journal Entry



Facilitator: Background of Finance Module

by Abdy Taminsyah

In MonsoonSIM, the Finance module is related to the following department (modules)

- Purchasing (PMN)
- Retail (RTL)
- Marketing (MKT)
- Forecasting / Planning (FCS)
- Warehouse / Logistics (WHS)
- B2B / Wholesales (B2B)
- Production (PRD)
- Maintenance (MNT)
- Human Resources Management (HCM)
- Service Management (SRV)

Note: There is no pre-requisite to learning the MonsoonSIM Baseline concepts



Facilitator: Operating model of Finance Module

by Abdy Taminsyah

The following describes the operating model of MonsoonSIM Finance module

Focus on how money is managed (not yet about funds acquisition and management)

There are two types of Accounting

- Cash
- Accrual
- ➤ Bank facility (standby-loan) is available
- Bank facility will automatically kicks in when the cash runs out
- Bank facility will continue to kick in until the limit is reached
- > Bank facility usage will incur interest
- > Start with initial cash for all teams
- Every transactions will be fully recorded and traceable in Accounting



Facilitator: Operating model of Finance Module

by Abdy Taminsyah

> Team will not be able to run business anymore (bankrupt) when cash runs out and bank facility exhausted

Cash Accounting

- No concept of Account Payables and Receivables
- Payment can only be made if there is enough cash on hand
- No partial payment is supported

Accrual Accounting

- Concept of Account Payables and Account Receivables
- No partial payment is supported
- Payment to vendor will be based on vendor specific Terms of Payment
- Besides payment to vendors, all other payment (salary, etc) will not be accrued
- Concept of Vendor Credit Limit
 - Account Payable to vendor will decrease this credit limit
- ➤ Foreign currency can affect the price of an imported products. If our local currency gets weaker against the foreign currency, the imported products, which is quoted in foreign currency, will be more expensive, and vice versa
- > Players can analyse the financial performance and other useful intelligences by carefully examining the information from the DTR (Data, Trend and Relationship) explorer



Facilitator: Operating model of Finance Module

by Abdy Taminsyah

Delinquent Payout

- If you have exhausted your overdraft limit, your payment will be considered delinquent.
- You can find the list of your delinquent out-payments in your Finance Menu.
- The number of outstanding delinquents now affects your CREDIT RATING.
- Exceeding certain # of outstanding delinquents will also bring about bankruptcy. This limit is configurable by the Facilitator
- Everyday, the system will automatically try to settle your delinquent payment, starting from one with the lowest amount, and the process will repeat daily.

Bankruptcy

- When the number of delinquent payments exceed the limit set by the Facilitator, the team will be proclaimed bankrupt.
- Once bankrupt, the team will not be able to perform any transactions. No sales, No bidding. No more expenses to be incurred. The account is pretty much frozen. However, other teams can continue as usual.

Credit Rating

- There are 5 types of credit rating a company can get
 - Unrated --- your company is not rated yet, system will start rating on day 10
 - DDD --- if your outstanding delinquent payments exceed 20
 - CCC --- if your outstanding delinquent payments is between 10 to 20
 - BBB --- if your outstanding delinquent payments is between 1 to 10
 - AAA --- if your do no have any outstanding delinquent out-payment
- AAA being the best, it means that your company is most credit trustworthy
- Credit Rating is important when applying for a business loan



Facilitator: Operating model of Finance Module

by Abdy Taminsyah

Ioan

- There are several types of loans available. These are configurable by Facilitator
- Terms indicates the duration of the loan
- Base Interest indicates the base interest usually are set by the lending institutions
- Central Bank rate simulates the Central Bank's inter-bank overnight lending rate. This rate is floating and, in MonsoonSIM, the
 future fluctuations are accurately predicted and can be viewed in the Forecast menu
- Effective rate Base Interest + Central Bank's rate
- Fully amortization where the loan is being paid off based on an equal amount at every period. This amount consists of ever increasing principal portion and an ever decreasing interest portion.
- Interest only where the loan is being paid off based on interest only at every period and a lump sum of principal at the very end
 of the term. (Balloon payment)
- loan in MonsoonSIM will be considered as Long Term Payable in accounting
- Current Ratio Requirement
 - Current Ratio is one of the requirements to obtain a loan
 - Current Ratio is defined as total asset divided by total liability
 - One can find the current ratio from the Business Intelligence menu. Current Ratio appears in Finance section
- Credit Rating Requirement
 - Credit Rating is one of the requirements to obtain a loan

Players can analyze the financial performance and other useful intelligence by carefully examining the information from the Business Intelligence module



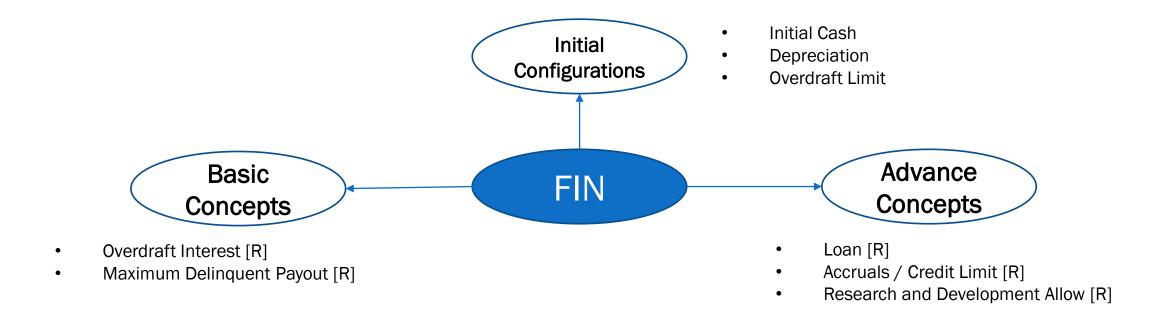
Finance module configuration

standard configuration

MONSOONSIM CONFIG		×
Title	Value	
Cash - Starting (cur)	3500000	
Department Competency	Accounting	
Department Name	Finance	
Depreciation days	60	
Interest (%) - Bank Overdraft	60	
Limit - Bank Overdraft (cur)	2500000	

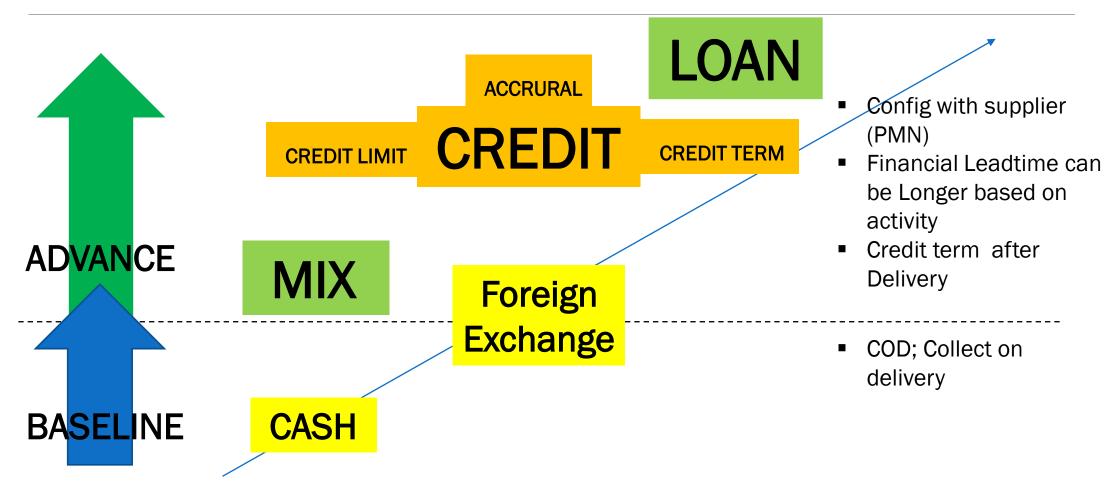


Facilitator: Financial & Accounting Module configurations





For Facilitator: Financial Baseline and Advance





Facilitator: Financial & Accounting Module Configurations

Parameter	Setting	Edit	Submenu
Journal Entry Allow 🕀	No	Edit	1 🕀
Approval Process Control Allow 🛨	Yes	Edit	
Loans 1 Allow 🕀	Yes*	Edit	6 ⊞
Loans 2 Allow 😷	Yes*	Edit	6 ⊞
Initial Cash 🛨	200,000 HKD*		
Overdraft Interest 🕀	60 %	Edit	
Overdraft limit 🕀	1,000,000 HKD*		
Depreciation 🕀	60 Day		



Facilitator: Financial & Accounting Module Configurations

Accrual Accounting Allow 🕀	Yes*	Edit	1 🕀
Maximum Delinquent Payouts 😷	50	Edit	
Overflow Fee	Awful*		
Research and Development Allow	No	Edit	7 🛨



Related Terminology of Finance Module

	Meaning Meaning
Cash on hand	Money in the form of <u>cash</u> that a business has at a particular time http://www.businessdiFacilitatorionary.com
Cash flow	Incomings and outgoings of cash, <u>representing</u> the operating <u>activities</u> of an organization http://www.businessdiFacilitatorionary.com
Balance sheet	the <u>statement of financial condition</u> , it is a summary of a company's assets, liabilities, and owners' equity. <u>Campbell R. Harvey</u>
Profit and Lost (Loss)	(P/L) An account showing net profit and loss over a given period. American Heritage® Dictionary of the English Language, Fifth Edition
Operating Expense (OPEX) May know: Capital Expenditure	An expense incurred in normal business operations, such as an administrative or selling expense. American Heritage® Dictionary of the English Language, Fifth Edition
Depreciation May know: Amortization	 A decrease or loss in value, as because of age, wear, or market conditions. Accounting An allowance made for a loss in value of property. American Heritage® Dictionary of the English Language, Fifth Edition



Basic knowledge of Finance

	In the game		
KPIs & Duties	 Financial Status; Working Capital Budget management; Source of Funding Forecasting 		
Risks (KRIs)	- Capital & Equity - Exchange rate		
Staff / Roles	CFO - The chief financial officer or chief financial and operating officer (CFOO) is a corporate officer primarily responsible for managing the financial risks of the corporation. This officer is also responsible for financial planning and record-keeping, as well as financial reporting to higher management. In some sector the CFO is also responsible for analysis of data. The title is equivalent to finance director (FD) , a common title in the United Kingdom. The CFO typically reports to the chief executive officer and to the board of director and may additionally sit on the board. The CFO supervises the finance unit and is the chief financial spokesperson for the organization. The CFO reports directly to the President/Chief Executive Officer (CEO) and directly assists the Chief Operating Officer (COO) on all strategic and tactical matters as they relate to budget management, cost benefit analysis, forecasting needs and the securing of new funding.		
Related to ERP	FRM; Financial Resource Management The Finance Resource Management Module is an integrated Financial and Planning System. It has the capabilities of meeting all the accounting and financing needs of an organization. The real-time functionality of this module allows for better decision-making and strategic planning. This supports the following three essential components.		



Quick monitoring; Financial status

*
→

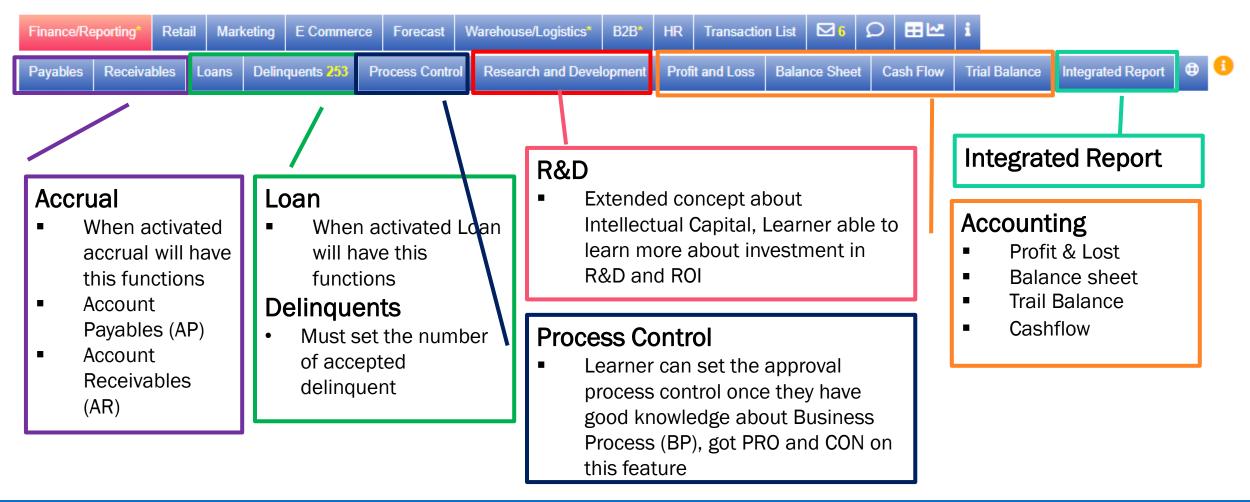
Finance ^ i	
Sales Revenue (USD)	102,769,336
COGS (USD)	56,889,916
Trading Profit (USD)	45,879,420
Operating Expense (USD)	11,767,284
Net Profit (USD)	31,465,565
Cash On Hand (USD)	19,323,356
Overdraft (USD)	0
Overdraft Limit (USD)	500,000
Delinquent Payouts (Occurrence)	2
Current Ratio (%)	155.80
Credit Rating (%)	BBB
Average Cost - Apple Juice (USD)	13.67
Average Cost - Orange Juice (USD)	13.67
Average Cost - Melon Juice (USD)	15.03

- Relations of financial data
- Encourage learner to use financial data as proportion for example; Sale Revenue : OPEX,

Net Profit : OPEX



Accounting and Finance Menu and Submenu





Finance module: P and L

3,500,000

3,500,000

1,453,500

3,500,000

Fixed Assets
Paid In Capital

Net Loss / Net Profit

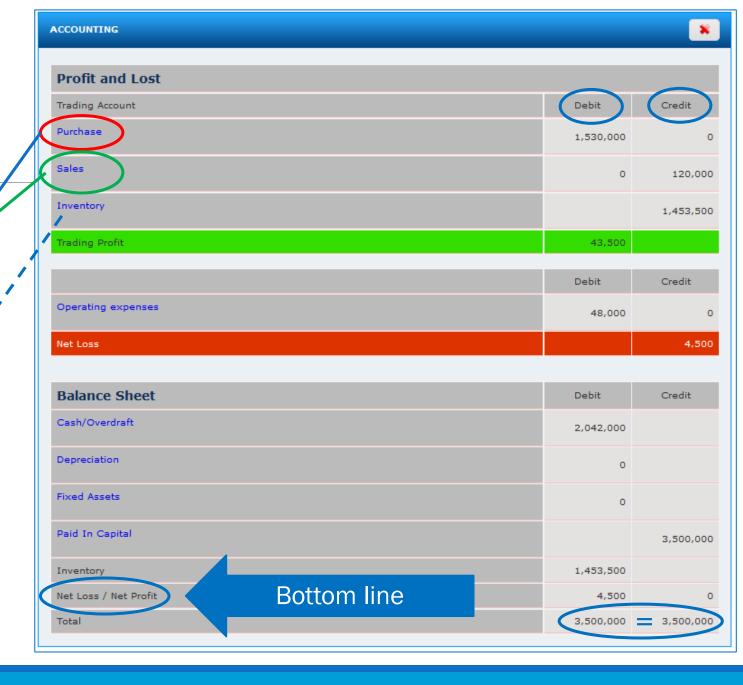
Total



Profit and Lost (P/L)

	Debit	Credit	
Asset	Increase	Decrease	
Liability	Decrease	Increase	
Income/Revenue	Decrease	Increase	
Expense	Increase	Decrease	
Equity/Capital	Decrease	Increase	

Inventory 💌						•
Finished goods	Apple Juice		Orange Juice		Melon Juice	
	Available	Allocated	Available	Allocated	Available	Allocated
San Francisco	5,800	0	5,800	0	5,800	0
Seattle	8,200	0	8,200	0	8,200	0
Las Vegas	7,000	0	7,000	0	7,000	0
Los Angeles (Warehouse)	0	0	0	0	0	0
Last cost	15	15	17	17	19	19
Value at	315,000	0	357,000	0	399,000	0



Profit and Loss (P/L)



Sales Revenue	6,977,114
Retail Sales	6,513,114
- Chiang Mai - Apple Juice	811,551
- Chiang Mai - Orange Juice	582,284
Chiang Mai - Melon Juice	708,451
Hat Yai - Apple Juice	364,137
Hat Yai - Orange Juice	1,013,036
Hat Yai - Melon Juice	1,002,023
Ubon Ratchathani - Apple Juice	702,072
Ubon Ratchathani - Orange Juice	790,960
Ubon Ratchathani - Melon Juice	538,600
- ECommerce Sales	464,000
- Wholesales Sales	O
- Services Sales	0
COGS	4,047,249
Gross Profit	2,929,865
Operating Expense	3,414,740
- Salary	140,000
- Rental	857,920
- Marketing	209,200
- Shipping	11,765
- Overflow - Retail	2,187,800
- Overflow - Warehouse	O
- Maintenance	O
- Maintenance	
- Maintenance - Human Resources	0
	0
- Human Resources	
- Human Resources - Penalty in B2B	0

TOTAL Revenue = B2C + E-Commerce + B2B + Outsource Services

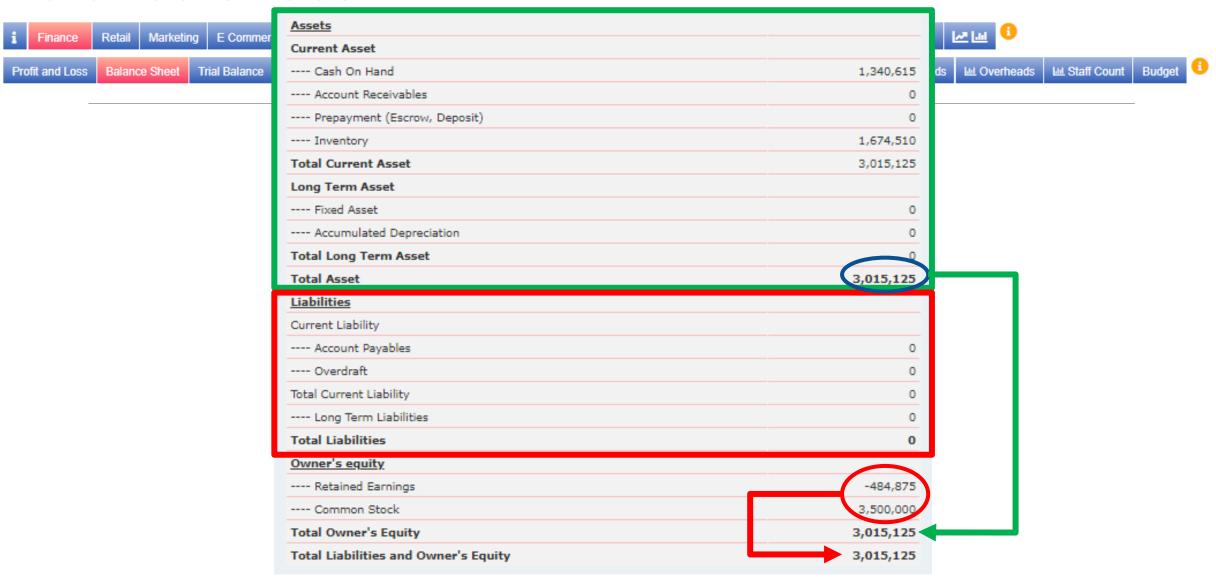
Gross Profit = Revenue - COGS

TOTAL COST =
Cost of Goods Sold + Operating Expenses

Bottom Line (Net Profit) = Total Revenue – Total Cost



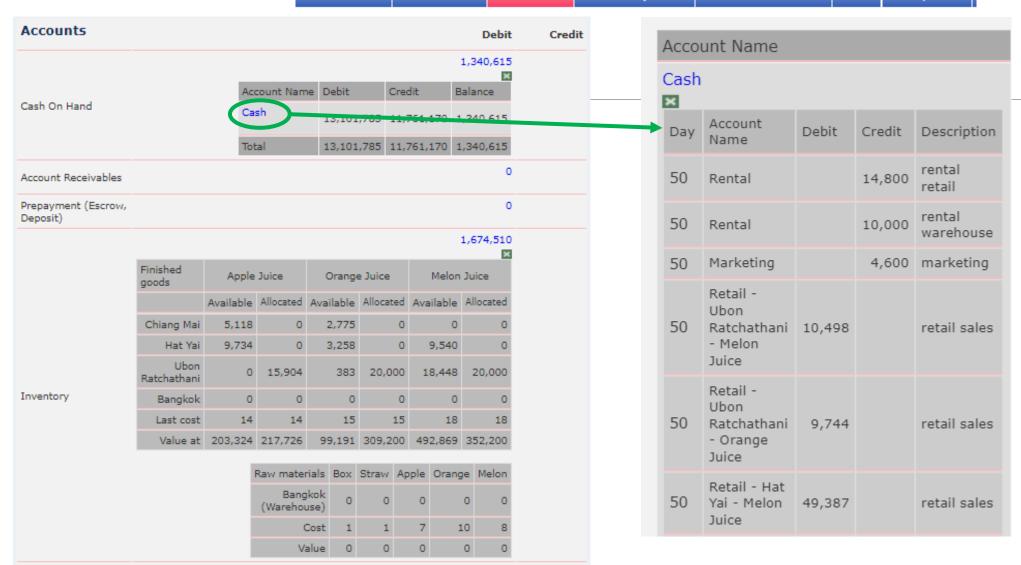
Balance Sheet



Trial Balance Profit and Loss

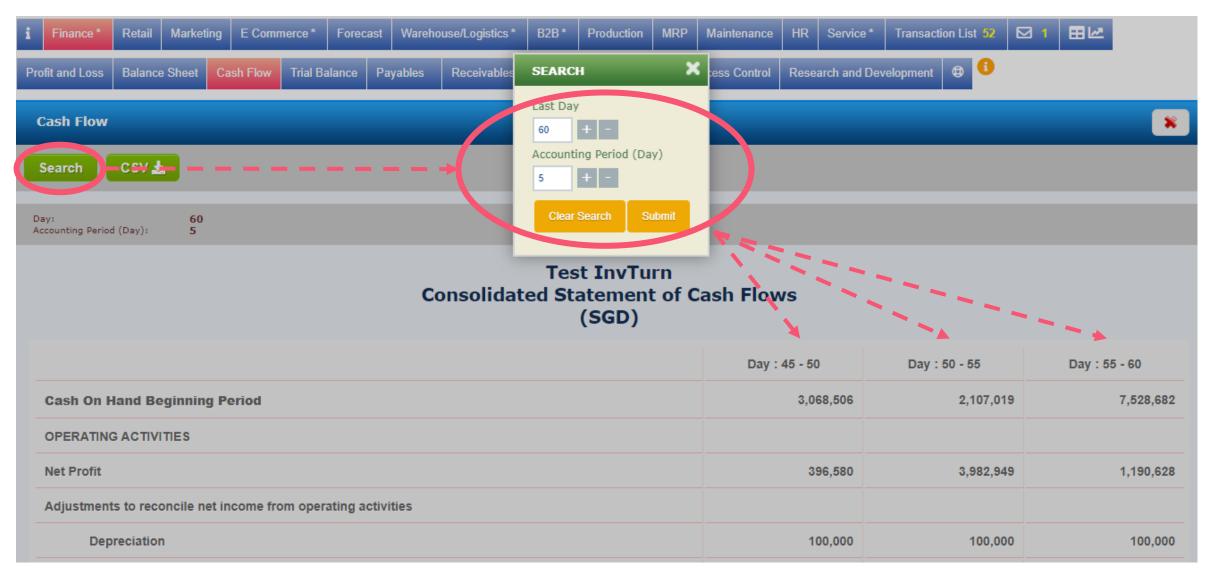






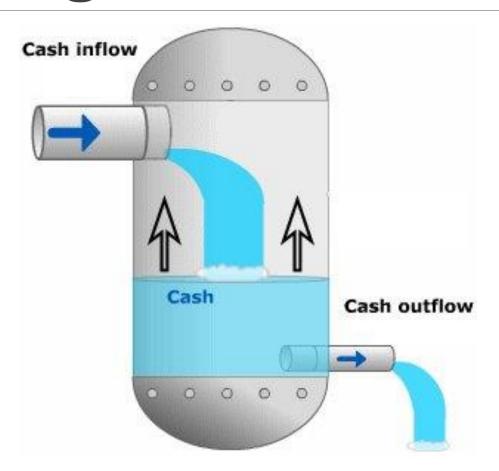








Integrated Lesson: CASH FLOW & FRM



Learners may need to know about cash flow integrated with

AP; Account Payable

AR; Account Receivable

Cash on Hands

Term of payments

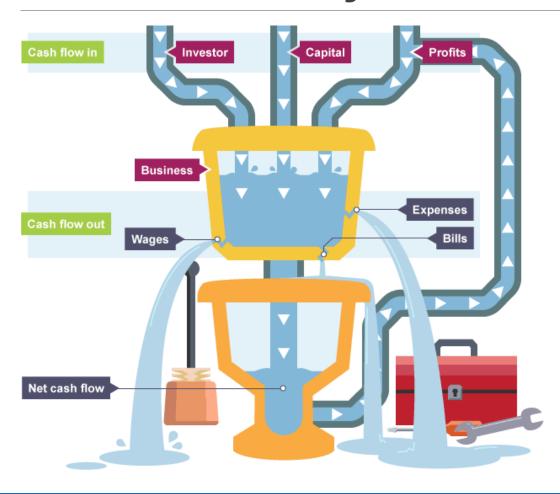
Credit Limit

LOAN

To form the understandable to FRM; Financial Resources Management



Further study about Cash flow

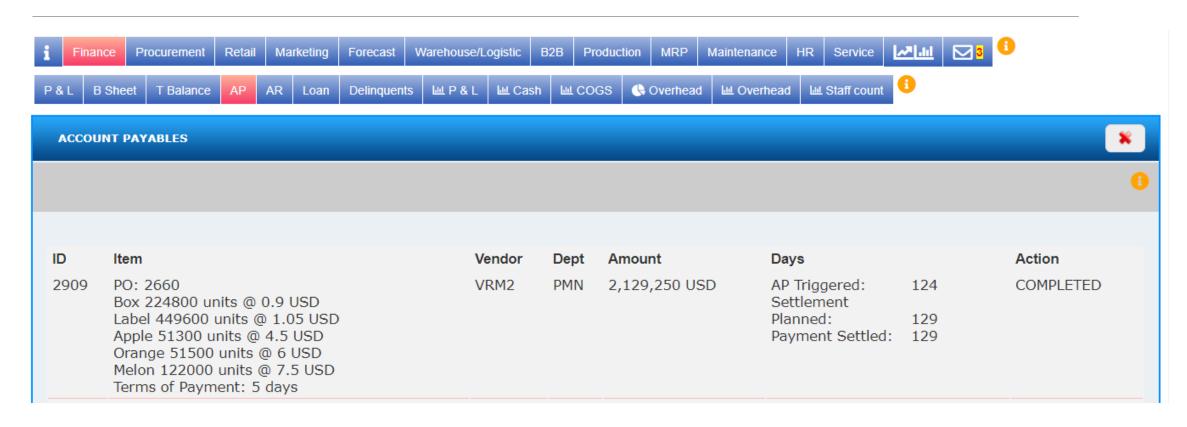


- Learner can learn more by using MSIM OPEX, Overhead to be compare and discuss about this picture
 - Concept of waste
 - Concept of utilization and Optimization



AP; Account Payable (Advance Feature)

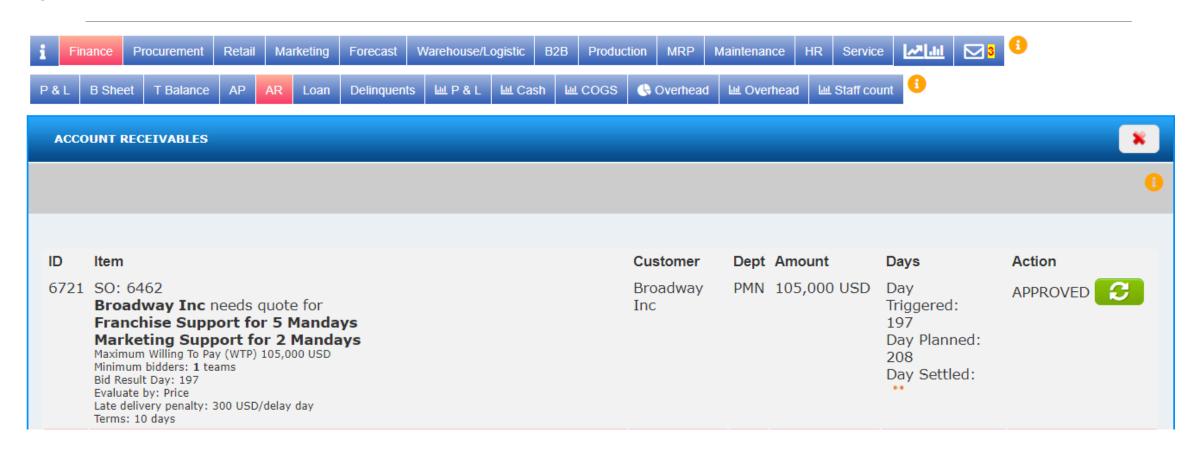
please activate accrual feature





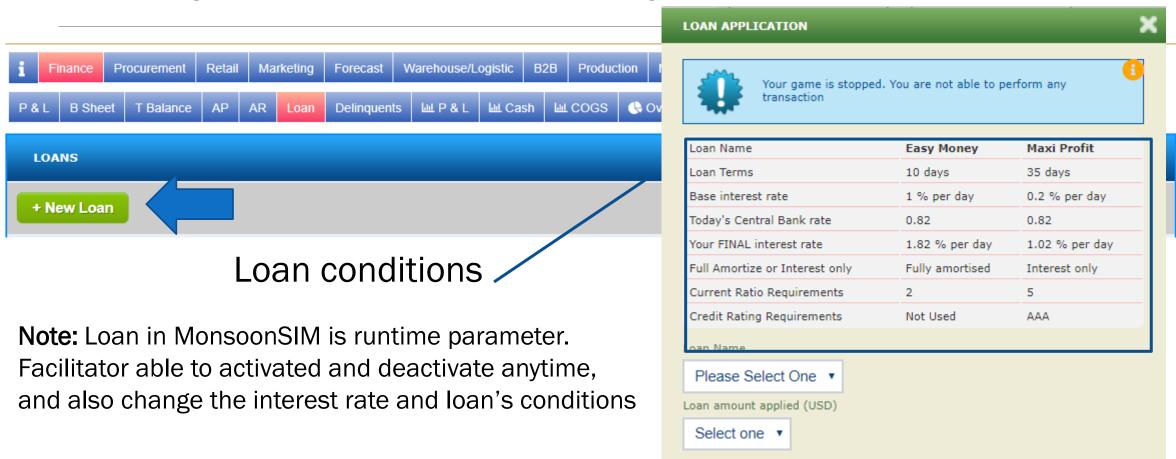
AR; Account Receivable (Advance Feature)

please activate accrual feature





LOAN (Advance Feature)





Payment plan

35



ID Item Action Amount Dept Days LOAN PAIDOFF i Loan name : Maxi Profit 3,000,000 (AUD) Day applied: 27 Loan terms: 20 Day Day approved Loan interest: 1.55 % per day 28 Fully Amortized (FA) / Interest Only (IO): Fully amortized Current Ratio Requirement: 5 Credit Rating Requirement: AAA

Will show payment plan as below LOAN PAYMEN Total Principal repayment **Total Payment** Day Total Interest payment 29 46,500 AUD 129,100 AUD 175,600 AUD 30 44,499 AUD 131,101 AUD 175,600 AUD 31 42,467 AUD 133,133 AUD 175,600 AUD 32 40,403 AUD 135,196 AUD 175,600 AUD 33 38,308 AUD 137,292 AUD 175,600 AUD 34 36,180 AUD 139,420 AUD 175,600 AUD

141,581 AUD

34,019 AUD

175,600 AUD



Marketing

COGS - Orange Juice (SGD)

COGS - Melon Juice (SGD)



Profit and Loss	Balance Sheet	Trial Balance	Account Payables	Account Receivable
F	inance 🐴 🤨			
	Sales Revenue (SGD)		11,501,472
	Frading Profit (S	GD)		4,222,908
	Operating Expen	se (SGD)		2,076,410
	Net Profit (SGD)			2,146,498
	Cash On Hand (SGD)			2,925,961
	Overdraft (SGD)			0
	Overdraft limit (SGD)		1,500,000
	Delinquent Payo	ut (Occurrence	e)	
	Credit Rating			AAA
	COGS - Apple Juice (SGD)			15.08

E Commerce

Forecast

Warehouse/Logistic

B2B

18.45

18.95

Production

Note: Normal configurations setting for Delinquent is 50 times., if exist 50 times, The system will make your team as Bankruptcy

Delinquent Payout

MRP

Maintenance

Process Control

 If you have exhausted your overdraft limit, your payment will be considered delinquent.

PO List

☑ 11

Overheads

 You can find the list of your delinquent out-payments in your Finance Menu.

Ⅲ Profit and Loss

Service

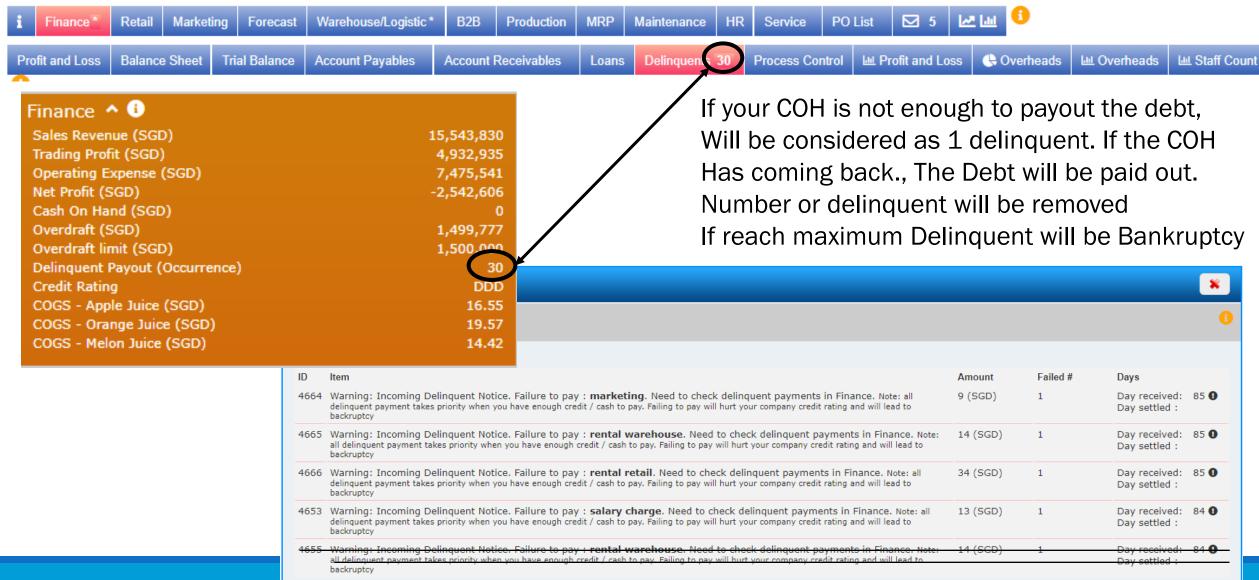
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Bankruptcy

- When the number of delinquent payments exceed the limit set by the Facilitator, the team will be proclaimed bankrupt.
- Once bankrupt, the team will not be able to perform any transactions. No sales, No bidding. No more expenses to be incurred. The account is pretty much frozen. However, other teams can continue as usual.



Delinquents Payout



248



Credit Rating

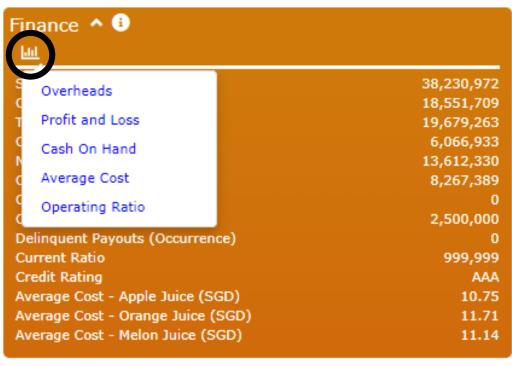
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- Credit Rating is important when applying for a business loan

MonsoonSIM Thailand Business Simulation is General Co. U.T. Program of Co. U.T. Business Simulation is General Co. U.

Micrograph: Finance

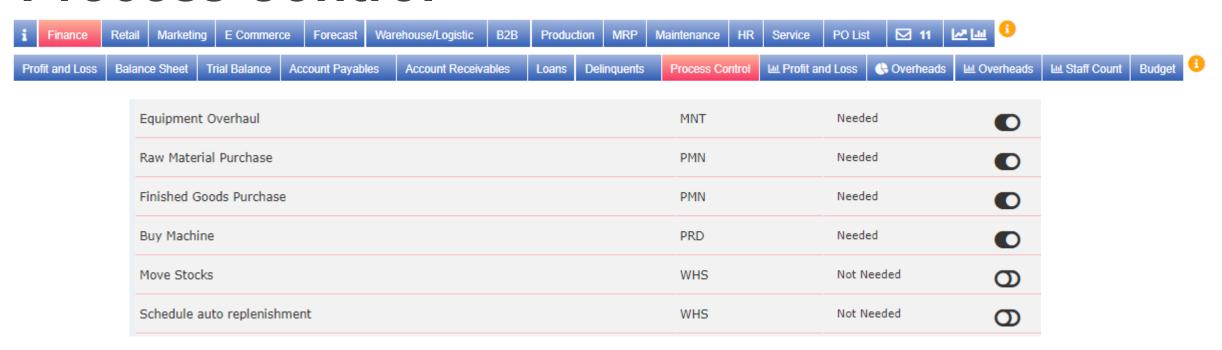








Process Control



Note:

In version 7.x, The Process Control will be an option for Facilitator to choose to activate.

The deal to bypass the APPROVAL Process when the Request coming, System will automatically approve On behalf of player to shorten the decision-making process. BTW, any play have PRO and CON. In case of Learner didn't know about relationship between Process. It will be not a good choice.



Research and Development (R&D) Investment

The new concepts is about Learning/Teaching about <u>Intellectual Capital.</u> In MonsoonSIM, the investment of R&D is a part to bring Money as Asset to be invested in R&D to select the R&D Project, Fail or Return on Investment due to Selection the good R&D Project.

What is Intellectual Capital?

(https://www.investopedia.com/terms/i/Intellectual_capital.asp)

Intellectual property is the value of a company or organization's employee knowledge, skills, business training or any proprietary information that may provide the company with a <u>competitive advantage</u>. Intellectual capital is considered an asset, and can broadly be defined as the collection of all informational resources a company has at its disposal that can be used to drive profits, gain new customers, create new products or otherwise improve the business. It is the sum of employee expertise, organizational processes, and other intangibles that contribute to a company's bottom line.



Research and Development (R&D) Investment

Situation: Leaner need to invest in R&F Project which have highest NPV



Investment

Year 4 Projected Inflow

Year 5 Projected Inflow

Year 6 Projected Inflow

Our CEO is looking to increase our future value by investing in RnD. Here are few RnD Projects being considered. Your job is to make sure that we invest in the projects that are projected to bring us the BEST returns. Note: A project with negative NPV will be deemed TOTAL FAILURE and will be written off as expense Required rate of returns: (15%)

Note: Facilitator able to setup the returns of RD Investment and also other parameters,

390,000 (SGD)

436,000 (SGD)

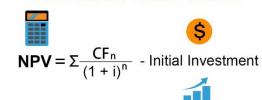
436,000 (SGD)

Investment	
 Research Expenditure Development Expenditure Budgeted years Evaluation day (after investing) 	350,000 (SGD) 450,000 (SGD) 6 15
Projected Inflow	
 Year 1 Projected Inflow Year 2 Projected Inflow Year 3 Projected Inflow 	200,000 (SGD) 436,000 (SGD) 374,000 (SGD)

The return rate and NPV will vary on

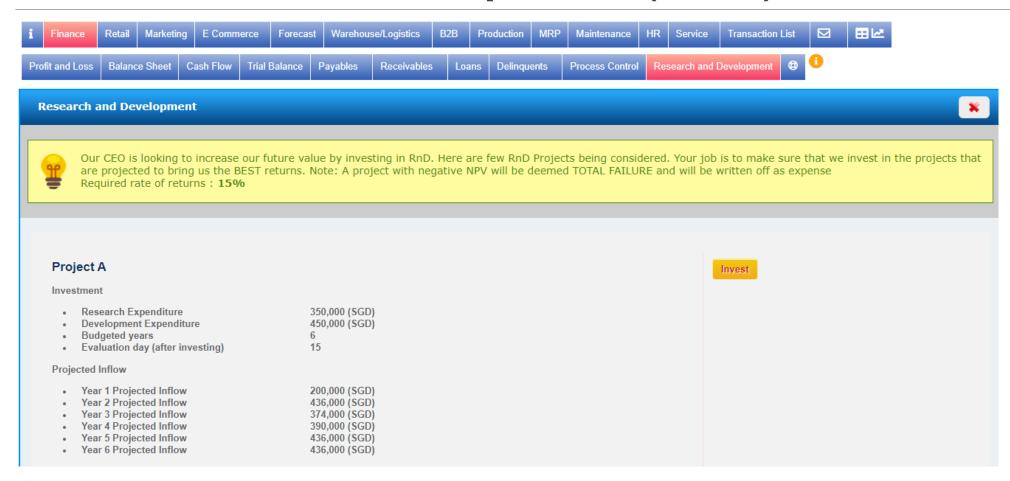
- Expenditure in Research & Development
- The Projected inflow
- Number of Year in investment

Net Present Value Formula





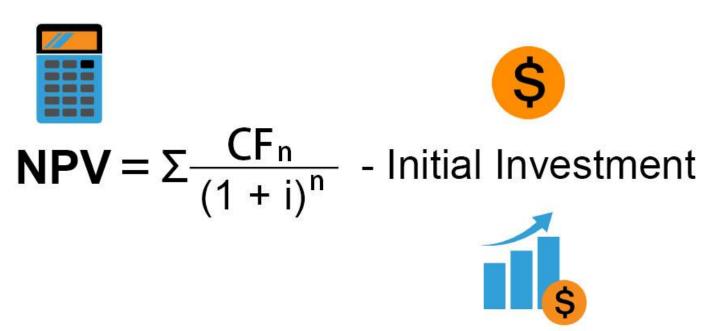
Research and Development (R&D) Investment





How to calculate NPV

Net Present Value Formula



https://www.educba.com/net-present-value-formula/



Reference Slide from Deakin University about RnD; Intellectual Property

these file available in active Guide under FIN





<< a description slide about RnD

RnD - Intellectual Capital Worksheet >> By Dr.Edwin Lim, Deakin University



	Project A	Project B	Project C	Project D	Project E
Research expenditure	750000	440000	550000	750000	350000
Development expenditure	550000	880000	250000	550000	350000
Total cash outflow at time t=0	1300000	1320000	800000	1300000	700000
Projected cash inflow in year 1	300000	200000	200000	300000	250000
Projected cash inflow in year 2	216000	292000	410000	216000	433000
Projected cash inflow in year 3	207000	264000	404000	207000	445000
Projected cash inflow in year 4	201000	260000	416000	201000	495000
Projected cash inflow in year 5	204000	296000	426000	204000	410000
Projected cash inflow in year 6	204000			204000	413000
Projected cash inflow in year 7					408000
Projected cash inflow in year 8					468000
Required rate of return	15%				
Students work out NPV	-\$435,156.26	-\$455,888.56	\$399,215.14	-\$435,156.26	1,109,180.19
On the announcement day, team will be informed that the innovation is (code 1 for successful, 0 for unsuccessfu	0	0	1	0	1
Impact on P/L in year t:					
Sales revenue from successful innovation	0	0	200000	0	250000
Research expenditure (must be expensed)	750000	440000	550000	750000	350000
Development expenditure (Under IERS, expensed if unsuccessful)	550000	880000	0	550000	0



How to use NPV, IRR formular in Excel



FROM MICROSOFT

https://support.microsoft.com/th-

th/office/%E0%B8%94%E0%B8%B3%E0%B9%80%E0%B8%99%E0%B8%B4%E0%B8%99%E0%B8 %81%E0%B8%B2%E0%B8%A3%E0%B8%81%E0%B8%B1%E0%B8%9A%E0%B8%B1%E0%B8%B1%E0%B8%B4%

%E0%B8%81%E0%B8%B2%E0%B8%A3%E0%B8%84%E0%B8%B3%E0%B8%99%E0%B8%A7%E0%B8%93-npv-%E0%B9%81%E0%B8%A5%E0%B8%B0-irr-%E0%B9%83%E0%B8%99-excel-9e3d78bb-f1de-4f8e-a20e-b8955851690c

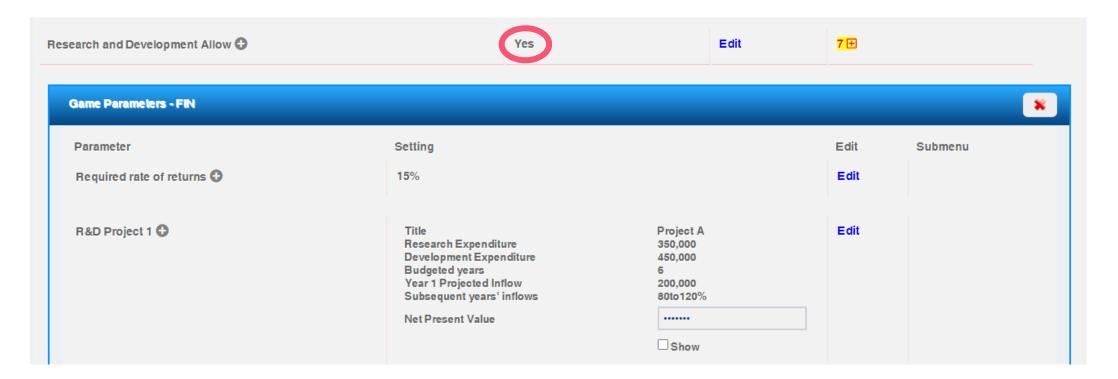
<< คำนวณมูลค่าปัจจุบันสุทธิ(NPV) ใน Excel

https://www.youtube.com/watch?v=6aJd85CbWhY



How to config R&D Feature (1)

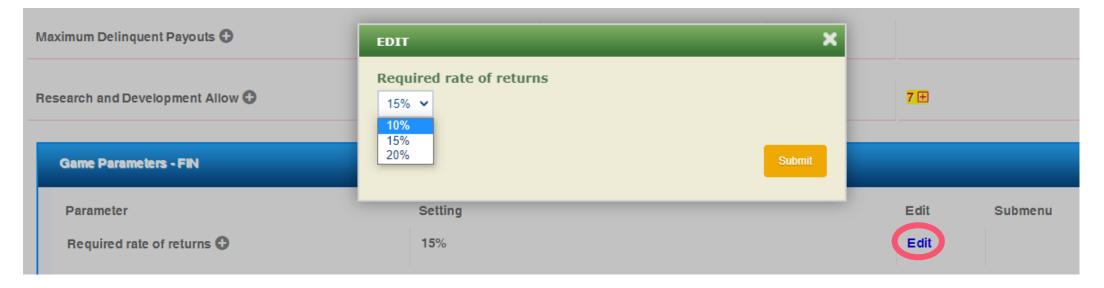
Research & Development Allow is located under "FIN Module" by activated as "YES"





How to config R&D Feature (2)

Set Required rate of Return available in 3 steps; 10% 15% and 20%

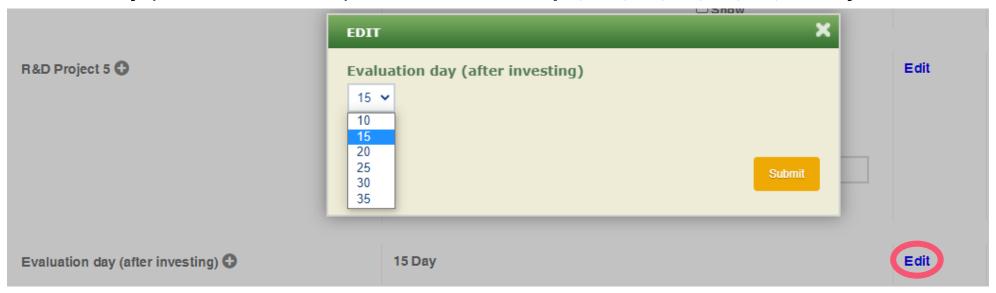


The higher rate of return is harder in investment



How to config R&D Feature (3)

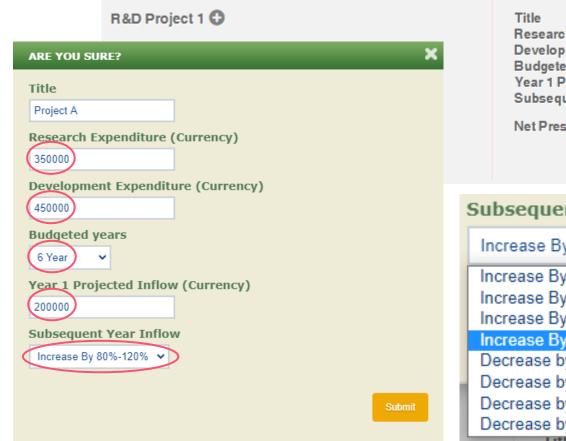
Evaluation day (after investment) available in 6 steps; 10,15,20,25,30,35 days



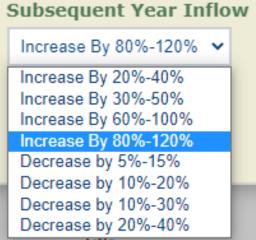
Technically, normally the evaluation period are in quarter, half or year basis. BTW, MonsoonSIM is daily base simulation. The calculation will base on Year and recalculate again in Day basis.



How to config R&D Feature (4)







All five factors will effect to NPV which the measurement to Investment.

<< The subsequent Year Inflow will effect to NPV, <u>BUT to select</u> <u>increase part doesn't mean NPV</u> <u>will be always in POSITIVE ZONE</u>

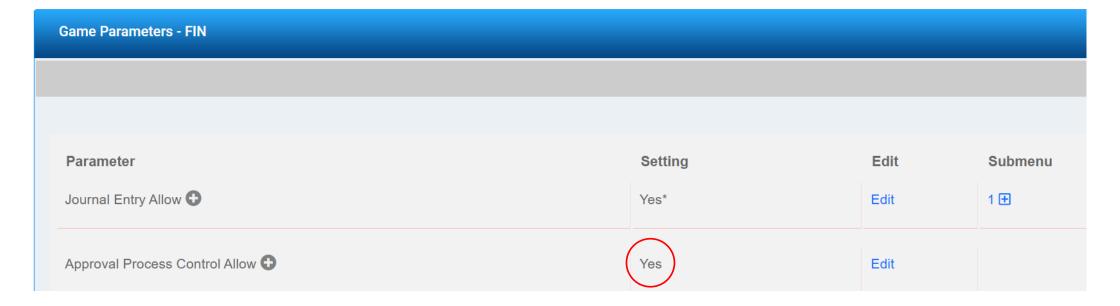


MonsoonSIM

Updated

How to activate Process Control







Process Control

Process control is the feature which given list of transactions to be decided to prompted on approval or not.

Normally, Approval process is the process that promoted in ERP system or in working process to given time/chance to recheck for correction in details.

If learners consider in which transaction type is no need to re-check for correction, they are able to put that transaction as NOT NEEDED, the system will bypass the approval process and make it faster in working process.

Transactions	Approval	
Manage Shop Rental	Not Needed	0
Apply for Loan	Needed	•
Purchase Raw Material	Needed	•
Purchase Finished Goods	Needed	•
Buy Marketing Report	Needed	•
Invest in Marketing	Not Needed	0
Move Stock	Needed	•

Note: Facilitator able to control this feature by turn on/off based on your workshop design.



Integrated Report (IR)

Still have limitation by Game Environment, Learner may need to extend concepts to make IR most beneficial in more extendable concepts.

Integrated Report (IR) is the concepts which cater for 6 capitals of Entrepreneurship which are

- Financial Capital; which directly effect to Business evaluation
- Manufactured Capital; to evaluate the ability of production to supply to demand; Operation Management (OPM) and Business continuity, waste reduction
- Intellectual Capital; to evaluate how business spent collecting excess to invest in Research and Development
- Human Capital; to evaluate how business manage the human capital under their management; ability to maintain good staff or encourage, leverage staff skills and competencies
- Social & Relationship; to evaluate the relationship and responsibility to social which doing business with
- Natural; to evaluate how business manage and care for environmental



<< Integrated Reporting The Next Frontier - Michael Bray



<< Integrated Reporting The Next Frontier - Abdy Taminsyah

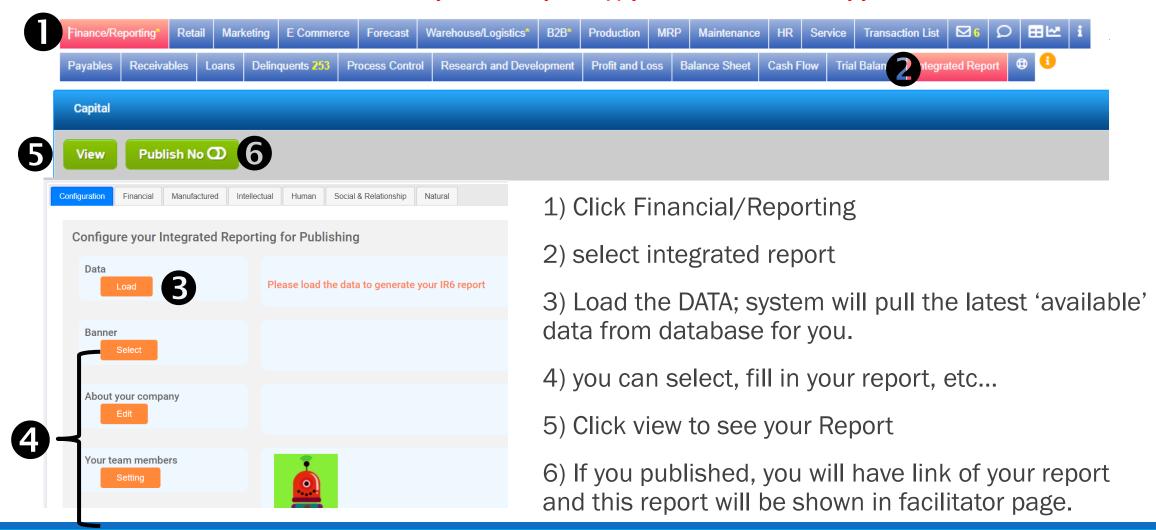


<< Reporting of the Six Capitals under the Integrated Reporting (IR) Framework - MonsoonSIM



How to generate the IR

the Report generator in MonsoonSIM only apply available data in limited game scenarios only. No standard of IR available. Please do need your creativity and apply for better version of IR by your own.

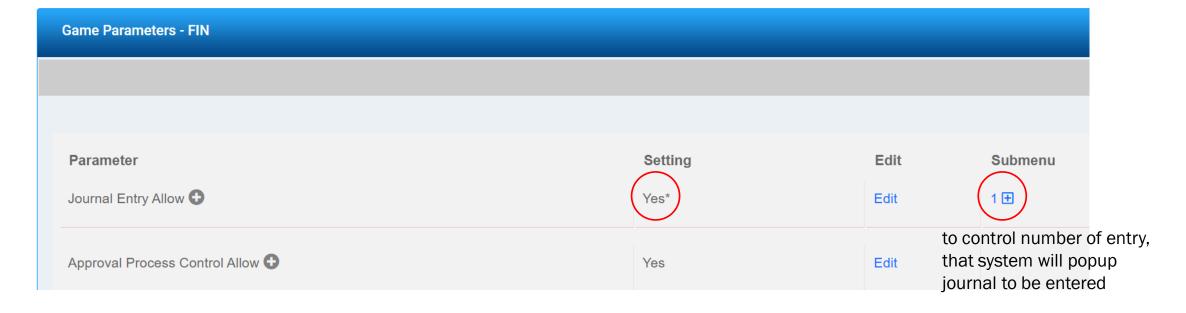




Updated

How to activate Journal Entry Allow







What is Journal Entry?

This function mainly purpose for Accounting's Learner, BTW, the other may need to know how Accounting is being recorded per business transactions (activities). Cause of the correction of Accounting will cause of Good Financial Status. and entrepreneurs suppose to understand.

If facilitator has activated the journal entry allow, when the game runs. System will popup your business activity and ask you how to put into right journal. Which are Debits and Credit depending on what type of account, conditions and transaction.



To be noted that: Wrong journal entry will not affect the recording system in MonsoonSIM. The accounting still be correct accounting record. The journal entry is part of learning. But if the learner ignore or key in wrong, the score matrix will show the message "Financial Report NOT fairly presented."

<< Official presentation about Journal Entry from MonsoonSIM



ACCOUNT	INCREASED BY	DECREASED BY
Assets	Debit	Credit
Expenses	Debit	Credit
Liabilities	Credit	Debit
Equity	Credit	Debit
Revenue	Credit	Debit

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This is not intended as legal advice.

Source from: PATRIOT





Easier Trick to understand about Journal Entry

- 1) The balance of accounting equation is Key to understand (Debits and Credits must be equal)

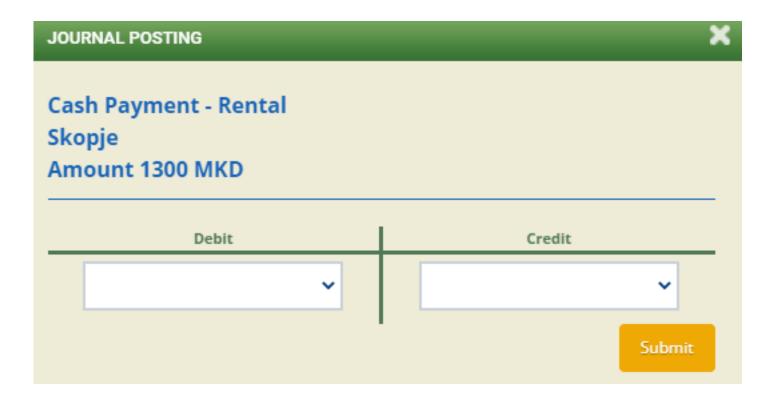
 Assets = Liabilities + Equity
- 2) Consider type of accounting and Apply to Journal Entry Standard
- if the ASSET INCREASE (Such as REVENUE), they are DEBIT; LIABILITY DESREASE
- If the ASSET DECREASE (Such as EXPENSES), They are CREDIT; LIABILITY INCREASE

Asset account on MonsoonSIM:	Revenue account on MonsoonSIM:	Expense account on MonsoonSIM:	Liabilities account on MonsoonSIM:
 Cash On Hand Procurement Finished Goods Procurement Raw Material Machines Account Receivables Prepaid Accumulated Depreciation 	 Retail Revenue Wholesales (B2B) Revenue E Commerce Revenue Service Revenue Forex Gain or Loss 	 Salary Expense Rental Expense Overflow Expense Marketing Expense Interest Expense Other Expense Shipping Expense Penalty Expense Maintenance Expense Human Resource Expense Depreciation Expense 	Account PayablesOverdraftLoans

Case example 1; from MonsoonSIM

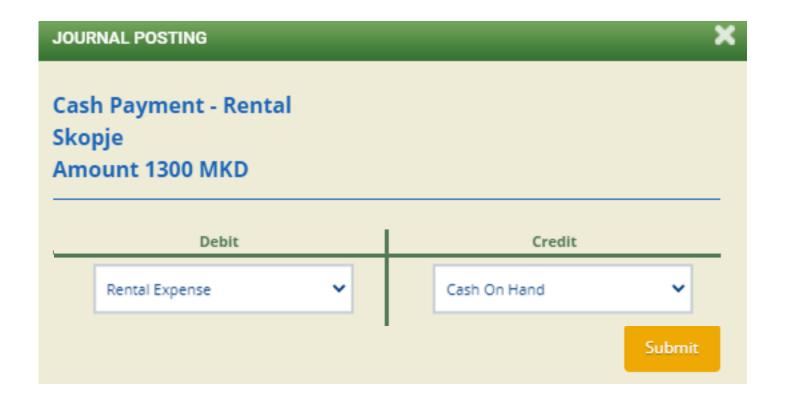
For example:

 We are paying for Rental Expense, please take your time and think how will this transaction recorded in journal



Case example 1 – Answer from MonsoonSIM

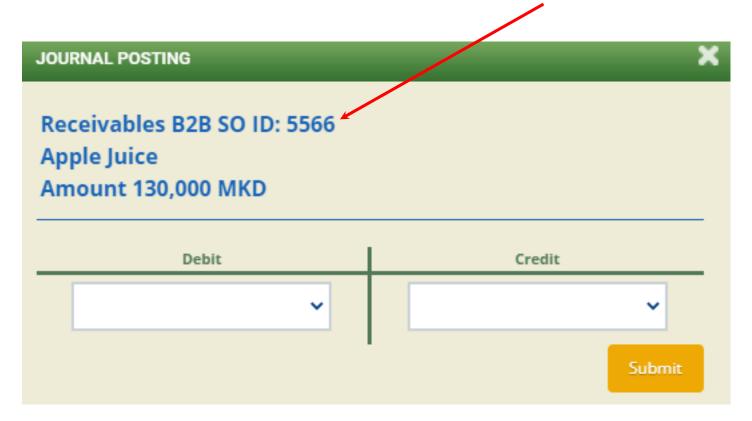
- Cash payment means, we paid for the transaction, so it will deduct our cash on hand
- If cash **decrease**, it goes to **Credit**
- Expense goes to **Debit**



Case example 2 from MonsoonSIM

For example:

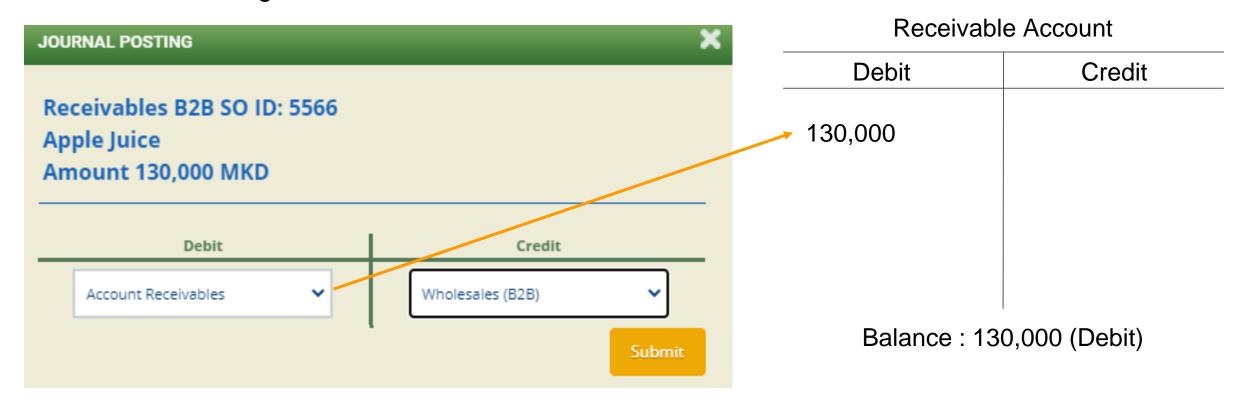
- For this case, we either get our clients pay our receivables, or making a new sales but the cash are not yet accepted, so it will goes to receivable
- As such, we need to investigate the transaction from the SO ID



Case example 2 – Answer from MonsoonSIM

Answer if making a new sales but the cash are not yet accepted:

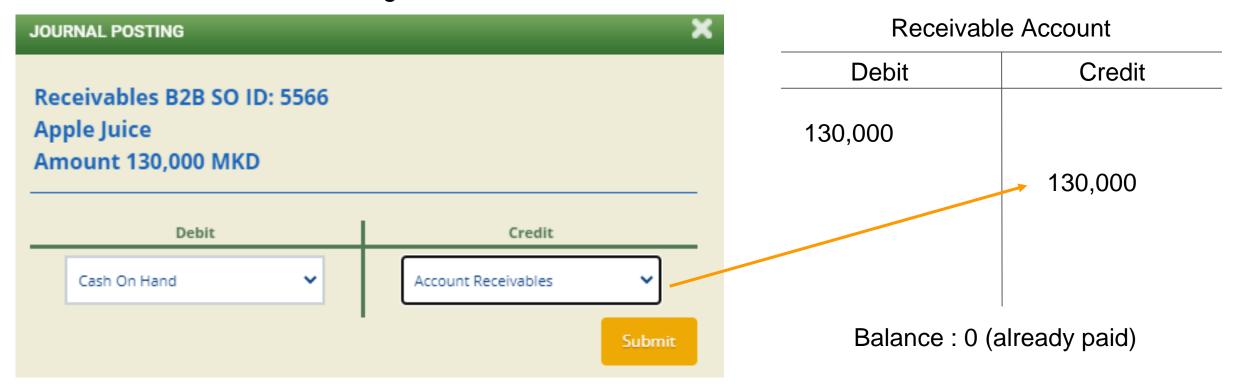
- For this case, we are making a new sales but the cash are not yet accepted, so we record
 it as a receivable instead of cash.
- If receivable increase, it goes to Debit
- While revenue goes to Credit



Case example 2 – Answer from MonsoonSIM

Answer if our client paying the receivable:

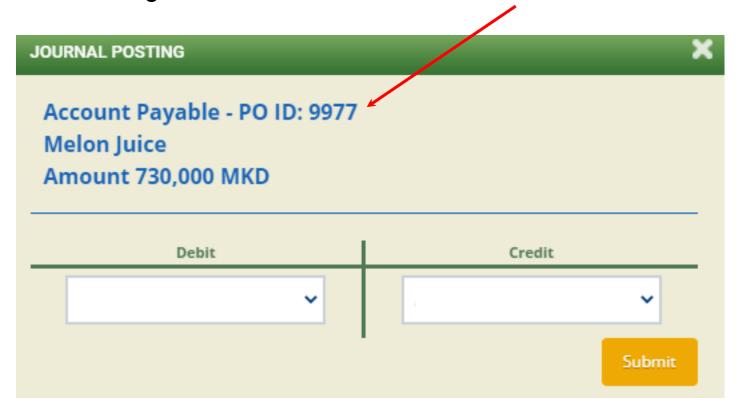
- For this case, our clients pay our receivables. This means that we received the cash, and need to write off their debt (receivable)
- If cash increase, it goes to Debit
- If receivable decrease, it goes to Credit



Case example 3 from MonsoonSIM

For example:

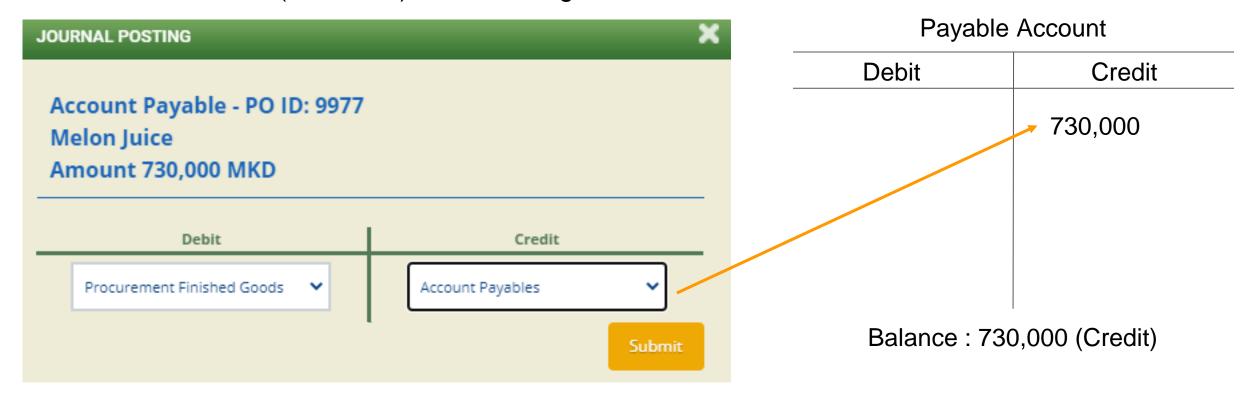
- For this case, we either make a new purchase via credit (means we get the item, but owe
 money to the vendor) or pay for our debt
- As such, we need to investigate the transaction from the PO ID



Case example 3 - Answer from MonsoonSIM

Answer if make a new purchase via credit:

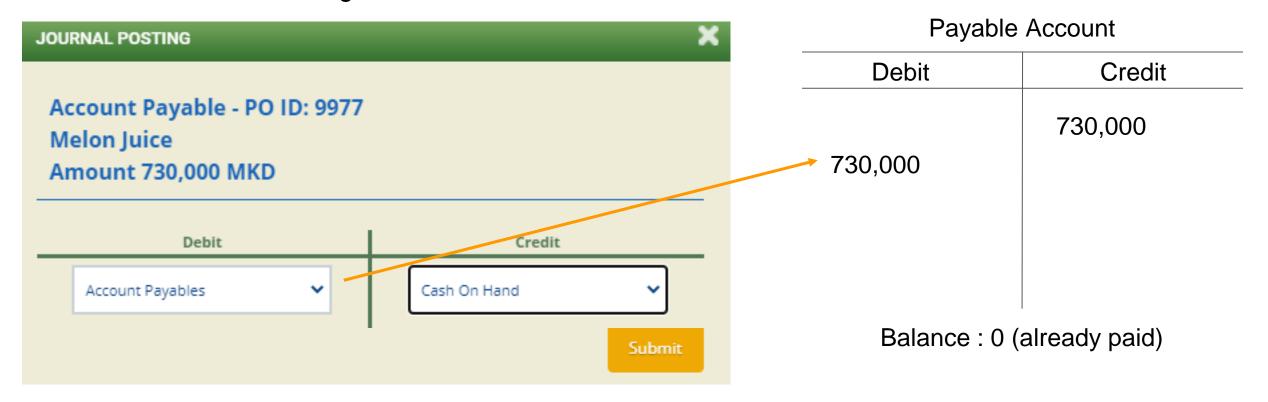
- For this case, we are making a new purchase but we haven't paid for the goods, and already
 receive the goods. As such, it will be recorded as a Payable
- If Liabilities increase, it goes to Credit
- If Procurement (Purchase) increase, it goes to Debit

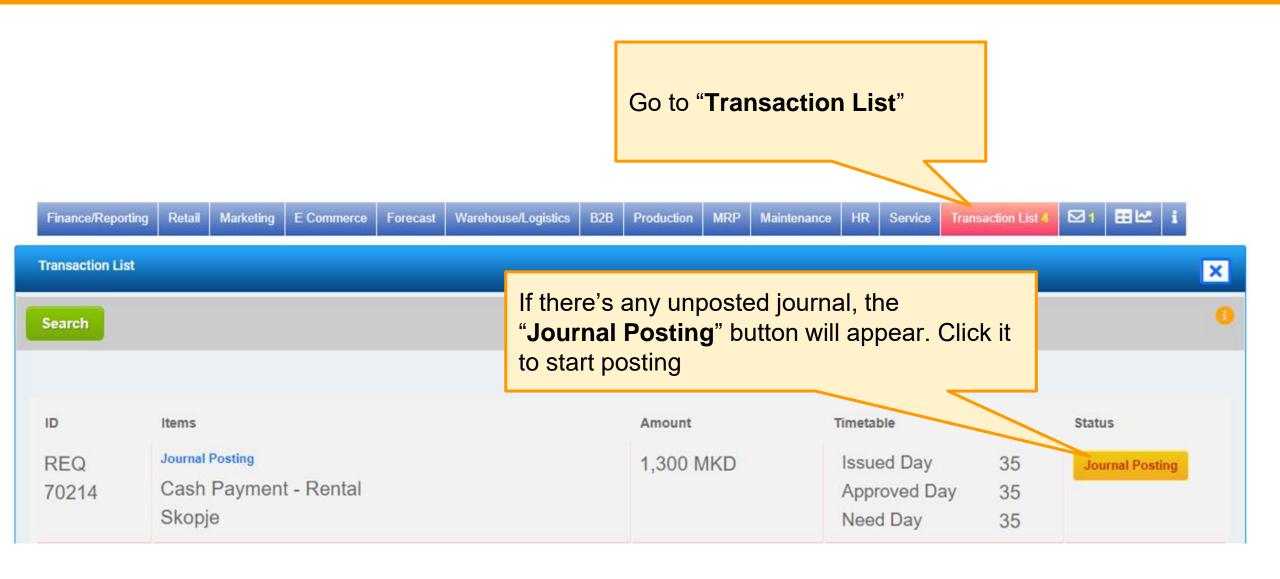


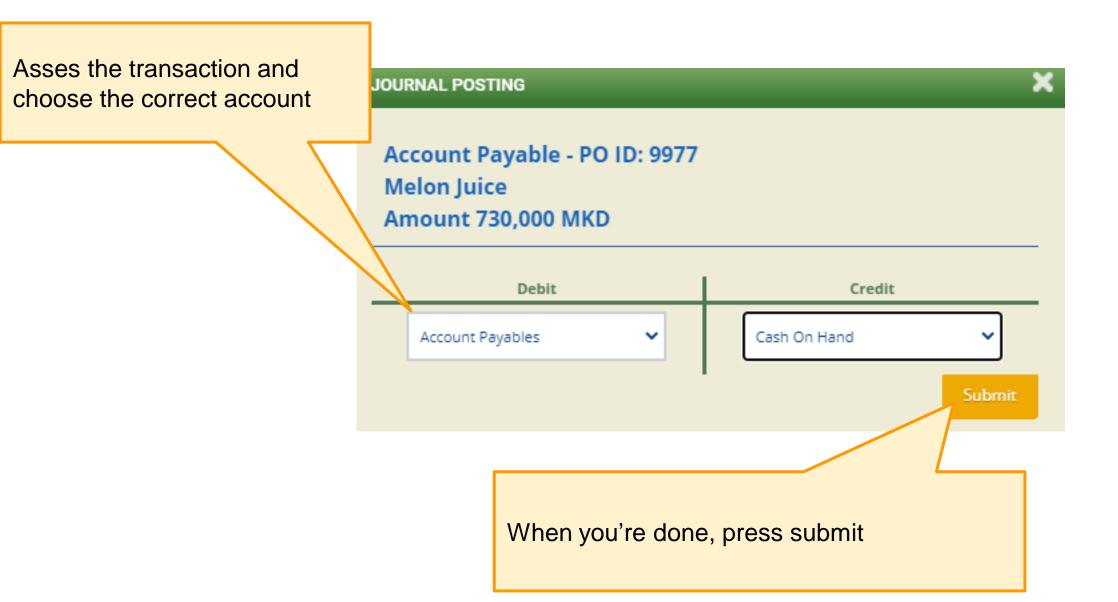
Case example 3 – Answer from MonsoonSIM

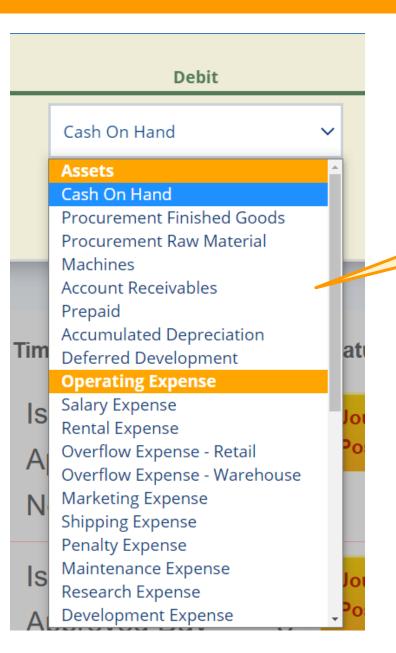
Answer if pay for our debt:

- For this case, we are paying off our debt, so it means we use our cash to pay, and we need to write off our debt (payable)
- If Liabilities decrease, it goes to Debit
- If Cash decrease, it goes to Credit

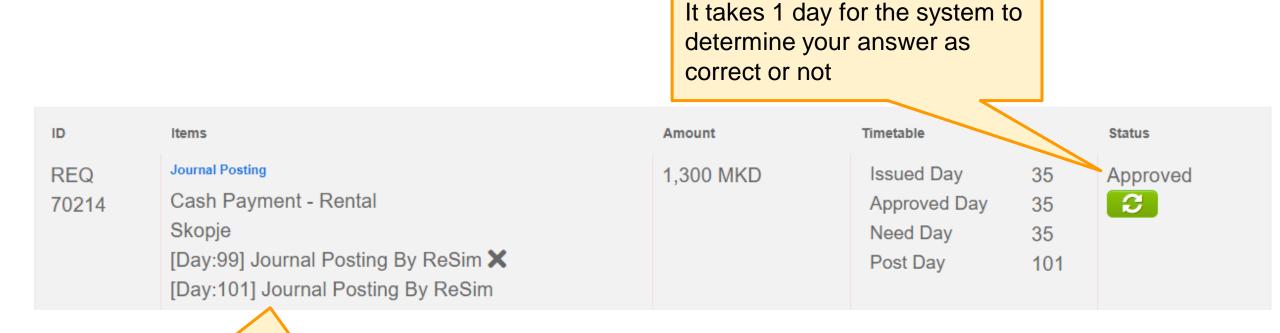




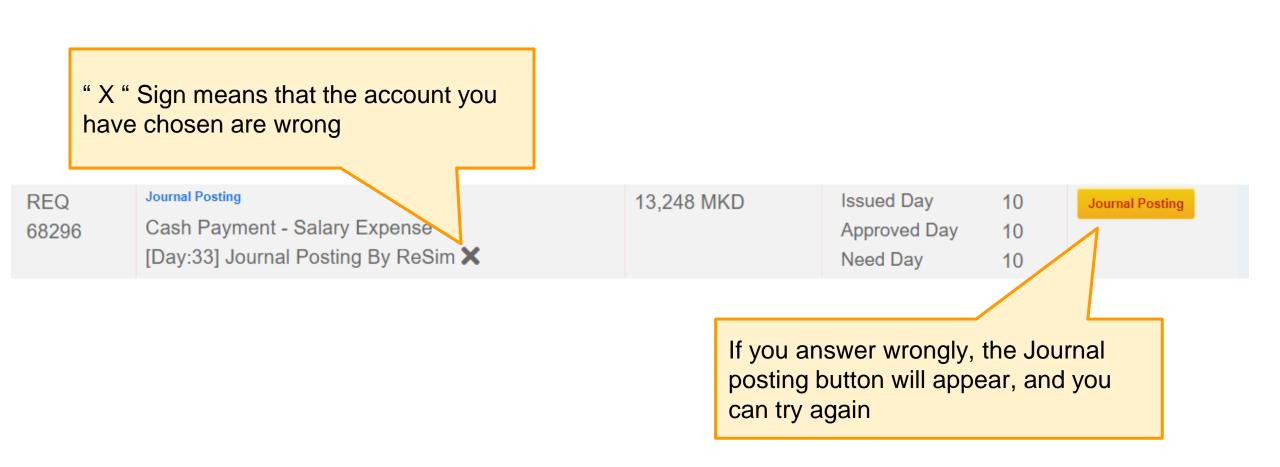




We have divided the account list into categories (Assets, Operating Expense, etc) to make it easier



Who has posted the journal and when will be shown here





For Facilitator ONLY



More "FIN" Game Scenario

Scenario in MonsoonSIM will able to change due to changing parameter and number of modules, Integration of parameter, modules will automatically change scenario. BTW, Facilitator able to do something like below suggestion.

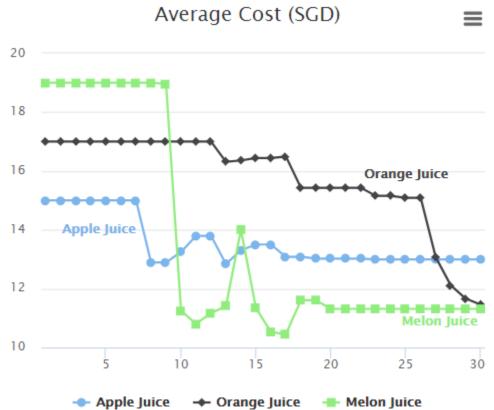
Scenario	Parameters Changing
Concern about Financial Management	 [FIN] Change the Initial Cash in Day 0 [FIN] activate the accrual [Gen] Config credit term of B2B Client to longer payment [Gen] Config credit rating of B2B Client to be lower credit [PMM] Config payment term to be shorter credit term Raise up all 'OPEX COST'; HCM, MKT, WHS [FIN] Lower down the ceiling of Delinquent to lowest level [FIN] Cut down the Overdraft or lower down the overdraft ceiling
Force to learn about Loaning	 [FIN] Change the Initial Cash in Day 0 to become lower like 1-2M Config the option of LOAN to be more tough than standard configurations





Basic MSIM Measurement in Financial







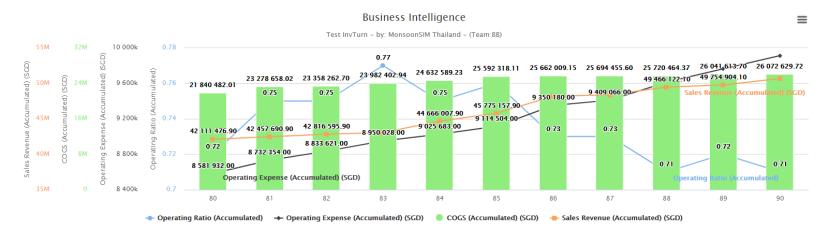


BI & Measurement in MSIM Financial



Cash On Hand(Accumulated) 6 Current Ratio(Accumulated) (1) Debt to Asset Ratio(Accumulated) (1) Debt to Equity Ratio(Accumulated) 0 Delinquent Payouts(Accumulated) () Fixed Asset(Accumulated) (1) Loan Outstanding(Accumulated) (1) Net Profit(Accumulated) () Operating Expense(Accumulated) (1) Operating Ratio(Accumulated) (1) Overflow - Retail(Accumulated) (1) Overflow - Warehouse(Accumulated) (1) Penalty in B2B or Service(Accumulated) (1) Return on Asset(Accumulated) 6 Return on Equity(Accumulated) 6 Trading Profit(Accumulated)

Example: To understand about Operating Ratio



Operating ratio = (Operating Expense + Cost of Goods Sold) / Sales Revenue Learner can see the relationship between these data



Suggested basic topics to be discussed about Finance/Accounting

- > what will happen if accounting didn't reflect the reality status?
- What need to be concerned about financial lead time?
- How do we calculate ROX? (I; Investment, A; Asset, E-Equity)
- What learner think about Loan and Profit?
- ➤ When Inventory is excess, what effect to Business? How to solve this issue?
- ➤ How often that we should "Check" as PDCA concept in financial? And why?
- ➤ If learner would like to track about progress of, which financial data will be brought to calculate and how? (They will able to use DTR in better perspective)
 - Selling Progress
 - Profit Margin

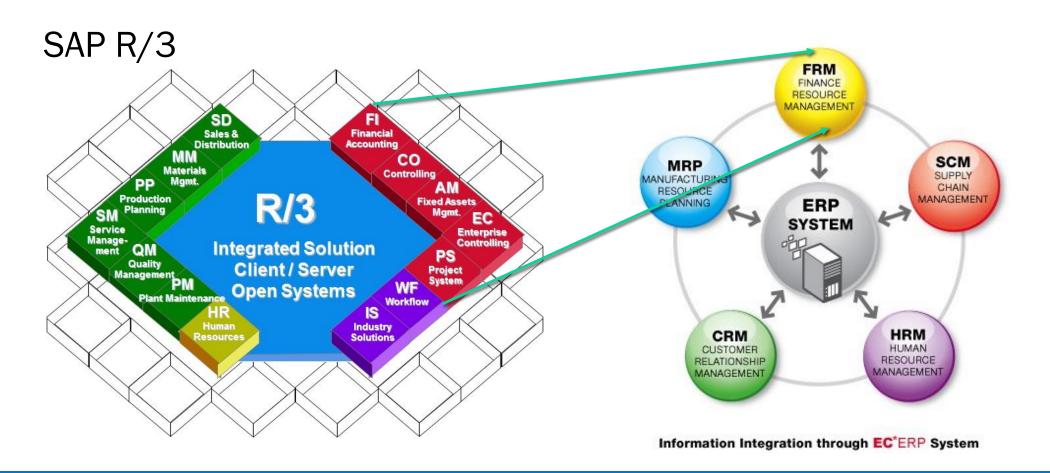


Suggested basic topics to be discussed about Finance/Accounting

- > What are thing that they have seen in OVERHEAD? Please describe
- What is the appropriate way to mange OPEX? How? And Why?
- ➤ What activities which effect to Profitability and Manageability in Business, reviewed in financial perspective?
- ➤ What is key decision to use bypass approval process in Process Control? Maybe discuss about Pros/Cons and effect when having auto approval.

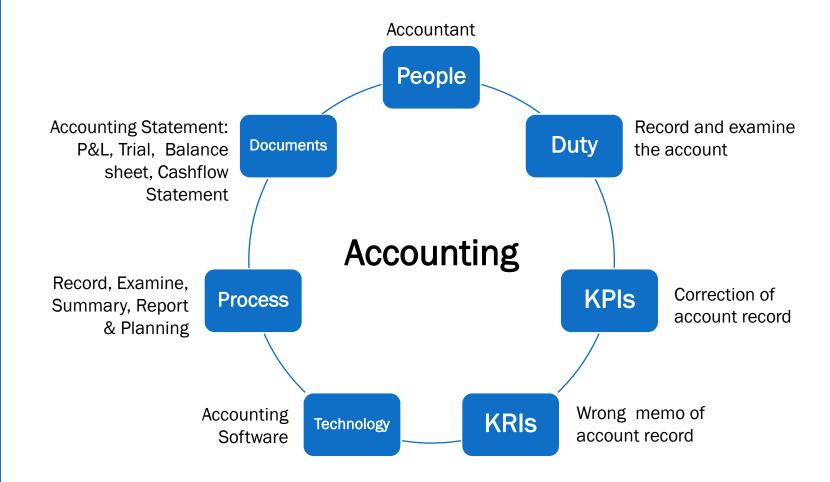


Basic of FRM (ERP)



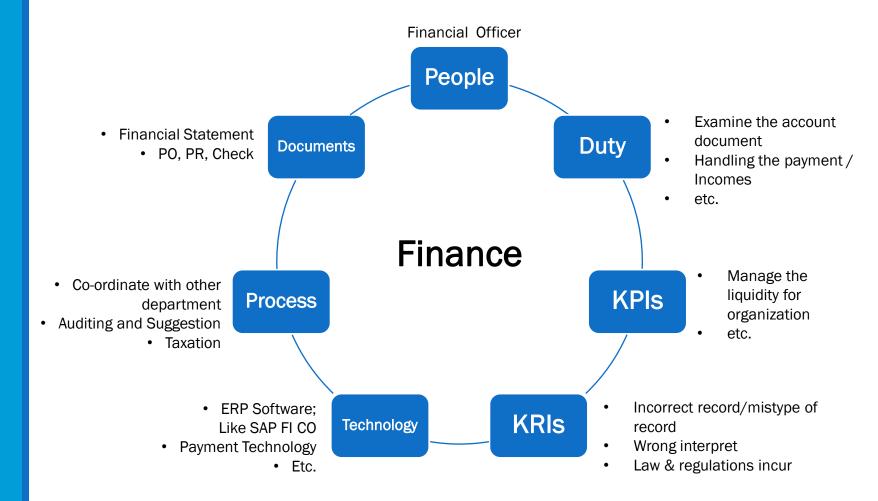
FIN: Circle Knowledge of MSIM (Sample)

Note: this is basic sample in one job role "People in certain position" Learner may need to understand holistic view in each business department and link to other department to understand a whole business processes (Internal and External)



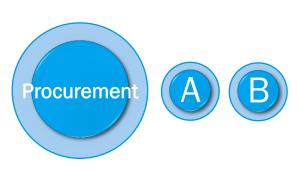
FIN: Circle Knowledge of MSIM (Sample)

Note: this is basic sample in one job role "People in certain position" Learner may need to understand holistic view in each business department and link to other department to understand a whole business processes (Internal and External)









PROCUREMENT PURCHASING



Note

Since version 7.x Procurement still be a core module but will be shown in related job process

- Procure Finished Goods (FG) will be founded in RTL; Retails or WHS;
 Warehouse & Logistic in case of procure to sell in B2B, E-commerce or procure to distribute to Retails by Manual and Auto-Replenishment
- Procure Raw Material (RM) will be founded in WHS; Warehouse and Logistics to procure raw materials and ship to Machine
- Every vendor will as be able to select as Finished Goods Vendor or Raw Material Vendor
- Some vendor able to set as 'IMPORTER', if the foreign exchange has swing, the system will memo in OPEX as LOSS with Foreign Exchange



Supporting Clip for Learners: Procurement



Procurement Module: https://goo.gl/dvKKJs



Facilitator: Background of Procurement Module

by Abdy Taminsyah

Procurement is the action of purchasing or otherwise taking possession of something, especially for business purposes.

Read more: http://www.investopedia.com/terms/p/procurement.asp#ixzz4tMqILXvC

In MonsoonSIM, Procurement is one of the core modules. In our model, all purchases must go through Procurement department. Hence, Procurement is one of the most important modules.

MonsoonSIM supports multiple levels of complexity. Learners are encouraged to start with the basic module, called Baseline model, and slowly progress to more advanced functions

Here are some of what you will learn in the MonsoonSIM Procurement (Baseline):

- How purchasing and payment transactions are recorded in Accounting
- How to analyze vendor performance
- How the entire process from Procurement to Payment works
- Concept of vendor Lead Time
- Concept of late delivery



Facilitator: Background of Procurement Module

by Abdy Taminsyah

- Concept of Purchase Request
- Concept of Bulk Discount
- Concept of Price fluctuation due to demand pressure
- Concept of staff impacts (both in terms of staff competency as well as headcounts)

Here are some of what you will learn in the MonsoonSIM Procurement (Advanced):

- Concept of Future Delivery
- Concept of Blanket PO
- Concept of Vendor Credit Limit
- The effect of currency exchange on production pricing



Facilitator: Background of Procurement Module

by Abdy Taminsyah

In MonsoonSIM, the Procurement module is related to the following department (modules)

- Finance (FIN)
- Retail (RTL)
- Marketing (MKT)
- Warehouse / Logistics (WHS)
- Production (PRD)
- Maintenance (MNT)
- Human Resources Management (HCM)

Note: There is no pre-requisite to learning the MonsoonSIM Baseline concepts



Facilitator: Operating Model of Procurement Module

by Abdy Taminsyah

Baseline:

To make a purchase, one must make a request, called Purchase Requisition (PR)

PR must be approved, to be converted into Purchase Order (PO)

All purchases are on Cash On Delivery basis

Purchase Request approval will fail if:

there are not enough funds at the moment to cover the PR

PO cannot be cancelled or modified

The PR will clearly state the purpose of the purchase, to whom, due date, amount and other important information

PO can be generated manually, or by MRP (see more in MRP)

There are many types of vendors:

- Finished Goods (FG) Vendor
- Raw Materials (RM) Vendor
- Vendors that sells machine
- Vendors that provide transport
- Vendors that provide services to our HR department such as Trainings, etc



Facilitator: Operating Model of Procurement Module

by Abdy Taminsyah

Finished Goods and Raw Materials vendors have their own Lead Time

Goods and materials will arrive based on the Lead Time specified, however, some vendors have the tendency to be late

Upon delivery day, delivery can still be delay if:

- there is not enough funds
- When there is a demand pressure, the Finished Goods and Raw Materials vendor may raise their selling prices. The price will stabilize again when the demand on the vendors subside
- FG and RM vendor may issue complaints if our Staff Index is low (see HR for more about Staff Index)
- Unhappy FG and RM may also raise their selling prices
- •If a production is an imported products, the selling price of that production will also be raised by the vendor as the foreign currency gets stronger over our local currency. Similarly, if the foreign currency is getting weaker in relation to local currency, the vendors will drop their selling prices for this imported products
- •Staff Index affects the effectiveness of our procurement. Hence, it is important to keep our staff index at 100% at all times.
- Players can analyze the purchasing performance and other useful intelligences by carefully examining the information from the DTR (Data, Trend and Relationship) explorer



Facilitator: Operating Model of Procurement Module

by Abdy Taminsyah

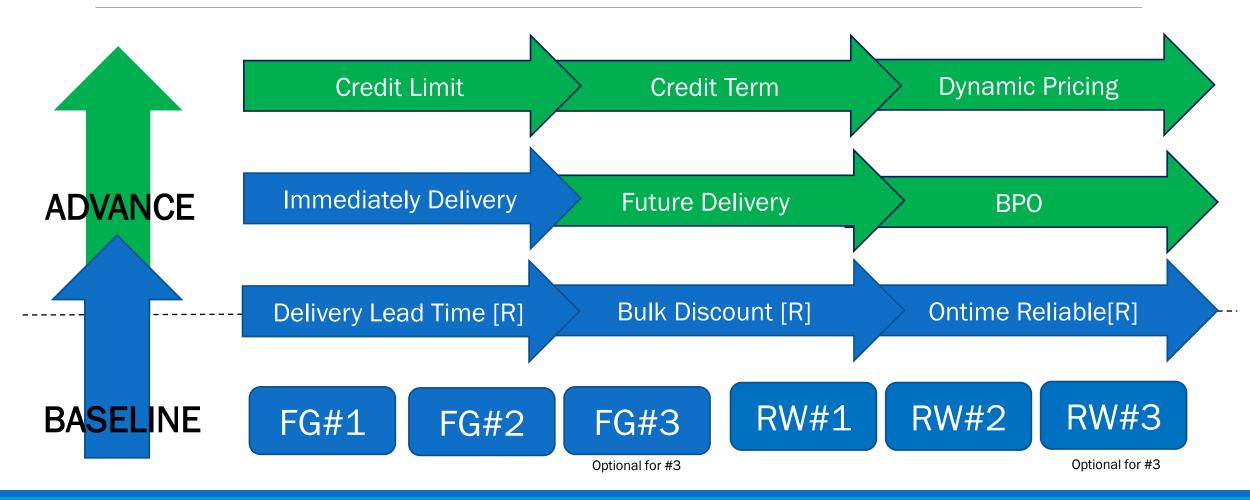
Advanced:

- •Finished Goods and Raw Materials vendors have their own Credit Limit
- Payment to the vendor depends on the terms of payment specified by the vendor
- Once delivered, an Account Payable are automatically triggered in the Accounting
- •When payment date is due, our finance will make the payment and the Account Payable will be reversed
- •If there is not enough funds to pay on the due day, a late payment incident will be recorded and payment will be automatically made once enough funds are available
- Teams may place Blanket Order
 - good for supply chain planning
 - shipment can be broken down into chunks so the delivery and payment can also be made by chunks
- Teams can also schedule a Future Delivery order
 - good for supply chain planning
 - shipments can be scheduled further into the future and so are the delivery and payment



Purchasing module configuration

Since version 5.1x the vendors can be 3 vendors per type





Facilitator: Procurement Module configurations

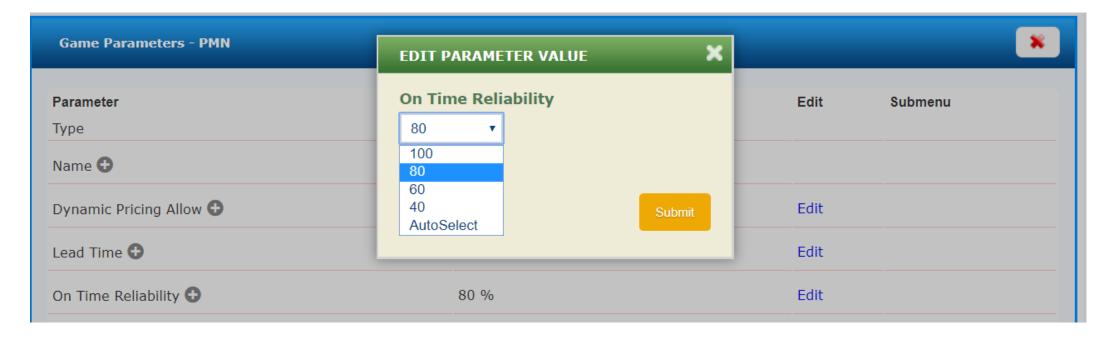


- Type of Procurement
 - Immediate Delivery
 - Blanket Purchase [R]
 - Future Deliver [R]

- Number of Vendors in Market
- Vendor Behavior / Abilities [R]
 - fluctuating Pricing Allow
 - Lead Time
 - On Time Reliability
 - Payment Terms
 - Credit Limit
 - Bulk Discount
 - Importer



On-Time Reliability



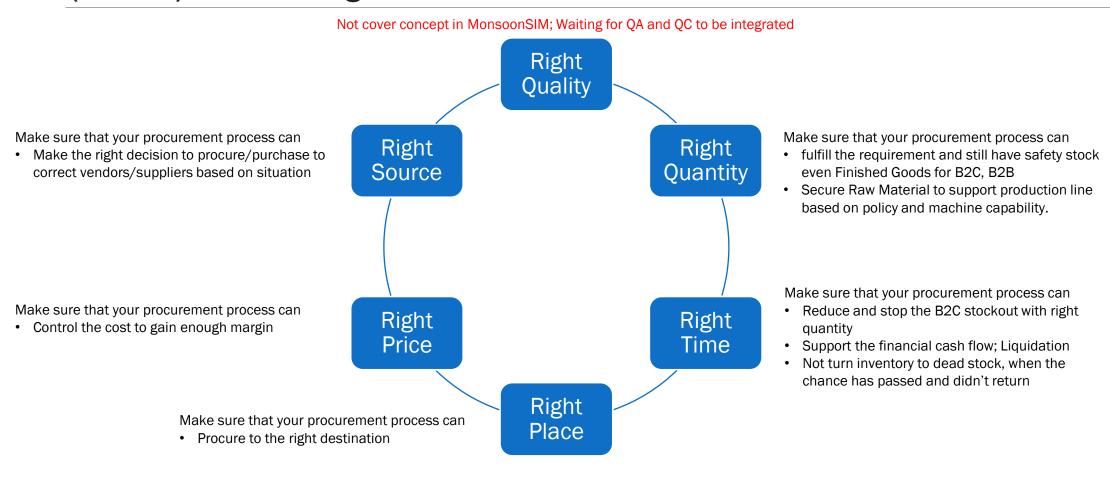


Related Terminology of Purchasing Module

	Meaning Meaning
Procurement	The action of obtaining or buying goods and services. The process includes preparation and processing of a demand as well as the end receipt and approval of payment http://www.businessdiFacilitatorionary.com
Purchasing request or requisition (PR)	Document generated by a user department or storeroom-personnel to notify the purchasing department of items it needs to order, their quantity, and the timeframe. It may also contain the authorization to proceed with the purchase. Also called purchase request or requisition. http://www.businessdiFacilitatorionary.com
Purchasing Order (PO)	A buyer-generated document that authorizes a purchase transaction. When accepted by the seller, it becomes a contract binding on both parties. A purchase order sets forth the descriptions, quantities, prices, discounts, payment terms, date of performance or shipment, other associated terms and conditions, and identifies a specific seller. Also called order. http://www.businessdiFacilitatorionary.com



Chartered Institute of Procurement and Supply (CIPS) – Six Rights





How to procure FINISHED GOODS (FG)

Procure Finished Goods by directly ship from Vendors to Retails shop.



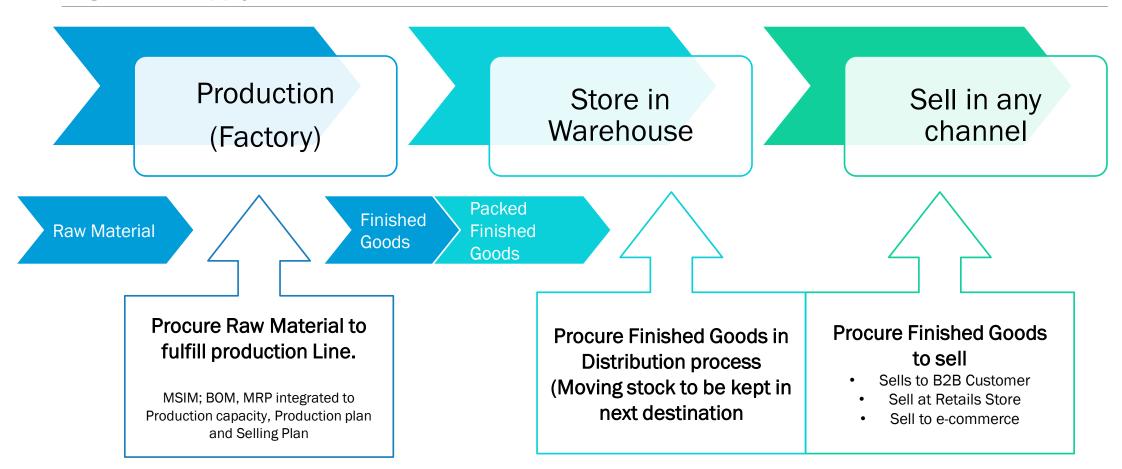
Procure Finished Goods to Warehouse, and ship to Retails shop, B2B customer, and e-Commerce





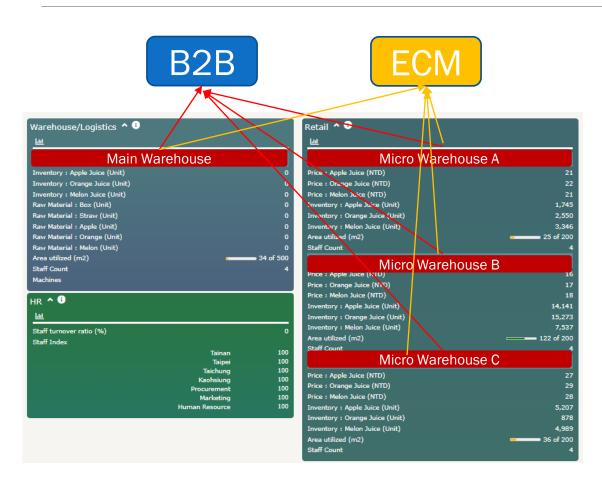
Type of procurement which founded in MonsoonSIM

Aligned on Supply Chain





(ERP) Multiple sources of inventory to procure



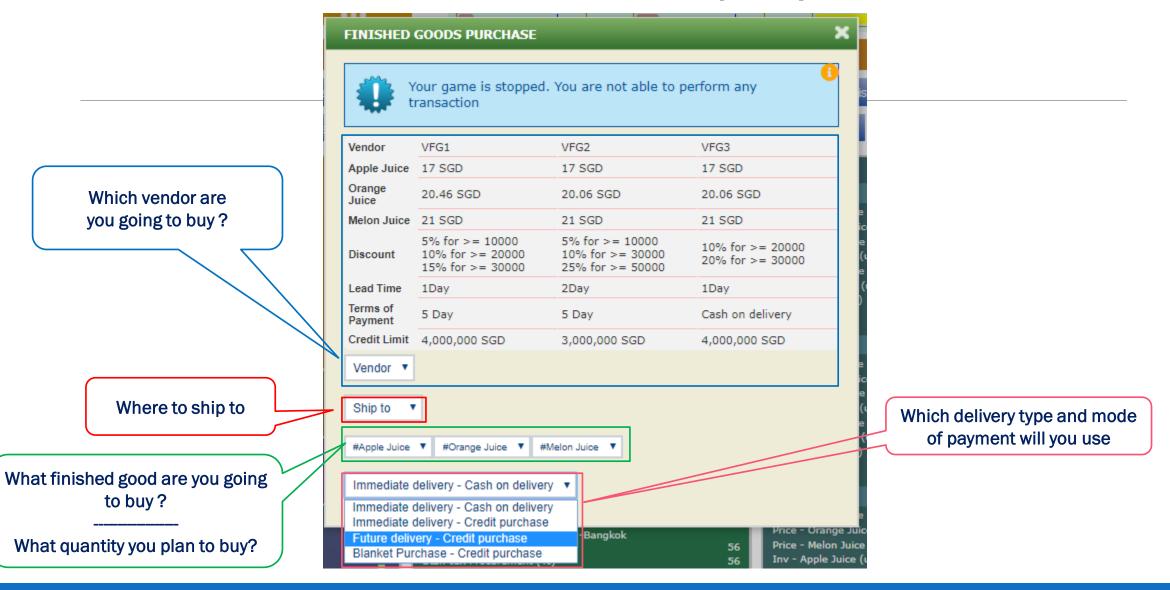
In the ERP system, the quantity of inventory which was kept in <u>each location</u> will consider each warehouses. Which able to move for any purposes.

Since version 8, MonsoonSIM has covered the concepts of multiple warehouses.

Learner can procure the required units from multiple Warehouse to compete the requirement in case of available units in some certain location can not reach the required number.

Procure FINISHED GOODS (FG)







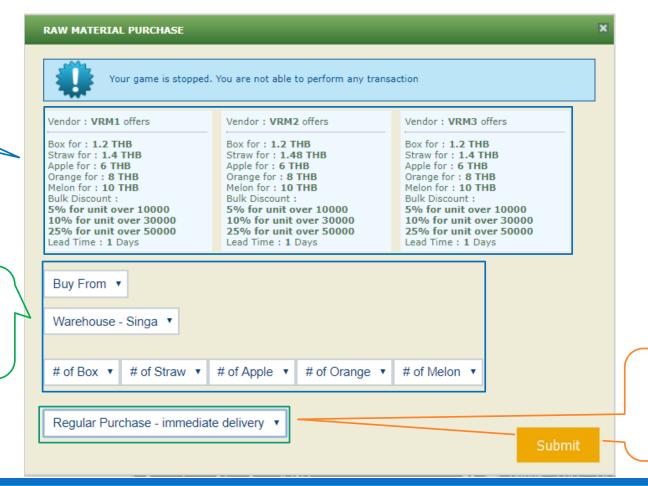




Which vendor are you going to buy?

What raw materials are you going to buy?

What quantity you plan to buy?



Which type of delivery will you select? And Why?



Purchasing Type in MonsoonSIM

Regular Purchase - immediate delivery v

Regular Purchase - immediate delivery Regular Purchase - future delivery Blanket Purchase

Immediate Delivery

- default purchasing type in the game
- Vendors will send match to Lead type and on-time reliability
- Process will start after PO has been approved
- Money will pay out based on condition (Cash/Credit Term)

Future Delivery

- Optional
- Can schedule time of delivery
- Vendors will send match to Lead type and on-time reliability
- Process will start after PO has been approved
- Money will pay out based on condition (Cash/Credit Term)

Blanket Purchase Order

- Optional
- Can schedule time and Quantity of delivery
- Vendors will send match to Lead type and on-time reliability
- Process will start after PO has been approved
- Money will pay out based on condition (Cash/Credit Term)



Comparison 3 procurement ways in MSIM

	10	11	12	13	14	15	16	17	18	19	20	21
Immediately Deliver Vendor is punctual	PR	РО	\odot									
Immediately Deliver Vendor is punctual But Approval has delay	PR			РО	\odot							
Immediately Deliver Vendor has delay	PR	РО	<u></u>		\odot							
Immediately Deliver Approval and Vendor has delay	PR			РО								
Future Delivery schedule more than 5 days	PR	РО	#1	#2	#3	#4	#5	\odot				



Comparison 3 procurement ways in MSIM

	10	11	12	13	14	15	16	17	18	19	20	21
Blanket Purchase Order (BPO) Exp: 20,000 20% for 5 times In every 2 days	PR PO		#1/5 10000 units		#2/5 10000 units		#3/5 10000 units		#4/5 10000 units		#5/5 10000 units	



fluctuating Pricing

Vendor : VFG1 offers	Vendor : VFG2 offers	Vendor : VFG3 offers
Apple Juice for: 15 THB Orange Juice for: 17.17 THB Melon Juice for: 19.19 THB Bulk Discount: 5% for unit over 10000 10% for unit over 30000 25% for unit over 50000 Lead Time: 1 Days	Apple Juice for: 15 THB Orange Juice for: 17 THB Melon Juice for: 19 THB Bulk Discount: 5% for unit over 10000 10% for unit over 20000 15% for unit over 30000 Lead Time: 1 Days	Apple Juice for: 15.3 THB Orange Juice for: 17.34 THB Melon Juice for: 19.38 THB Bulk Discount: 10% for unit over 20000 20% for unit over 30000 Lead Time: 1 Days

Vendors will able to raise up the offering price to you if their stock will close to their inventory on hands. If the price had increased. This is the signal that this vendor may run out of stock and cause of lead time delay

For example, This standard configuration was set 15, 17 and 19 for Apple, Orange and Melon juice in ordered. Seem VFG1 and VFG3 may run out their stock soon.



Procurement integrated with Accounting and Finance

Vendor	VFG1	VFG2	VFG3
Apple Juice	17 SGD	17 SGD	17 SGD
Orange Juice	20.46 SGD	20.06 SGD	20.06 SGD
Melon Juice	21 SGD	21 SGD	21 SGD
Discount	5% for >= 10000 10% for >= 20000 15% for >= 30000	5% for >= 10000 10% for >= 30000 25% for >= 50000	10% for >= 20000 20% for >= 30000
Lead Time	1Day	2Day	1Day
Terms of Payment	5 Day	5 Day	Cash on delivery
Credit Limit	4,000,000 SGD	3,000,000 SGD	4,000,000 SGD

When Accrual was activated. Another 2 options will be automatically shows in user's screen.

TERM of Payment; The procurement may need to consider which payment period vs Lead Time vs Vendor's actual lead-time is suitable for their financial status, Inventory Status or any related conditions

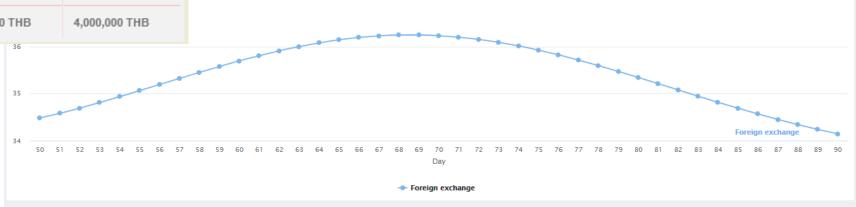
Credit Limit; The vendors can be set for credit limit. In case of they had run out the credit limit (AP amount is existing) They may need to choose other vendor.



Effect of foreign exchange

Vendor	VFG1	VFG2	VendorX
Apple Juice	15 THB	15 THB	0.34 USD
Orange Juice	17 THB	17 THB	0.38 USD
Melon Juice	19 THB	19 THB	0.46 USD
Discount	5% for >= 10000 10% for >= 20000 15% for >= 30000	10% for >= 20000 20% for >= 30000	5% for >= 10000 10% for >= 30000 25% for >= 50000
Lead Time	1 Day	1 Day	2 Day
Terms of Payment	5 Day	Cash	5 Day
Credit Limit	2,000,000 THB	3,000,000 THB	4,000,000 THB
		36	

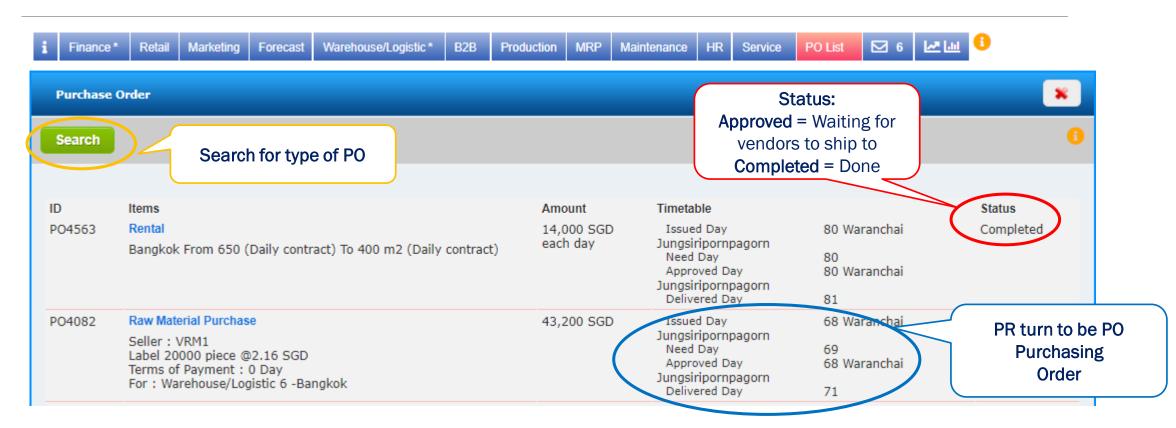
If vendors is importer, The offering cost will vary by Exchange rate (Forecast >> Foreign Exchange) which effected to COST.



Foreign exchange USD/THB MonsoonSIM - DWS G2 R2



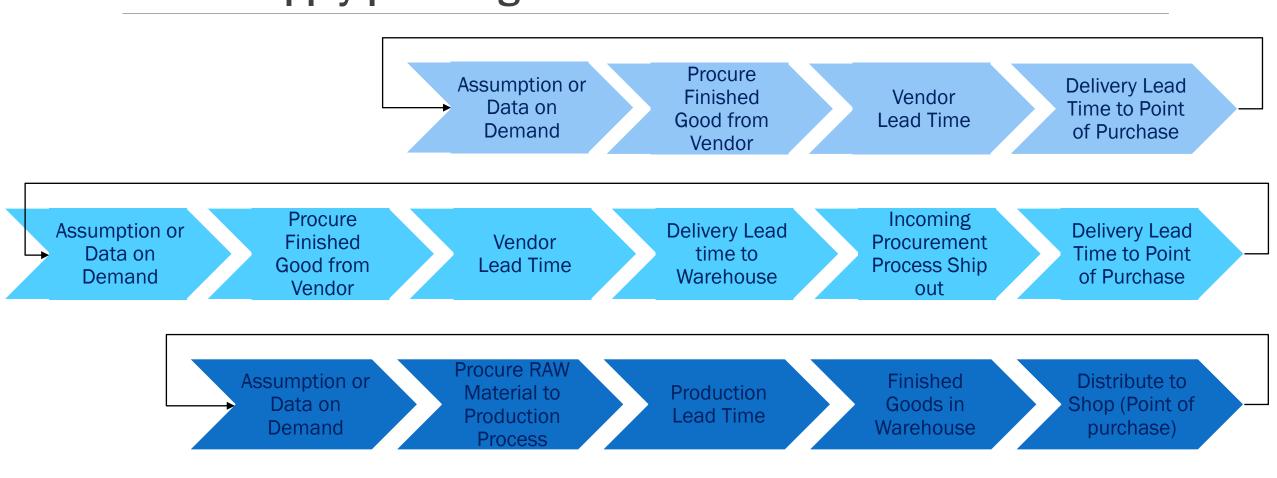
PO LIST



 Once the PO has been approved, will take effect next business day. The goods will delivered to destination in next day.



Procurement route in MSIM Supply Chain Demand & Supply planning





Quick monitoring; PO List



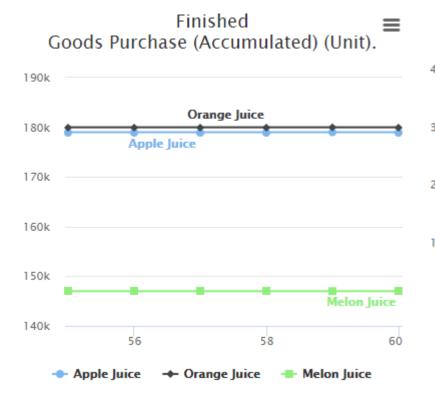
Warehouse/Logistic	
Shipment in Progress	0
Shipment Completed	2
Singa - Inventory - Apple Juice (unit)	322,656
Singa - Inventory - Orange Juice (unit)	
Singa - Inventory - Melon Juice (unit)	155,893
Singa - Inventory - Box (piece)	10,000
Singa - Inventory - Straw (piece)	40,000
Singa - Inventory - Apple (piece)	408,444
Singa - Inventory - Orange (piece) Singa - Inventory - Melon (piece)	178,649 162,907
Singa - Inventory - Melon (piece) Singa - Area Consumed (m2)	2,866
Singa - Area Consumed (1112) Singa - Area Rented (m2)	2,500
Jiliga Area Rented (1112)	2,500
B2B	^
SO Outstanding	2
SO Delivered	131
HR	^
Headcount Idx - Overall (%)	92
Competency Idx - Overall (%)	78
Staff Idx - Overall (%)	72
Staff Idx - Overall (%)	
Staff Idx - Overall (%) Staff Idx - Finance (%)	
	72
Staff Idx - Finance (%) Staff Idx - Procurement (%) Staff Idx - Retail-Jakar (%)	72 100
Staff Idx - Finance (%) Staff Idx - Procurement (%) Staff Idx - Retail-Jakar (%) Staff Idx - Retail-Kuala (%)	72 100 25 100 100
Staff Idx - Finance (%) Staff Idx - Procurement (%) Staff Idx - Retail-Jakar (%) Staff Idx - Retail-Kuala (%) Staff Idx - Retail-Bangk (%)	100 25 100 100 25
Staff Idx - Finance (%) Staff Idx - Procurement (%) Staff Idx - Retail-Jakar (%) Staff Idx - Retail-Kuala (%) Staff Idx - Retail-Bangk (%) Staff Idx - Marketing (%)	100 25 100 100 25 56
Staff Idx - Finance (%) Staff Idx - Procurement (%) Staff Idx - Retail-Jakar (%) Staff Idx - Retail-Kuala (%) Staff Idx - Retail-Bangk (%) Staff Idx - Marketing (%) Staff Idx - Forecasting & Planning (%)	100 25 100 100 25 56 100
Staff Idx - Finance (%) Staff Idx - Procurement (%) Staff Idx - Retail-Jakar (%) Staff Idx - Retail-Kuala (%) Staff Idx - Retail-Bangk (%) Staff Idx - Marketing (%)	100 25 100 100 25 56

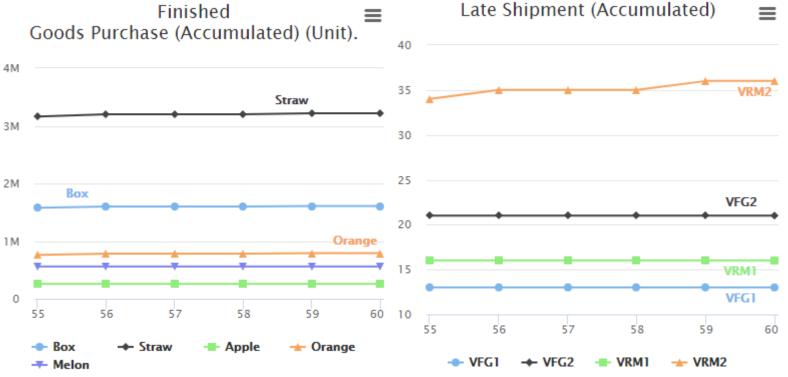
Retail	^
Jakar - Price - Apple Juice (THB)	17
Jakar - Price - Orange Juice (THB)	21
Jakar - Price - Melon Juice (THB)	21
Jakar - Inventory - Apple Juice (unit)	44,961
Jakar - Inventory - Orange Juice (unit)	42,495
Jakar - Inventory - Melon Juice (unit)	38,893
Jakar - Area Consumed (m2)	416
Jakar - Area Rented (m2)	500
Kuala - Price - Apple Juice (THB)	18
Kuala - Price - Orange Juice (THB)	22
Kuala - Price - Melon Juice (THB)	28
Kuala - Inventory - Apple Juice (unit)	13,842
Kuala - Inventory - Orange Juice (unit)	19,767
Kuala - Inventory - Melon Juice (unit)	20,307
Kuala - Area Consumed (m2)	178
Kuala - Area Rented (m2)	250
Bangk - Price - Apple Juice (THB)	24
Bangk - Price - Orange Juice (THB)	21
Bangk - Price - Melon Juice (THB)	22
Bangk - Inventory - Apple Juice (unit)	20,697
Bangk - Inventory - Orange Juice (unit)	
Bangk - Inventory - Melon Juice (unit)	21,958
Bangk - Area Consumed (m2)	228
Bangk - Area Rented (m2)	250
Bungk Area Refreed (1112)	250
Marketing	^
Marketing Investment	3200



Micrograph: Procurement









Suggested basic topics to be discussed about Purchasing

- How they can track the Vendors delivery behavior? And why this important?
- ➤ Which one is more important between (Why? And How?)
 - A) Purchase at lowest price
 - B) To have goods in hands for sell/produce
- ➤ What is the good way to manage Purchasing? How they can turn this to be Purchasing Strategy?
- > How they are going to apply JIT in Purchasing? What they need to be concern?
- What are effect to company when procurement is not in good functions?
- in SRM; Supplier Relationship Management and SCM; Supply Chain Management, what they can apply when looking from Procurement perspective and How?



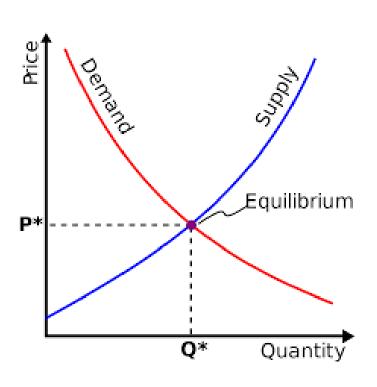
Just in Time in Procurement to reduce waste



picture from: http://taskoconsulting.com/just-in-time/



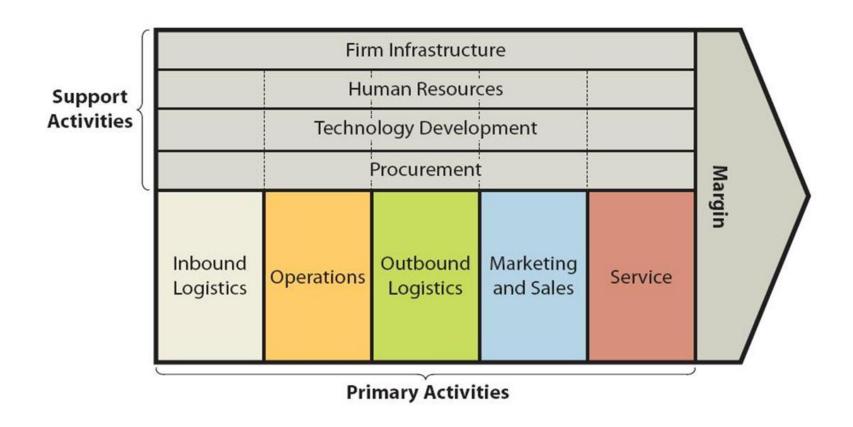
Integrated lesson



- Demand / Supply
- Inventory management
- Effected to Finance
- Demand fluctuation
- How important of Purchasing as supporting activity in Value Chain
- Purchasing Mix (Procure & Produce)



Integrated lesson: PMN and Value Chain



For Facilitator ONLY

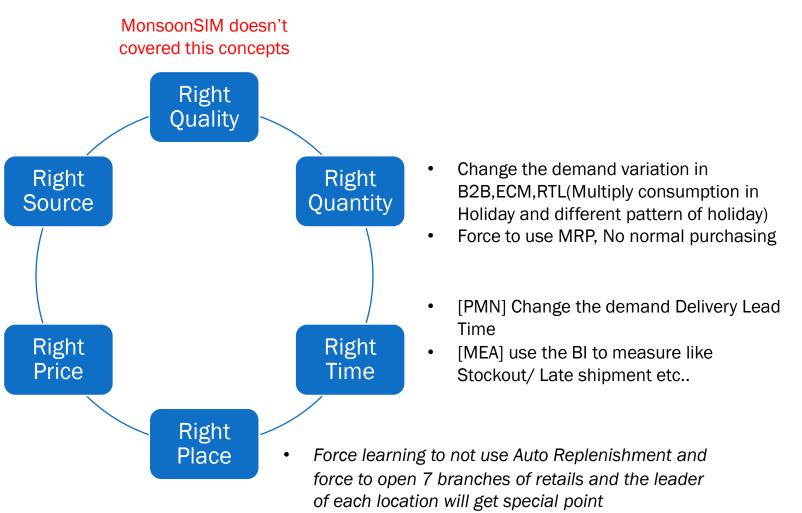


More "PMN" Game Scenario, Changing parameter for 6 rights concepts (Sample)

MonsoonSIM doesn't covered this concepts (can only imply by right source for available resource/limitation ad below)

- [PMN] activated more vendors and config related parameter like Credit term, Credit Limited, Lead Time or
- Concept of Produce vs Procure to source form the right source (FG/RM)

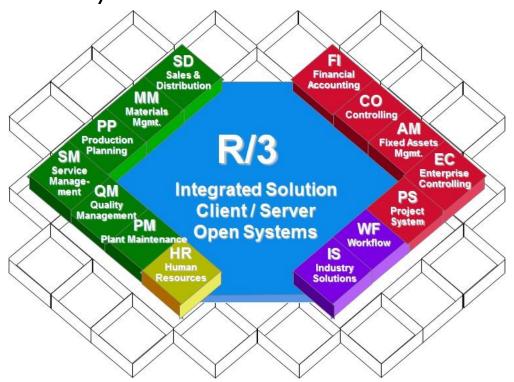
 [PMN] activate the Vendor to have different bulk discount and activate as 'IMPORTER'

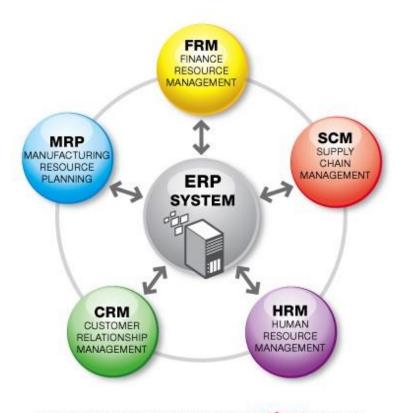




Integrated lesson: PMN + ERP → SCM (ERP) + FRM

SAP R/3



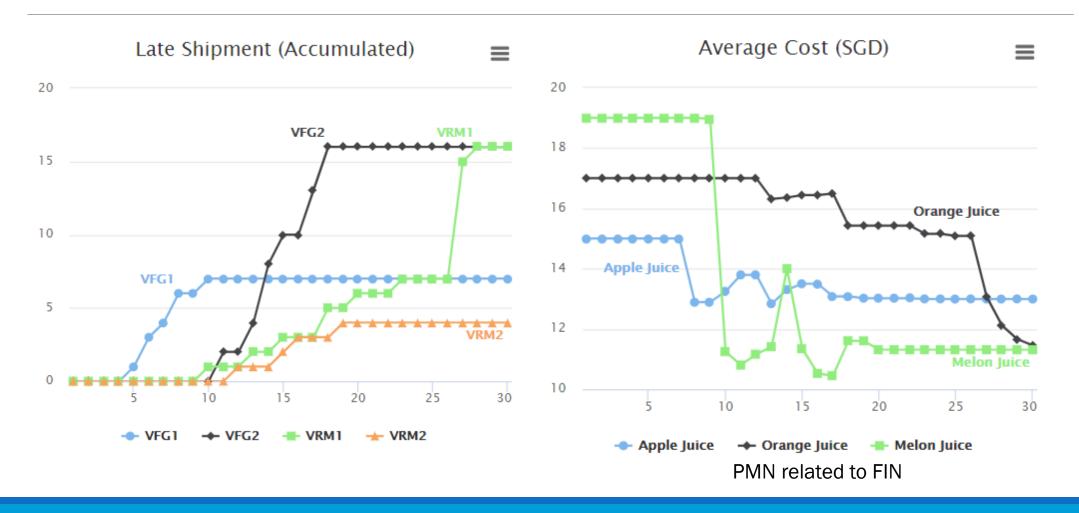


Information Integration through EC*ERP System





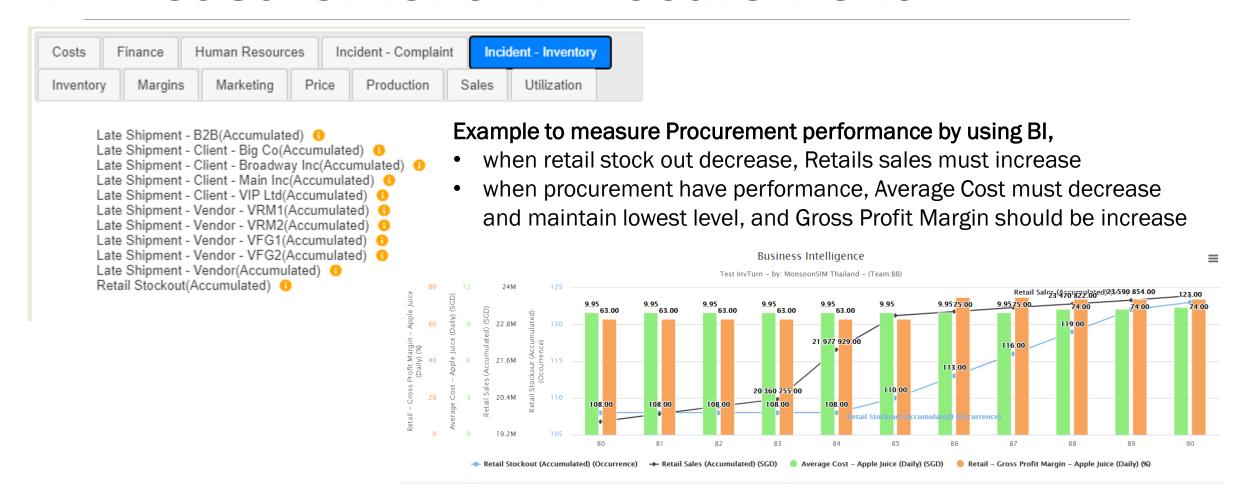
Basic Measurement in Procurement





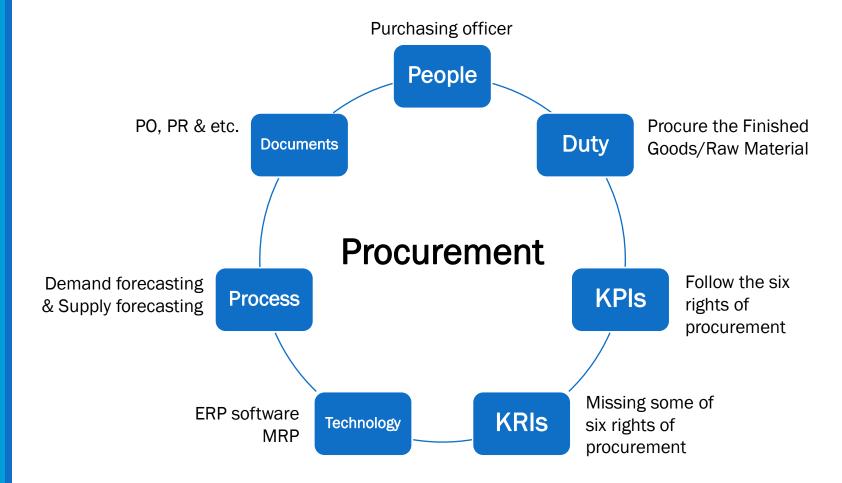


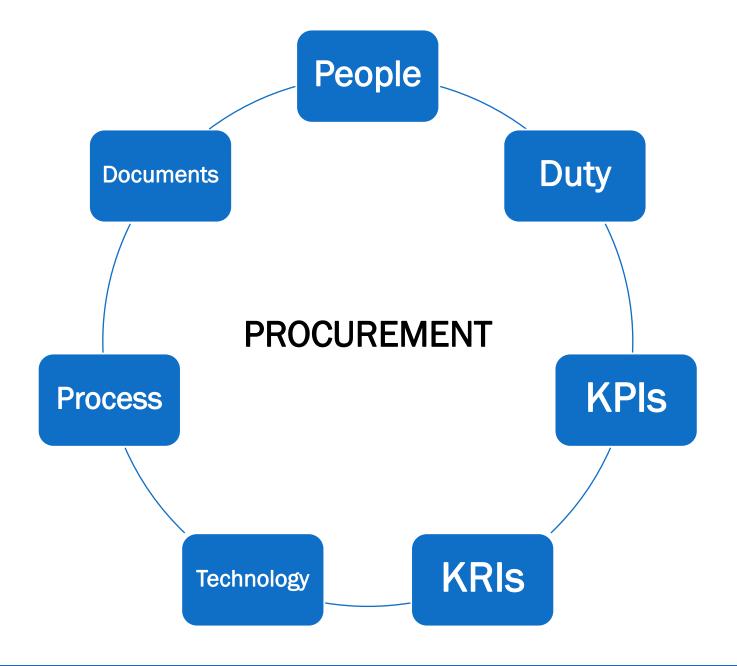
Bl Measurement in Procurement



PMN: Circle Knowledge of MSIM (Sample)

Note: this is basic sample in one job role "People in certain position" Learner may need to understand holistic view in each business department and link to other department to understand a whole business processes (Internal and External)









RETAILS



Supporting Clip for Learners: Retails



Retails Module V.8:

https://www.youtube.com/watch?v=yOMmSVkBOiM



Retails Module: https://goo.gl/aDFJfP



Facilitator: Background of Retails Module

by Abdy Taminsyah

A retail sale occurs when a business sells a product or service to an individual consumer for his or her own use.

Read more: https://www.shopify.co.uk/encyclopedia/retail

In MonsoonSIM, Retail is one of the core modules. In our model, all retail sales occur in the virtual retail stores.

MonsoonSIM supports multiple levels of complexity. Learners are encouraged to start with the basic module, called Baseline model, and slowly progress to more advanced functions

Here are some of what you will learn in the MonsoonSIM Retail (Baseline):

How retail and income transactions are recorded in Accounting

How to analyze sales performance

- Concept of market demand
- Concept of price elasticity
- Concept of space utilization, limitation and constraints
- Concept of stockout (running out of stock)
- Concept of stock replenishments



Facilitator: Background of Retails Module

by Abdy Taminsyah

- Concept of marketing impact on sales
- Concept of holidays on sales demand
- Concept of forecast on sales performance and inventory control
- Concept of staff impacts (both in terms of staff competency as well as headcounts)

Here are some of what you will learn in the MonsoonSIM Procurement (Advanced):

- Concept of foreign exchange fluctuations on the cost of imported products
- In MonsoonSIM, the Retail module is related to the following department (modules)
- Finance (FIN)
- Procurement (PMN)
- Marketing (MKT)
- Warehouse / Logistics (WHS)
- Human Resources Management (HCM)

Note: There is no pre-requisite to learning the MonsoonSIM Baseline concepts



Facilitator: Operating Model of Retails Module

by Abdy Taminsyah

The following describes the operating model of MonsoonSIM Retail module

- All retail sales are based on cash basis, no credit are available for retail customers
- Sales are affected by pricing, marketing, competitors' pricing, competitors' marketing, and our own staff index. Sales are also affected by whether our competitors have run out of stock
 - Lower price usually increases unit sold. The level of sales increase depends on the price elasticity of the area. For some area, the impact is higher while in some area, the price change impact may have very little effect on the unit sold
 - Marketing generally increases unit sold. However, it depends on the marketing media chosen (see marketing operation model)
 - If our competitor increases its production price, our sales will generally increase. However, once again, it depends on the price sensitivity for the area. The level of impact varies from one area to another
 - Staff index also affects our sales. Hence, it is important to always maintain our staff index at 100%
- There are up to 3 retail stores players must manage
- All stores are considered rental stores and rent is paid on daily basis
- The rental price for retail store is higher than the rental price for the warehouse
- Each production will consume a certain amount of retail storage space
- Players can increase or decrease the rental space
- Total products in store must be less than storage space to avoid paying overflow penalties

For Facilitator ONLY



Facilitator: Operating Model of Retails Module

by Abdy Taminsyah

- Players can freely move stock from one store to another, including to the warehouse
- Players should consider replenishment from warehouse, instead of from other stores, as warehouse usually has bigger storage capacity
- Holidays will significantly impact the market demand
- Retail Sales demand can be seen from the forecast, which is very predictable
- Staff Index affects the effectiveness of our retail sales. Hence, it is important to keep our staff index at 100% at all times.
- Players can analyze the sales performance and other useful intelligences by carefully examining the information from the DTR (Data, Trend and Relationship) explorer



Retails module configuration

standard configuration

- About rental fee
 - Rental Fee will vary based on location in each default configurations
- About capacity
 - In each square meter (m2) able to contain 300 units of finished goods
- About Penalty charge of overflow space
 - If you are overflowing in capacity, the penalty charge will be applied



Different in Retails from previous version and V.8

Version 3.x – Version 7.5	Version 8.x and later
 Game has started with 3 Retail shops in preconfigurations Only limited maximum 3 retail shops Each retail shop will start with fix area as 100 sq.meter Each retail shop will have Finished goods available to sell since day 0 	 Will have no retail shop and available finished good since day 0 The Learner will be the one who made decision to open and operate retails shop in any location in the game as they want and can have multiple retails shop than 3 retail shop depend on their Business Plan and Resources The Learner will made decision on how many shop, how big of the space that they going to rent by using the data in the game which Popularity in each goods



Location (Example: Thailand)



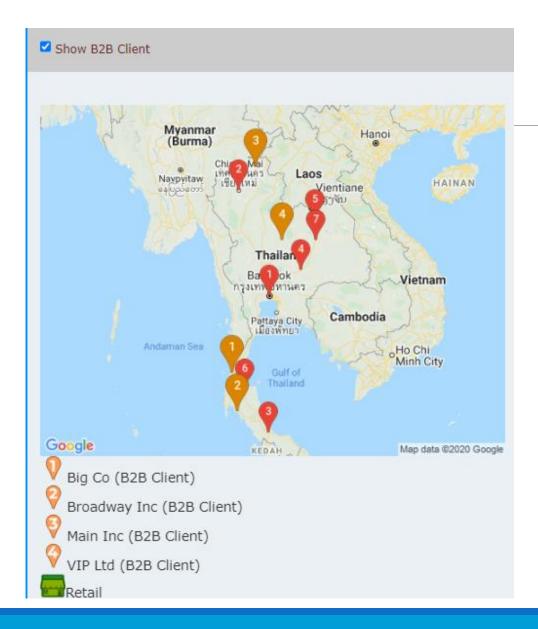
Location	Attribute		Retail Rental THB / Day / m2	Warehouse Rental THB / Day / m2
1. Bangkok,Thailand	Population / km2 : 5,927 Group1 : 3,534,000 Group2 : 1,581,000 Group3 : 4,185,000		22	2
			ı	
2. Chiang Mai,Thailand	Population / km2 : 15 Group1 : 68,789 Group2 : 116,642 Group3 : 113,651		20	2
3. Hat Yai,Thailand	Population / km2 : 12,135 Group1 : 94,285 Group2 : 35,676 Group3 : 124,864		24	2
4. Nakhon Ratchasima,Thailand	Population / km2 : 13 Group1 : 62,533 Group2 : 95,159 Group3 : 114,191		16	2
	,			
5. Udon Thani,Thailand	Population / km2 : 218 Group1 : 52,622 Group2 : 47,838 Group3 : 138,731		12	1
	·			
6. Surat Thani,Thailand	Population / km2 : 2,064 Group1 : 42,724 Group2 : 17,090 Group3 : 82,600		14	1
7. Khon Kaen,Thailand	Population / km2 : 4,333 Group1 : 55,809 Group2 : 27,905 Group3 : 115,604		12	1
		•		

This attribute able to set on/off in "GEN" under the parameter Location Attributes Show

The default configurations is "No"

Note: Lumpsum of Demand popularity has represented size of Market





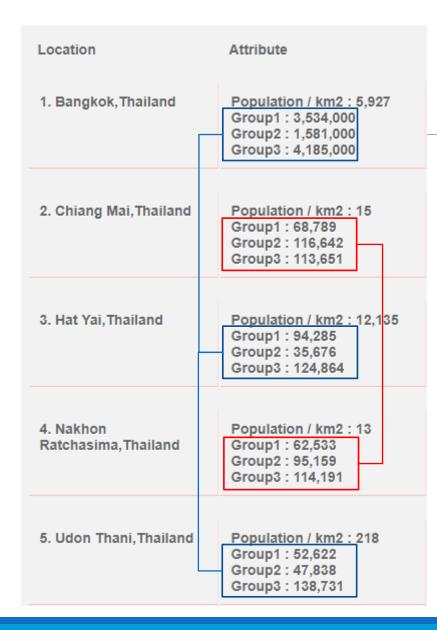
B2B Client Location

This is optional feature, If Facilitator would like to lets learner to plan for shipping to B2B with Lead time and Cost of logistics.

The new map will show the location of B2B Client when Facilitator activate the B2B shipment allow. If this feature not activated. The shipment cost will not occur and assume that Good will be delivery when fully allocated.

Any B2B Location will be random, when initialize day 0 data to the game.





Location Attribute

Attribute info in Retail Location has consisted of

- Population / KM2
 - This is population density which is real data from google database
 - The population density came from
 - = TOTAL POPULATION in that area

TOTAL AREA in that area

- In some area. For example mountainous area the population density will be less. Which not mean the market size not big enough. Please do not lets one data driven your learner.
- Group 1,2,3 info
 - These number will be match to popularity of products in that area which link to number that need to be calculated in PROCUREMENT





Location Attribute

TIPS:

 Group 1,2,3 may link to popularity of Finished Goods (products); Apple Juice, Melon Juice, Orange Juice (Not based in any order)

Group 1→ can be either Apple juice, Melon or Orange

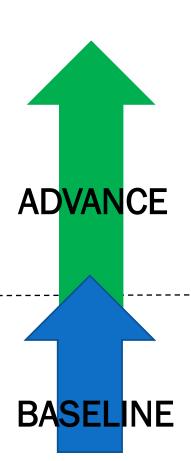
Group 2→ can be either Apple juice, Melon or Orange

Group 3 → can be either Apple juice, Melon or Orange

•learner may need to consider the Group 1,2,3 number linked to their Business Plan, If they can see the trend in the attribute., that will be one of factor to choose the location to open the retails shop



Retails module configuration



- Holiday
- Effect from Foreign Exchange which will cost more/less in procurement process
- Different of Rental and Penalty from overflow
- Runtime parameter that can change situation in the game
- Able to change initial demand
- Able to activate or deactivate retails shop purposely

Shop#1

Shop#2

Shop#3

- Different Demand
- Each goods will have different demand
- Effect from competitive price and Media utilization



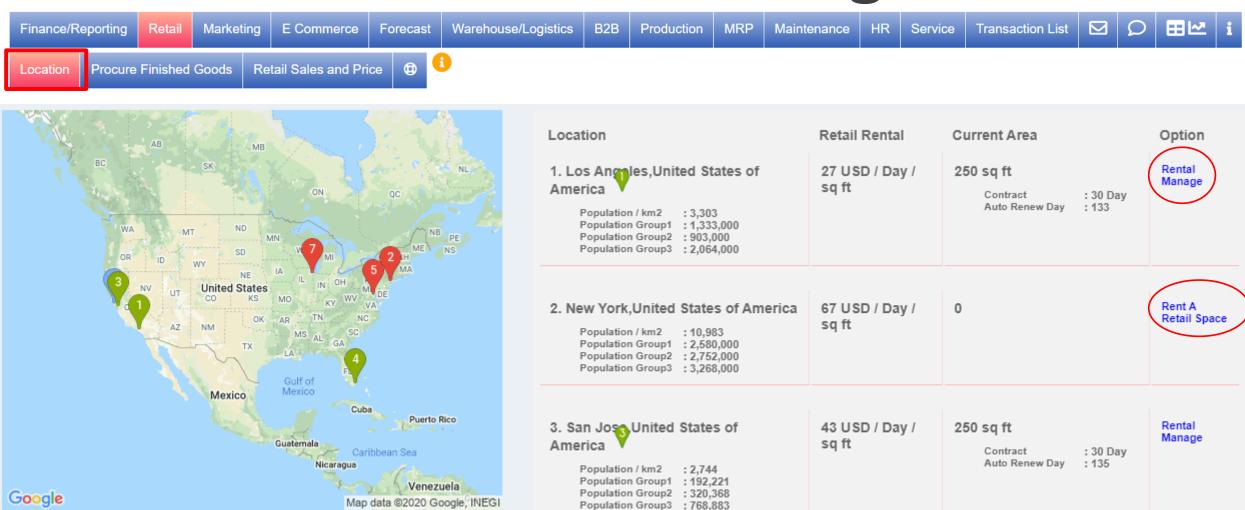
Related Terminology of Retail Module

	Meaning Meaning
Retail	A business or person that sells goods to the consumer, as opposed to a wholesaler or supplier, who normally sell their goods to another business. http://www.businessdiFacilitatorionary.com
B2C	If business that sells goods to the consumer called <u>"B2C"</u> Opposed to business sells to business call "B2B" MonsoonSIM Thailand





Retail Location and Area management

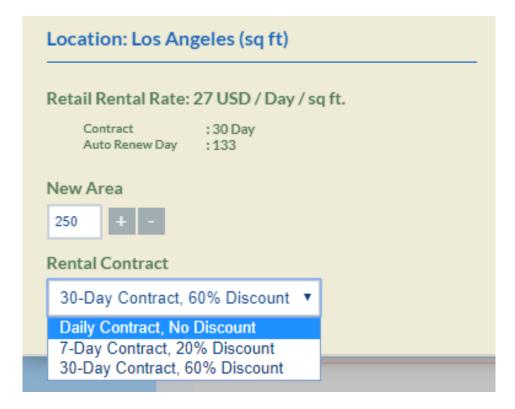






Location and Area management





To start rental a space/Change rental space

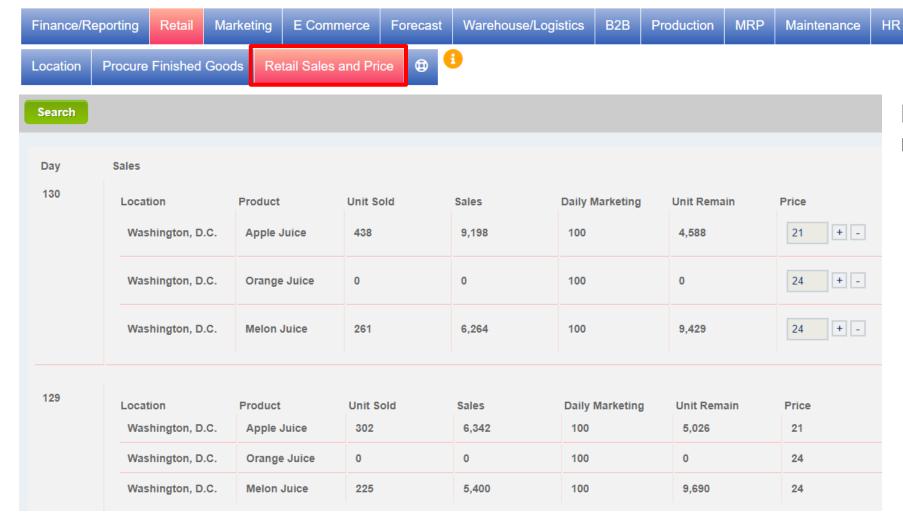
- Learner will make decision on how big of space to rent, by refer to market demand, Business plan and their exiting resources
- By + in new area will change the size of rental, once learner has change. If no effect form previous contract. The rented area will change after Purchasing Order (PO) has been approved by next virtual day.

More flexibility = Higher Cost Lower Cost = Limited flexibility





Retail Sales and Price



Retail Sales will show more related details like

Transaction List

- Unit sold
- Sales

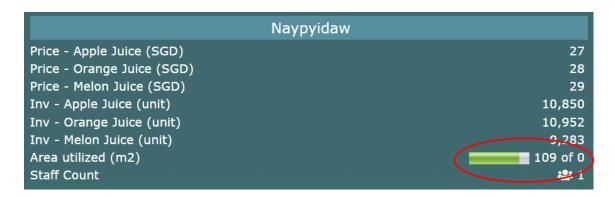
Service

- Daily Marketing
- Unit remain

In one page, these information will help learner to compare previous sales, unit sold between previous 'Pricing' and able to change the 'Price' by make decision nicer than previous version.



Problem in Rented Space



For example:

Above picture has showed 109 of 0

109 as XXX is now utilized space (Matched to Stock on hands)

0 as YYY is rented area., means

- this group for penalty at 109 sq.meter x penalty cost until XXX is equal or below YYY
- YYY is 0 means, the Door shop has been closed for selling, but still paying penalty until this team has solved the problem.

Case #1: Over Utilized and cause of Penalty

Area utilize XXX Greater than YYY

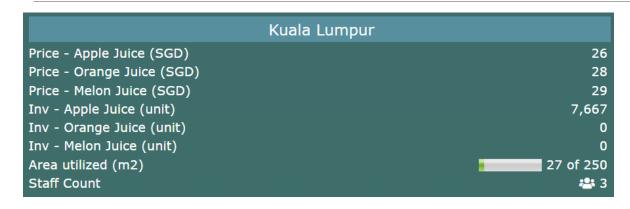
Once Stock on Hands are exceeding the capacity of rented area (Standard config is 300 boxes: 1 Sq.m). Learner will gain the Penalty per Square meter per Day until the stock match to rented area

Solving Optional:

- 1) Sell more
- 2) Rent more area
- 3) Move to somewhere
- 4) Procure for other market



Problem in Rented Space



Case #2: Non or Under Utilized cause of Waste area,

Area utilize XXX Lower than YYY significantly

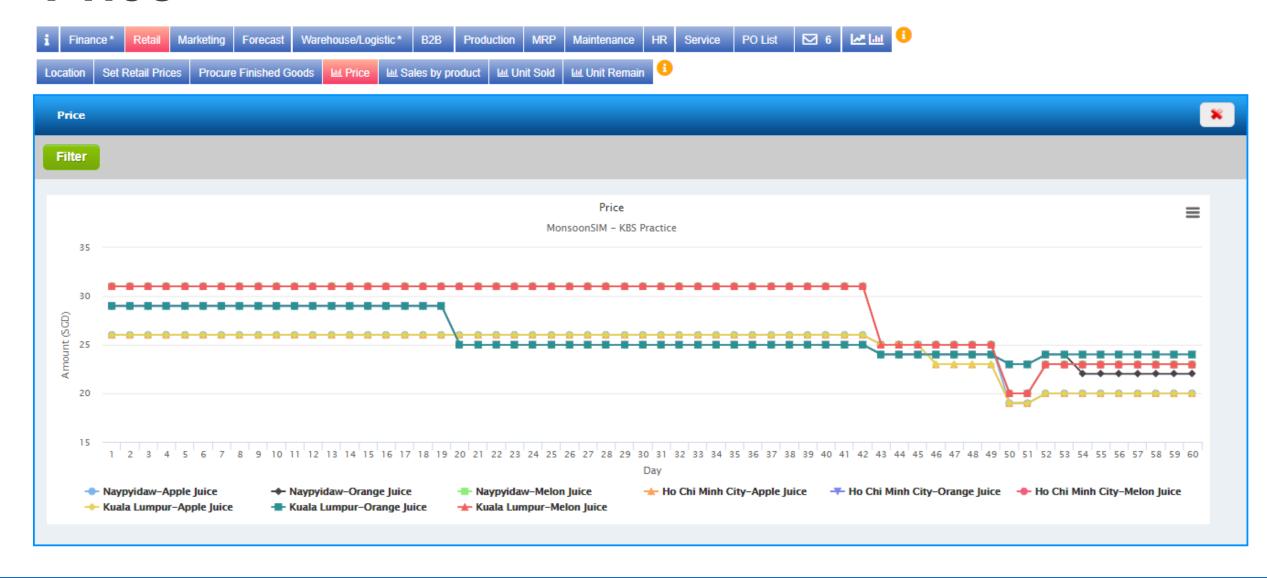
Once Stock on Hands are Less = Under utilize space than the capacity of rented area (Standard config is 300 boxes : 1 Sq.m).

Cause of waste:

- Didn't manage procurement process well by unable to balance selling ratio to procurement ratio (Demand > Supply).
- Didn't calculate the area match to Safety stock vs Selling Plan vs Marketing Plan

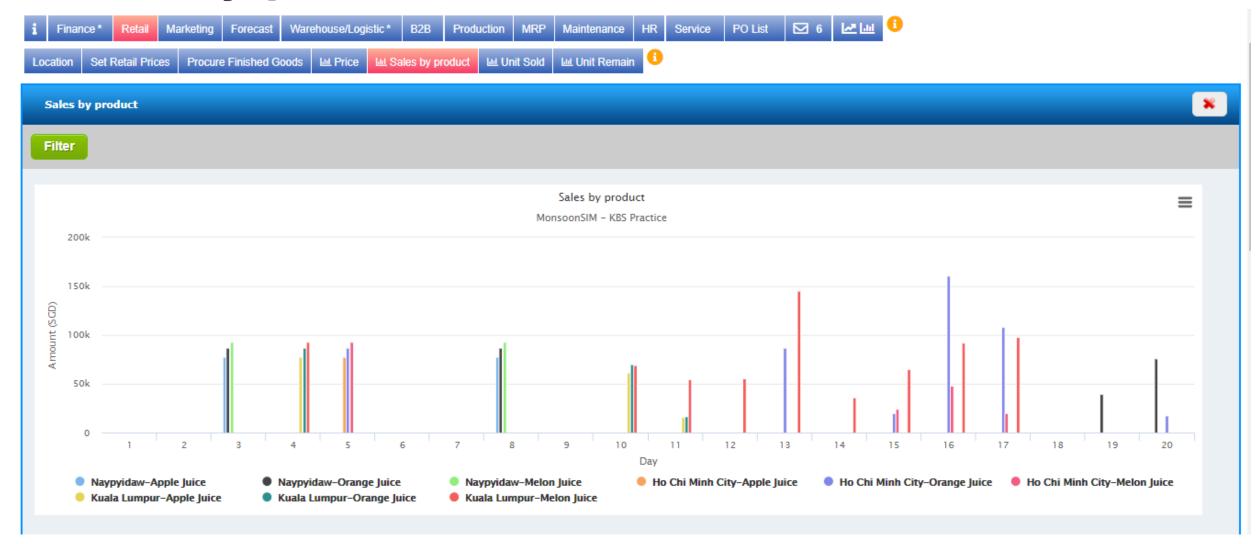


Price



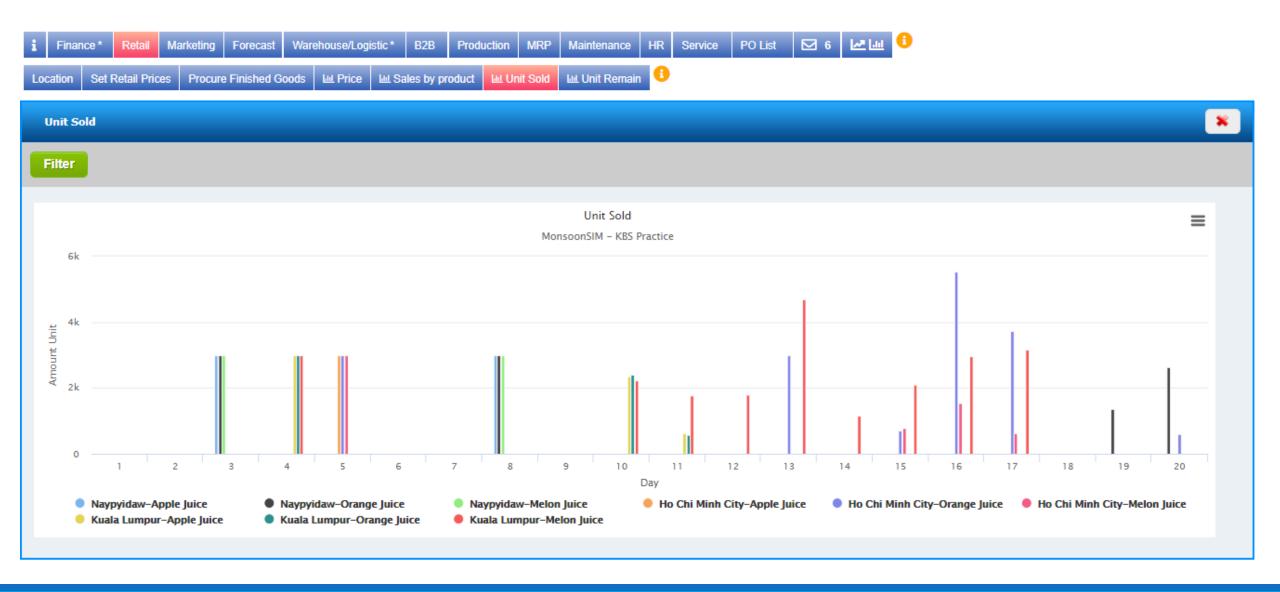


Sales by products



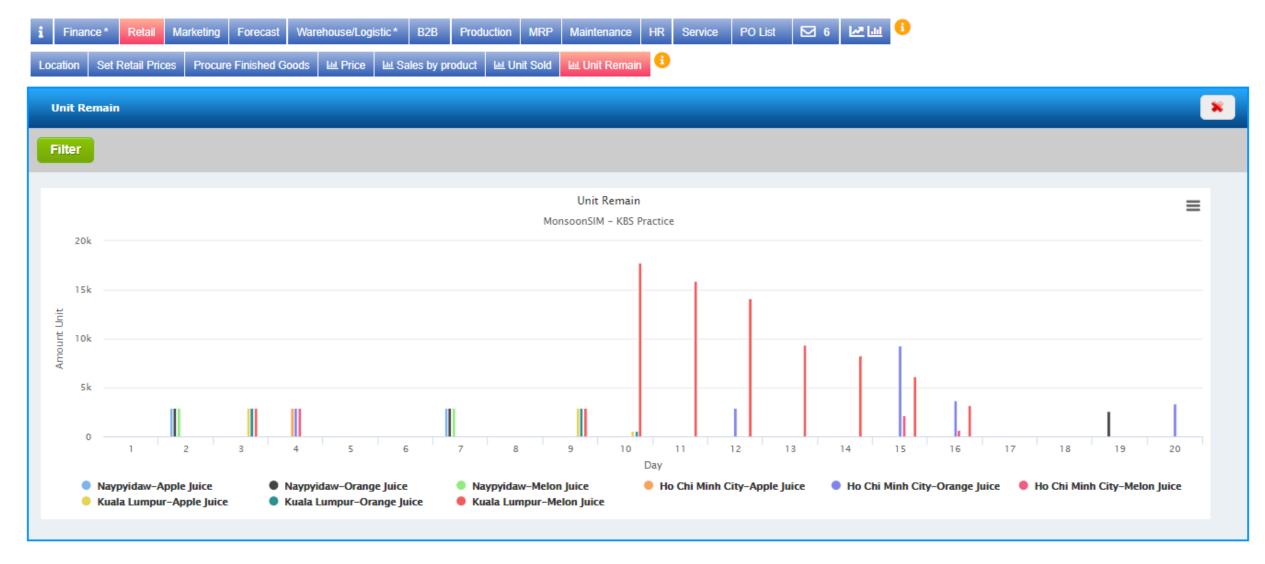










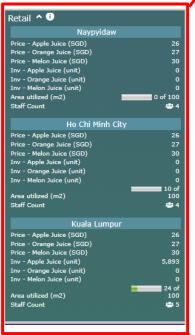




Quick monitoring; Retails









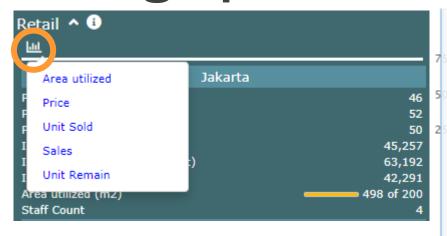
Selling Price

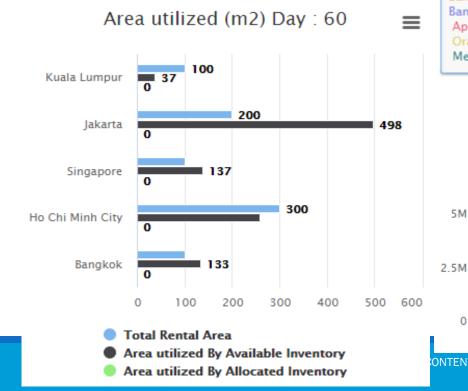
How many units left in store in each type of goods with current selling price.

Size of your retails store. To match to your store capacity



Micrograph: Retails





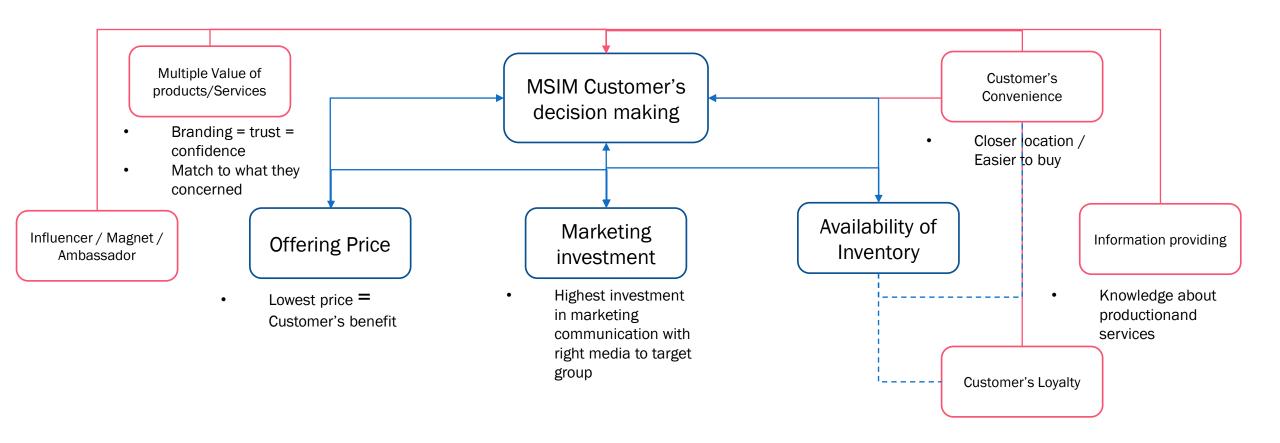


MONSOONSIM THAILAND



How MSIM retail's customers made decision?

Blue; available concept in MSIM, Pink; Reality concept (Partial factors)

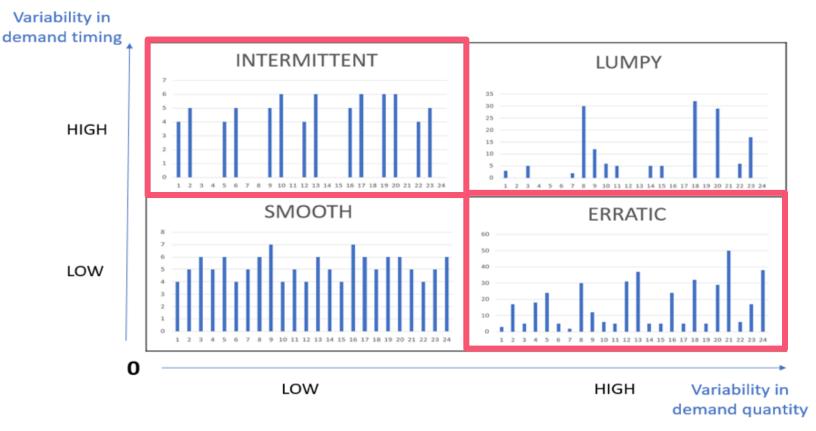


For Facilitator ONLY



"RTL" Game Scenario: build Pattern of Demand

Scenario in MonsoonSIM will able to change due to changing parameter and number of modules, Integration of parameter, modules will automatically change scenario. BTW, Facilitator able to do something like below suggestion.



Technically, variability in demand helps learner to plan for procure or produce or mix.

Every software have limitation, BTW, even we could not made assign variability like left-hand side picture. but we can do manually to set variability by set holiday pattern with change multiple consumption in RTL module which run-time parameter.

https://frepple.com/blog/demand-classification/?fbclid=lwAR0xxB41t0QtEwm6c9QN3aE_r43AfiiiPih7xcnG6Au0FFu-FJujLH15WQQ

For Facilitator ONLY



"RTL" Game Scenario: build Pattern of Demand

Scenario in MonsoonSIM will able to change due to changing parameter and number of modules, Integration of parameter, modules will automatically change scenario. BTW, Facilitator able to do something like below suggestion.



Choose 1) and change sales increasing by swap the increasing percentage to make demand variable, for example, 300% - 800% to 200 - 300% you will get equivalent ERRATIC pattern

Choose 2) and put the set of number that you would like demand to swing. For example, put the number like 7,8,12,13,17,18,22,23 you will get equivalent INTERMITTEN pattern like 5 working days follow by Saturday and Sunday

If you mix up 1+2 and keep changing the demand, you will get equivalent LUMPY pattern



Customer Loyalty Concept



In MonsoonSIM, B2C Customer loyalty will effect when learner able to offer <u>lowest price</u> and <u>maintain availability of inventory on hand</u>.

 In B2B & Service + HCM, those who able to handle complaint from customers, able ship the goods on-time will get customer, able to complete the service request with good staff conditions will get the customer loyalty.

In Reality, Customer loyalty have wider meaning and prefer many action from an Entrepreneur/Organization who understand What customer need/solve their problem or pain point and offering the most value to them. Not only the cheaper price but the value to fulfil their need.

For Facilitator ONLY



"RTL" Game Scenario: Use customer loyalty

Scenario in MonsoonSIM will able to change due to changing parameter and number of modules, Integration of parameter, modules will automatically change scenario. BTW, Facilitator able to do something like below suggestion.



Customer store loyalty will effect to demands with availability of store inventory,

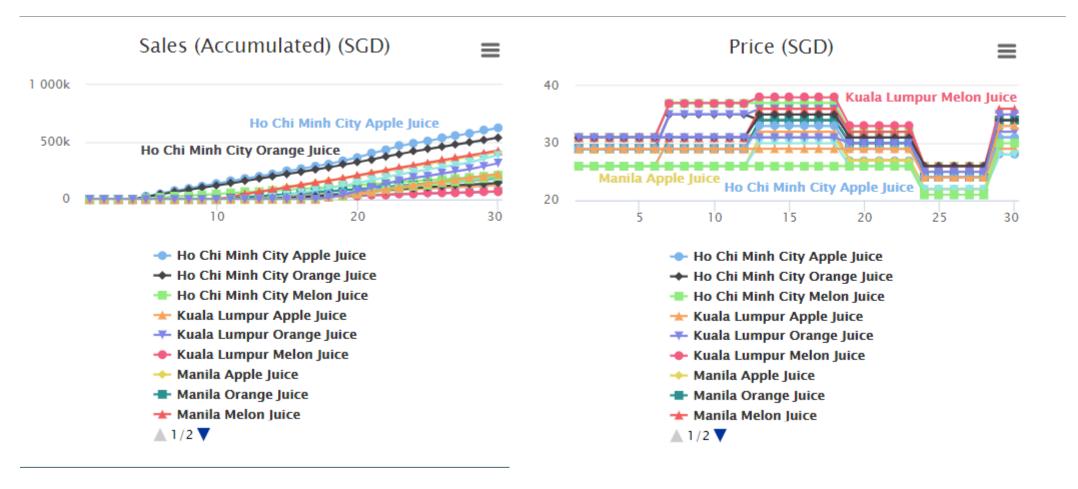
- Very High = event no inventory on hands, customer still stick with learner team
- Low = if you have zero inventory, customer will change to competitor

BTW, it need to be integrated with selling price. Those who offer lowest price in the location will get most of demand. The only way if learner loose the customer, they are need to offer lowest price to call customer back. But,, they need to make sure that they have margin. If not, every boxes that they sold, will cause of negative margin and business will turn to bad situation.





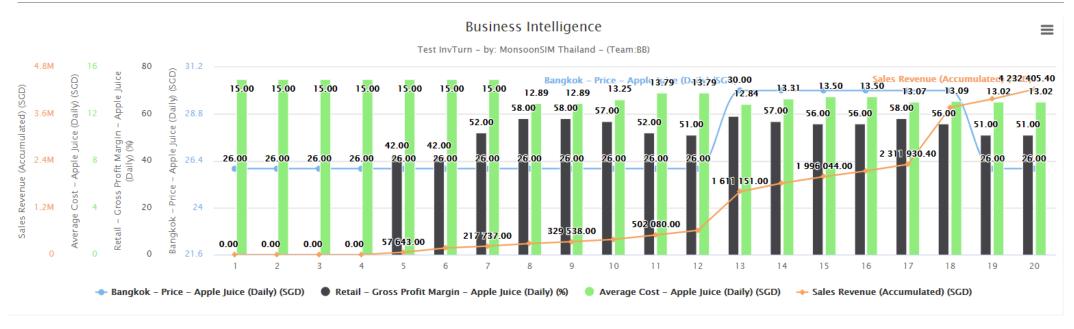
Basic measurement in Retails







BI measurement in Retails



Example: a relation between changing selling price and Unit sold and Sales Revenue



Suggested basic topics to be discussed about Retails

- What is an effect if they could not stock enough good to sell in peak period?
- What they had learn about pricing? How the can prevent this situation?
- In case of Price War, If business had to join. What are thing that need to concern to prepare for price war?
- How they integrate concept of JIT for retails business?
- Please discuss about push and pull strategy in business
- > What is the common retails strategy that learner used to hear? And is the plan workable?
- How the margin vs volume should be in retails?

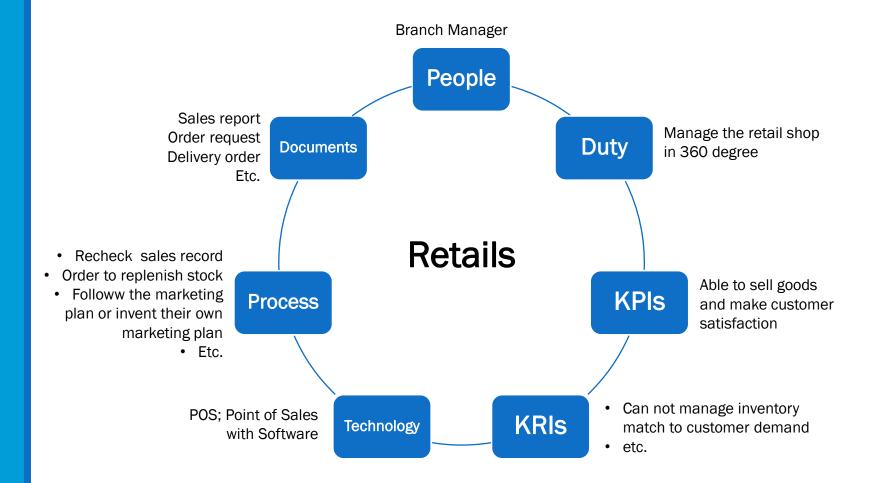


Integrated lesson

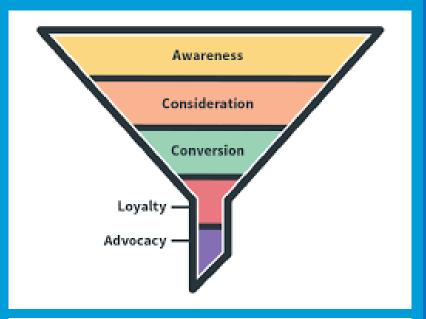
- Retails integration with Marketing Strategies
 - Pricing mechanism and Pricing Strategy
 - Market Penetration
 - etc
- Involving operational to Retails
- Involving Technology to Retails / Disruptive of traditional retails

RTL: Circle Knowledge of MSIM (Sample)

Note: this is basic sample in one job role "People in certain position" Learner may need to understand holistic view in each business department and link to other department to understand a whole business processes (Internal and External)















Supporting Clip for Learners: Marketing



Marketing Module V.8:

https://www.youtube.com/watch?v=ahB8U6kyqCo&



Marketing Module Part 1: https://goo.gl/916PQ1



Marketing Module Part 2: https://goo.gl/G8xz3v

For Facilitator ONLY



Facilitator: Background of Marketing Module

by Abdy Taminsyah

Marketing are activities of a company associated with buying and selling a product or service. It includes advertising, selling and delivering products to people.

Read more: Marketing http://www.investopedia.com/terms/m/marketing.asp#ixzz4tXyQjzR9

In MonsoonSIM, Marketing is one of the core modules. In our model, marketing affects our retail sales.

MonsoonSIM supports multiple levels of complexity. Learners are encouraged to start with the basic module, called Baseline model, and slowly progress to more advanced functions

Here are some of what you will learn in the MonsoonSIM Marketing (Baseline):

- Concept of market analysis
- Concept of Return on Investment on marketing
- Concept of market segmentation

In MonsoonSIM, the Marketing module is related to the following department (modules)

- Finance (PMN)
- Retail (RTL)
- Human Resources Management (HCM)

Note: There is no pre-requisite to learning the MonsoonSIM Baseline concepts

For Facilitator ONLY



Facilitator: Operating Model of Marketing Module

by Abdy Taminsyah

[Baseline]

- Marketing investment to improve your retail sales
 - To make a marketing investment, one must go through Purchasing department to make a request, called Purchase Requisition (PR)
 - There are 3 marketing media (vendors) available
 - Each media (vendor) will yield different R.O.I (Return On Investment)
 - Some media can be particularly good for certain products
 - Some media can be particularly good for certain area
 - The ROIs of the media is randomly determined the system upon session initialization
 - Learners are expected to observe the ROIs by observing the unit sold vs the marketing investment using the DTR explorer
 - Once you have discovered the ROI of the media, you should take advantage of such knowledge to boost your retail sales
 - The amount of marketing spending is on per virtual-day basis
- Market Intelligence
 - There is a marketing report available for purchase
 - Each marketing report will give market insights on the retail sales market (collected from all other players). Examples
 - Our sales compared to the market
 - Our unit sold compared to the market
 - Our prices compared to the market
- Marketing spending's will be treated as expenses
- Staff Index affects the effectiveness of our marketing. Hence, it is important to keep our staff index at 100% at all times.



Marketing module configuration

standard configuration



Note: Name of media able to change.

For Facilitator ONLY



IMPORTANT NOTE for Marketing Module

Facilitator has no longer to set Effective of Marketing media., In every game / In every initialize day 0 data. The algorithm will choose ONE form THREE to be only one media effective to B2C (Retails) market.



Related Terminology of Marketing Module

	Meaning Meaning		
Marketing	the provision of goods or services to meet customer or consumer needs Collins English Dictionary - Complete and Unabridged © HarperCollins Publishers 1991, 1994, 1998, 2000, 2003		
Marketing mix - 4Ps	A planned mix of the controllable elements of a products marketing plan commonly termed as 4Ps: products, price, place, and promotion . http://www.businessdiFacilitatorionary.com		
Return of Investment	is a measure of profitability of investment of each activity compared to their outcomes. For example. ROI on Marketing campaign is amount of increased <u>in profit</u> due to increased in sales versus the amount of money invested Paramintara Y.		
	MARKETING 1.0 Product-centric Marketing Marketing MARKETING 3.0 Value-driven Marketing MARKETING MARK		



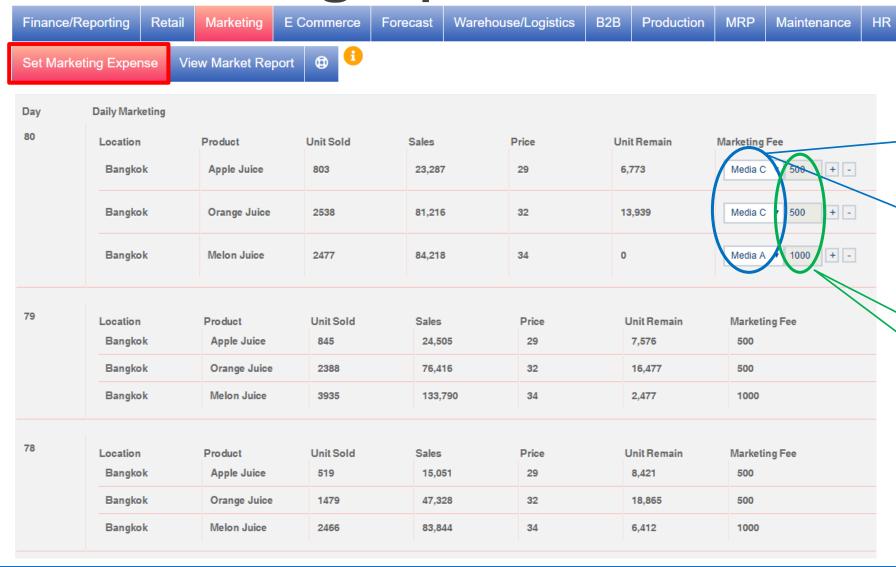
Marketing: Learner Quick Guide





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Set Marketing Expenses



You can choose a marketing program as you want to promote your products in location level by choosing Media A, B or C

Transaction List

Service

Marketing Media will effect to Product, Area, or Not effect to anything and create negative ROI

Fill in an amount value that you would like to invest in marketing per day basis. To calculate ROI, you may need to compare profitability with sales amount before and after promoted in media.



ROI; Return On Investment



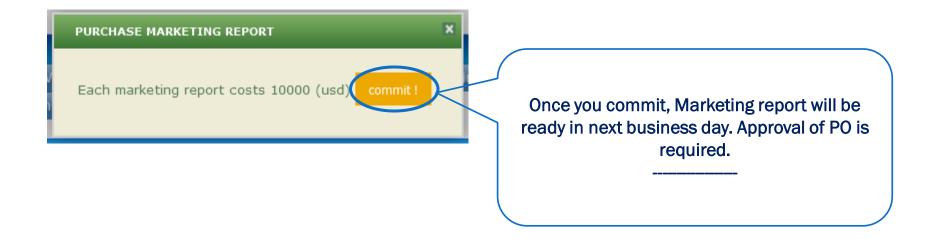


https://corporatefinanceinstitute.com/resources/knowledge/finance/return-on-investment-roi-formula/



Buy Marketing Report





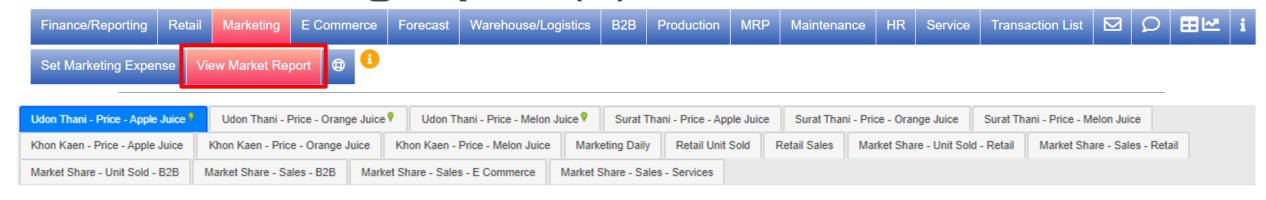








View Marketing report (2)

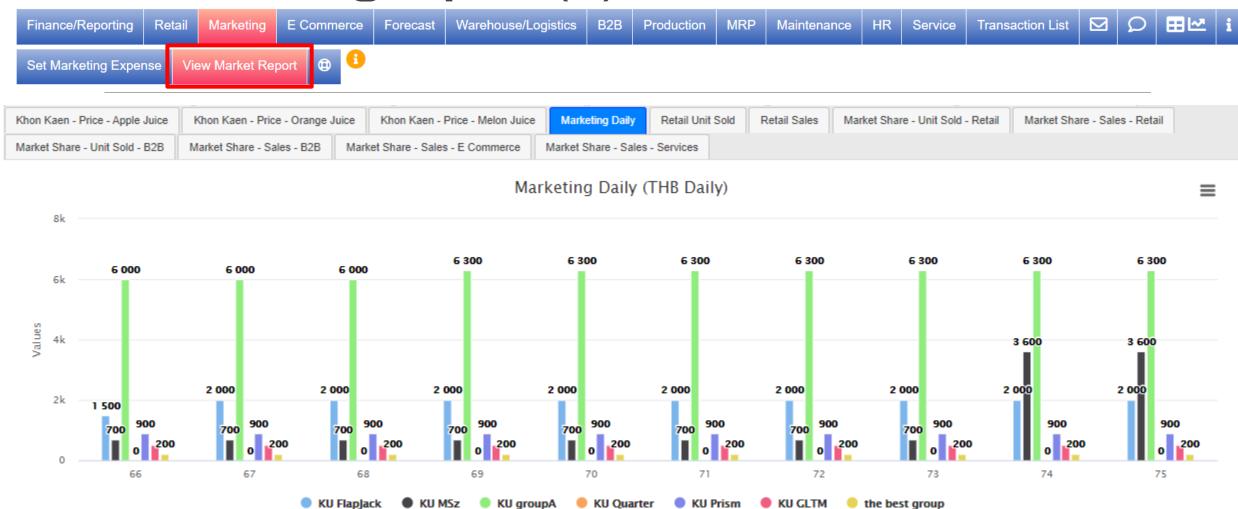








View Marketing report (3)





View Marketing report (4)





BI in Marketing





9800

Quick monitoring; Marketing

Finance	
Sales (THB)	84,192,523
Trading Profit (THB)	26,496,530
Operating Expense (THB)	12,799,379
Net Profit (THB)	13,697,151
Cash On Hand (THB)	11,398,024
Bank Facility (THB)	2,500,000
COGS - Apple Juice (THB)	13
COGS - Orange Juice (THB)	16
COGS - Melon Juice (THB)	19
Procurement	
PO - Approved	1
PO - Delivered	342
Production	
Machine1 Capacity	9,615
Fidamics Capacity	5,013
Maintenance	
Machine1 OEE	94%
- Gear	94 % ■
- Power supply	
- Engine	
Engine	

Warehouse/Logistic	^
Shipment in Progress	1
Shipment Completed	6
Singa - Inventory - Apple Juice (unit)	40,900
Singa - Inventory - Orange Juice (unit)	67,681
Singa - Inventory - Melon Juice (unit)	34,390
Singa - Inventory - Box (piece)	20,529
Singa - Inventory - Straw (piece)	41,058
Singa - Inventory - Apple (piece)	. 0
Singa - Inventory - Orange (piece)	19,819
Singa - Inventory - Melon (piece)	710
Singa - Area Consumed (m2)	728
Singa - Area Rented (m2)	1,000
• • •	<u>'</u>
B2B	^
SO Outstanding	0
SO Delivered	51
30 Delivered	31
HR	^
Headcount Idx - Overall (%)	65
Competency Idx - Overall (%)	64
Staff Idx - Overall (%)	42
31311 1211 3131 (13)	
Staff Idx - Finance (%)	100
Staff Idx - Procurement (%)	56
Staff Idx - Retail-Jakar (%)	25
Staff Idx - Retail-Kuala (%)	56
Staff Idx - Retail-Bangk (%)	25
Staff Idx - Marketing (%)	54
Staff Idx - Forecasting & Planning (%)	17
Staff Idx - Warehouse & Logistics (%)	25
Staff Idx - B2B (%)	56
Staff Idx - Production (%)	100
Staff Idx - MRP (%)	25
Staff Idx - Maintenance (%)	0
Staff Idx - Human Resource (%)	100
Staff Idx - Marketing Support (%)	56
Staff Idx - Franchise Support (%)	56
Staff Idx - Technical Support (%)	25
Tourned Support (70)	



Marketing Marketing Investment

This is your daily marketing expense.

To have a positive ROI, return,
profit must be greater than this
amount insignificant.

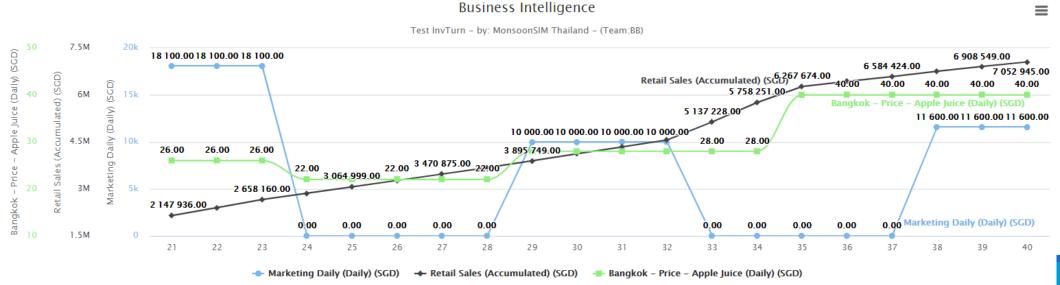
In every marketing activity, CMO or marketer may need to focus on how fast of ROI if measured by finance term.





BI Measurement in Marketing

- Direct Marketing in MonsoonSIM is simply concepts by just invest in media and measure which part of 4Ps as Promotion
- Price is part of marketing is one of 4Ps. In MonsoonSIM, Learner who collaborate Promotion and Price to gain more income is a must.
- as Marketer, Learner are need to measure that the revenue has increase by effect of Price or Promotion.





Collaborate 7Ps Marketing mix in MonsoonSIM







7Ps Marketing Mix

Sync with activities in virtual game and Extend to workable activity in real market

MonsoonSIM Concepts

In MonsoonSIM (Aug 2021)., all available products in MonsoonSIM didn't have different in features and abilities.

- Concept regarding to Products will be integrated with Demand forecasting (which in B2C and B2B will be related) the concept to understand the demand trend and procurement process.
- The margin can be set to vary margin and let's the learner choose the right product as learning of choose the right business model (products to marketize)



Applicable/ Able to see in real business Concepts

- Mainly concept in P-Products in marketing are;
 - Differentiation of product will be key for selling point
 - The keys of product differentiation by using or adding features/abilities when compared to competitor products
 - Always use P-Products with others marketing mix; P-Promotion, P-Pricing etc.





7Ps Marketing Mix

Sync with activities in virtual game and Extend to workable activity in real market

MonsoonSIM Concepts (You are able to adjust Price in MonsoonSIM Retails Module)

- In retails, when using lower price, will be able to sell more units (Demand/Supply Theory)
- In all Market, Before jumping into Price War. Make sure that you still get enough margin to fulfill the OPEX and still have excess margin to have Net Profit
- If you using Low Price Strategy, Make sure that you have integrated with other "P" as mixed; P-Process (Ability to control the cost) and P-Place (accessibility to your Products to customer) etc.
- Just given you guidance., as good learner, please extend your concepts and decode them to learn more

Applicable/ Able to see in real business Concepts

- Price is one of most marketing tools to persuade customers/buyers by offering lower price with good Products quality
- Some time, Some Market Segment; Higher or Highest price can imply as better quality, more satisfaction, social image
- In modern marketing, no one use only P-Price to marketize., They always use Marketing Mix and Integrated Marketing Communication and plus something extra as Marketing Strategy.







7Ps Marketing Mix

Sync with activities in virtual game and Extend to workable activity in real market

MonsoonSIM Concepts

- Classic Place concepts is 'Location'
 - which able to delivery Goods faster and more cost controlling in logistics.
 - Choose the right place which market size is good for business (Population and Density
 - Sale channel (business model)
- Integrated P-Place with other marketing mix to generate to get more revenue, market share; like integrated with Price, Promotion, Process, People.



Promotion; use to promote products/services to be Top-of-Mind and convert to be SALE/







7Ps Marketing Mix

Sync with activities in virtual game and Extend to workable activity in real market

MonsoonSIM Concepts (Promotion is under Media investment in Marketing)

- In MonsoonSIM V.9 Promotion concepts is affected to B2C market only
- To choose the right 'CHANNEL' to 'COMMUNICATE' to your 'CUSTOMERS' in Retail Market
- Need to find to way to measure how Promotion investment generate the incomes (ROI)
- How Integrated the Price and Promotion pack to The Place selection as Marketing and Strategy
- Understand an impact of good marketing promotion related to other business process like Procurement and Production.
- Choose an appropriate scenario to use Promotion as marketing tools

Applicable/ Able to see in real business Concepts

- Promotion; use to promote products/services to be Top-of-Mind and convert to be SALE/REVENUE
- Some of promotion used for keep relationship / market share status to their customer
- Promotion is tool to educate and send information to customer., mostly will use for newcomer in market or complicated products/services.
- In reality, They use Marketing MIX., They did not use only one way to marketize. When they
 use promotion to communicate. They may integrate all technique and process into one
 action plan.





MonsoonSIM Thailand Business Simulation & Gamilication oy Zonik Services Co.LTD.

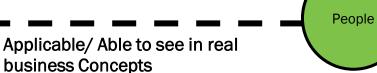
7Ps Marketing Mix

Sync with activities in virtual game and Extend to workable activity in real market

MonsoonSIM Concepts

MonsoonSIM provides Process concepts as internal operation process from beginning or middle part of Supply Chain Management (SCM) to final SCM part.

- Good internal operation (;as good way to deploy Value Chain Management) must align on Marketing Concepts; Changing P-Price, Integrated P-Promotion. Which learner will understand how process integrated with marketing.
- End to End process in different business supply chain



P-Process in marketing perspective will cover since getting data/info of requirement (Target customer's demand) → generating the products/services based on requirements by RnD, Outsourcing → Sell and Promotion process to get revenue → receiving feedback from target customer, covering Pre, in between and Post process.

MonsoonSIM Concepts

MonsoonSIM provides P-People concepts togethers with HCM; Human Capital Management's concepts as competency with reflect to ability to generate the outcomes of PEOPLE Quality in every modules in MonsoonSIM.

If competency of B2B,B2C, ECM are low will reflect to sell volume together with P-Price Level. Same concept will be apply to virtual people (Staff) in Marketing Department and other department which able to be one of the reason that why the Promotion investment may not success in game.

Physical

Applicable/ Able to see in real business Concepts

- P-People in marketing may vary in each marketing process
 - Influencer which influence the target customer, The salesperson (PC; product/personal consultant at point of sales) to make/ arouse in purchasing decision.
 - Everybody in company as representative of company and effect to selling process.

MonsoonSIM Concepts

MonsoonSIM provides Physical Evidence by Data/information as result of action which was planned in Business Game.

- In basic marketing knowledge like; when price was reduced. The volume of selling unit may increase.
- If the marketing program (Price + Promotion) is doing well but fail in P-Process. The stock out value is increasing, Customer loyalty may getting low.

Applicable/ Able to see in real business Concepts

Evidence

 P-Physical is proof-able outcomes of products/service abilities; as satisfaction which part of results to be delivered in P-Promotion which PR; Public Relations, Educating the marketing., Convincing or arousing target customer to perform intended action which marketer are planned; Purchase, Engage by share comment or spread-out good feedback to their network;



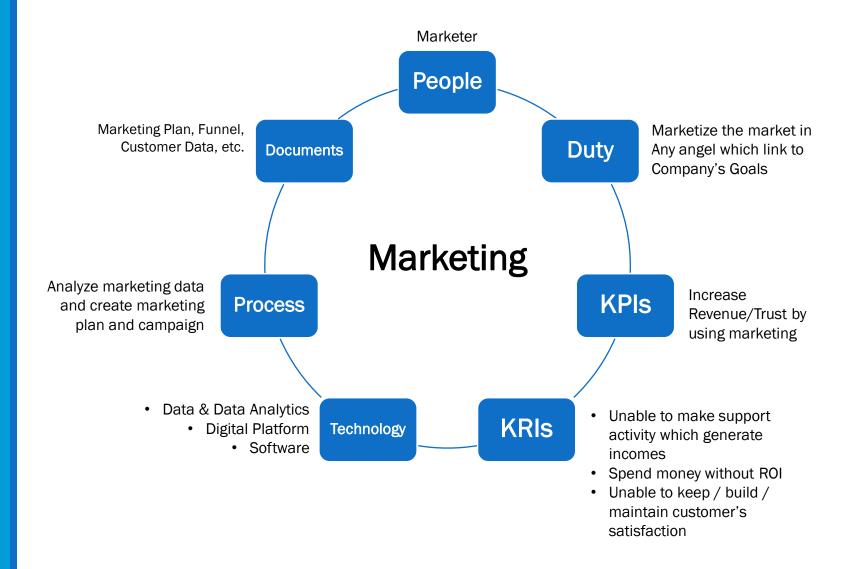


Suggested basic topics to be discussed about Marketing

- ➤ How do they measure that marketing investment has Positive, Negative or Neutral ROI? Which set of data tell them?
- When, Where and Why use marketing?
- > How 7Ps of marketing mix apply to(Put Business name).....?
- Please give an example of Good and bad marketing plan
- How and Why SMM; Social Media Marketing influence in today's market?
- What is the level of buffer stock in each retails shop? How to calculate?

MKT: Circle Knowledge of MSIM (Sample)

Note: this is basic sample in one job role "People in certain position" Learner may need to understand holistic view in each business department and link to other department to understand a whole business processes (Internal and External)











FORECAST



Forecast

Important note: In Version 8. Learner able to filter the forecast 'backward' which help them to download and look forecasting data from the past which not allow.





Facilitator: Background of forecast module

by Abdy Taminsyah

forecasting is the use of historical data to determine the direction of future trends. Businesses utilize forecasting to determine how to allocate their budgets or plan for anticipated expenses for an upcoming period of time. This is typically based on the projected demand for the goods and services they offer.

Read more: forecasting http://www.investopedia.com/terms/f/forecasting.asp#ixzz4tZNEfmx7

In MonsoonSIM, forecasting is one of the core modules. In our model, the forecasted data and trends are assumed to be fairly accurate. Hence, players should be able to execute their strategies accordingly.

MonsoonSIM supports multiple levels of complexity. Learners are encouraged to start with the basic module, called Baseline model, and slowly progress to more advanced functions

Here are some of what you will learn in the MonsoonSIM forecasting (Baseline):

- Concept of inventory planning based on future demand
- Concept of capacity planning based on future demand
- Concept of Production planning based on future demand
- Concept of cash flow planning based on future demand

Here are some of what you will learn in the MonsoonSIM forecasting (Advanced):

Concept of foreign exchange impact on cost of imported goods and materials



Facilitator: Background of forecast module

by Abdy Taminsyah

In MonsoonSIM, the forecast module is related to the following department (modules)

- Finance (FIN)
- Retail (RTL)
- B2B / Wholesales (B2B)
- Human Resources Management (HCM)

Note: There is no pre-requisite to learning the MonsoonSIM Baseline concepts



Facilitator: Operating of forecast module

by Abdy Taminsyah

The following describes the operating model of MonsoonSIM forecast module

Baseline:

Players can observe the forecast in the following areas:

- Retail market demand
- B2B market demand
- Currency exchange

Retail forecast

- The forecasts are for the per day unit demands for each of the production assuming all competitors do not change their pricing and have an adequate amount of supplies.
- However, the daily actual unit sold per team may vary from team to team, this is because the actual retail unit sold relies on other factors such as pricing (yours in comparison with your competitors), marketing (yours in comparison with your competitors), price elasticity and whether your competitors ran out of stocks or not.
- Generally, if the overall prices are high, the accumulated demand will drop and vice versa.

B2B forecast

The forecasted data are fairly accurate and players can rely on the information for planning and execution

Advanced:

Currency forecast

The forecasted data are fairly accurate and players can rely on the information for planning and execution



MSIM Forecast

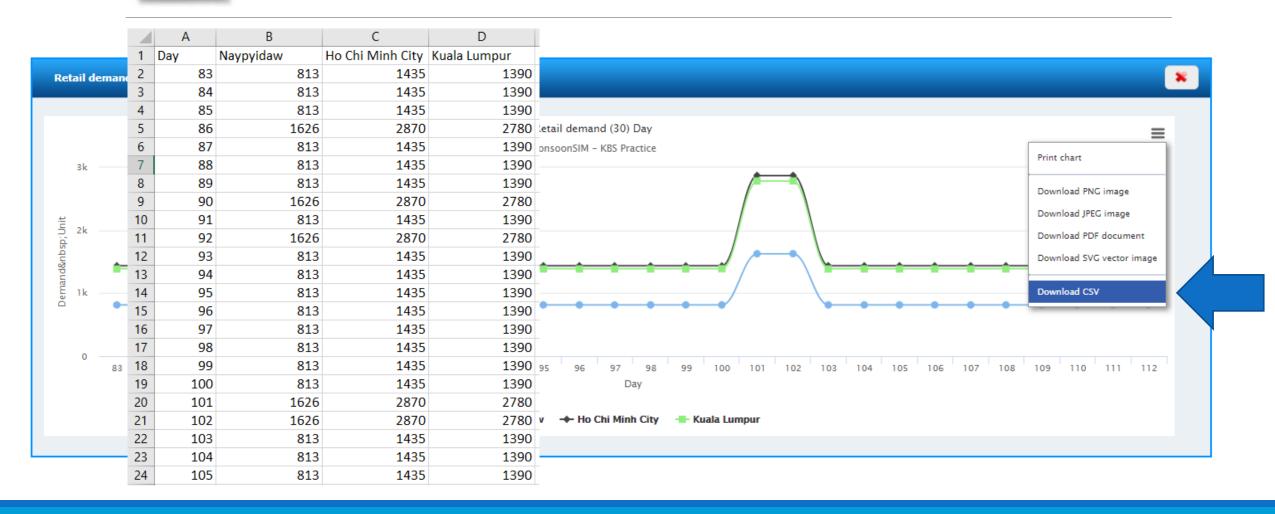
They have 5 forecast in MonsoonSIM. Each one will provide 30 days of data in advance.

Retail Demand	When RTL has been activated	Will change once, RTL Demand and Demand in Holiday has been changed
Wholesales Demand	When B2B has been activated	Unable to control
Foreign Exchange	When activate Forex in Accounting & Finance	Unable to control
Central Bank rate	When activate LOAN in Accounting & Finance	Total Loan interest = Central Bank rate + fix rate form loaner
Rental Market	When RTL or B2b has been activated	Unable to control



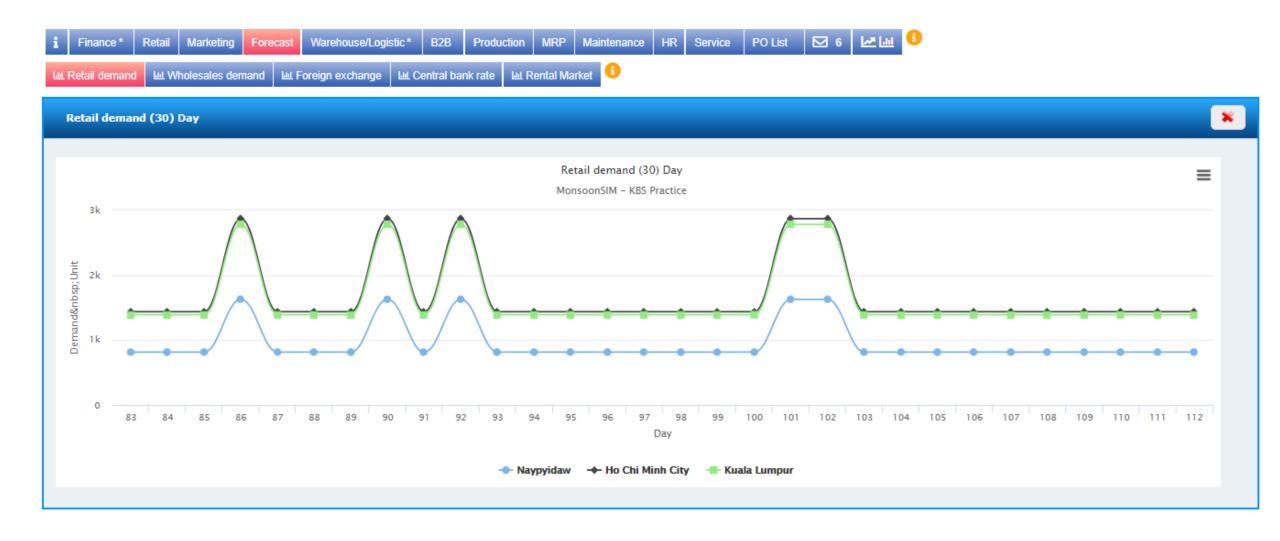


Download CSV better help learner for calculation



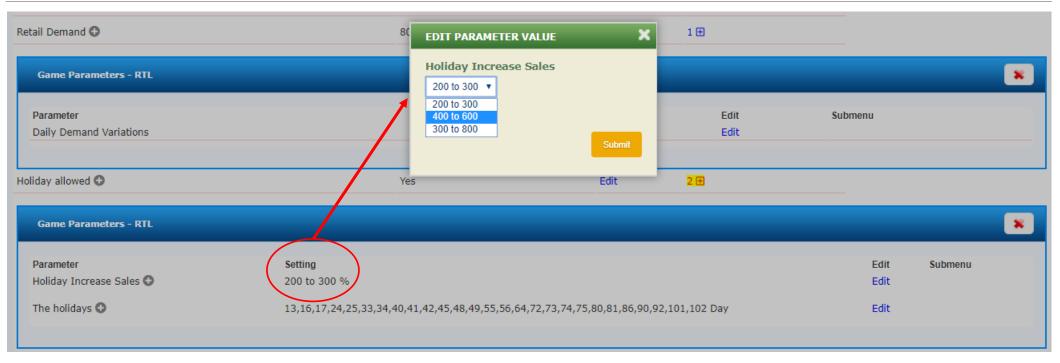


Retail demand





Retail Demand affected by



The holiday allowed which have 2 parameter in Holiday Increasing Sales and Date of Holiday





Use holiday to swing the retail demand

Facilitator able to set date of planned holiday, the algorithm will automatically put the value of Holiday increasing demand in to forecast.

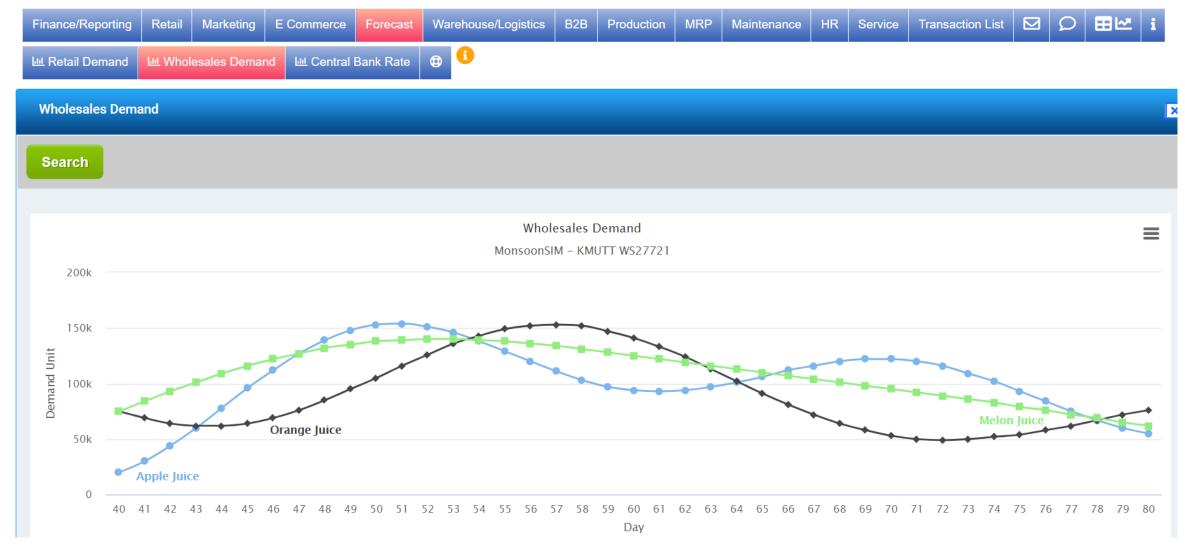
BTW, here is trips for shaken demand

- Put Holiday before 18th date, to make the game more attractive
- Make a pattern of holiday like, normal working day + holiday as pattern. Some week will be longer holiday. Learner will learn more about hoe to procure goods match to pattern





Wholesales demand



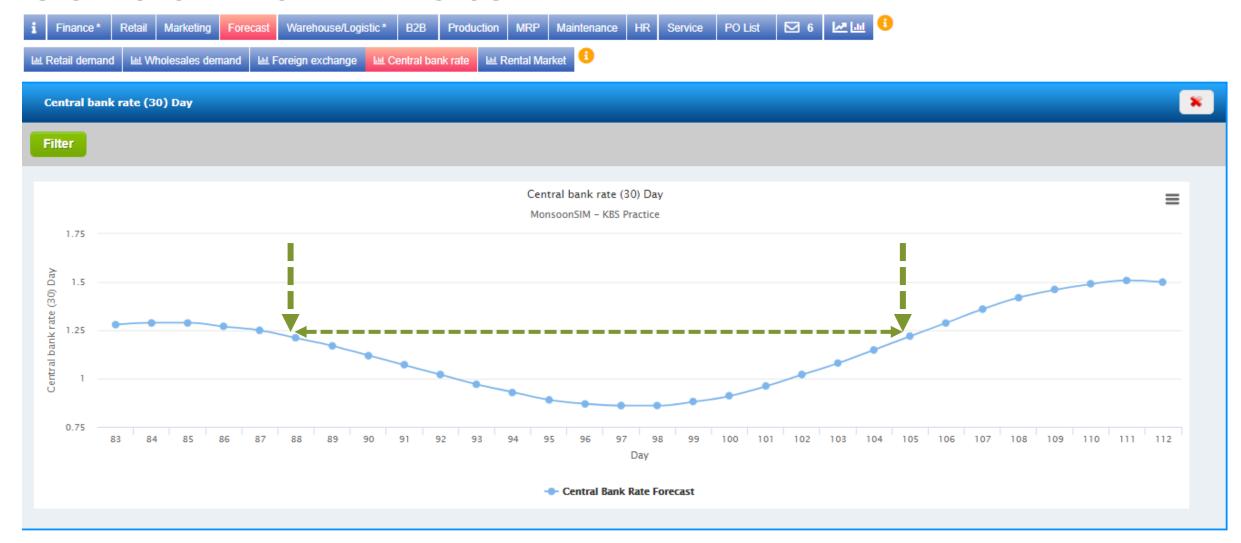


Foreign Exchange





Central Bank Rate





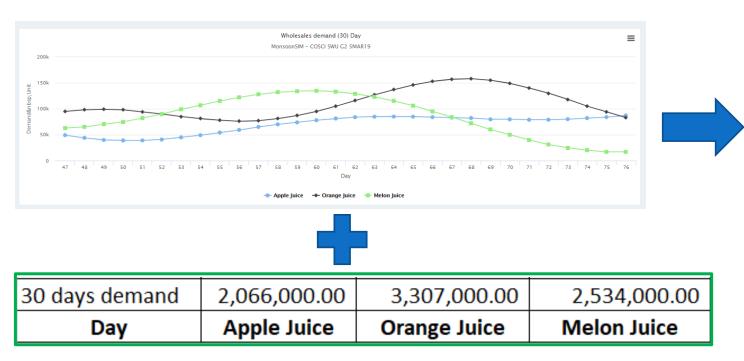
Rental Market







Use data in forecast as Business Plan/Decision making tools



Day	Apple Juice	Orange Juice	Melon Juice
47	49000	95000	63000
48	44000	98000	65000
49	40000	99000	70000
50	39000	98000	75000
51	39000	94000	82000
52	41000	90000	90000
53	45000	85000	99000
54	49000	81000	107000
55	54000	78000	115000
56	59000	76000	122000
57	65000	77000	128000
58	70000	81000	132000
59	74000	87000	134000
60	78000	95000	135000
61	81000	105000	133000
62	84000	116000	129000
63	85000	127000	123000
64	85000	137000	115000
65	85000	146000	106000
66	84000	153000	95000
67	83000	157000	84000
68	82000	158000	72000
69	80000	155000	60000
70	80000	149000	50000
71	79000	140000	40000
72	79000	130000	31000
73	80000	118000	25000
74	82000	105000	20000
75	84000	94000	17000
76	87000	83000	17000
30 days demand	2,066,000.00	3,307,000.00	2,534,000.00
Day	Apple Juice	Orange Juice	Melon Juice



Business Plan

(By integrate other factors; Inventory on hands, Cash on Hands, Production Capacity and etc.

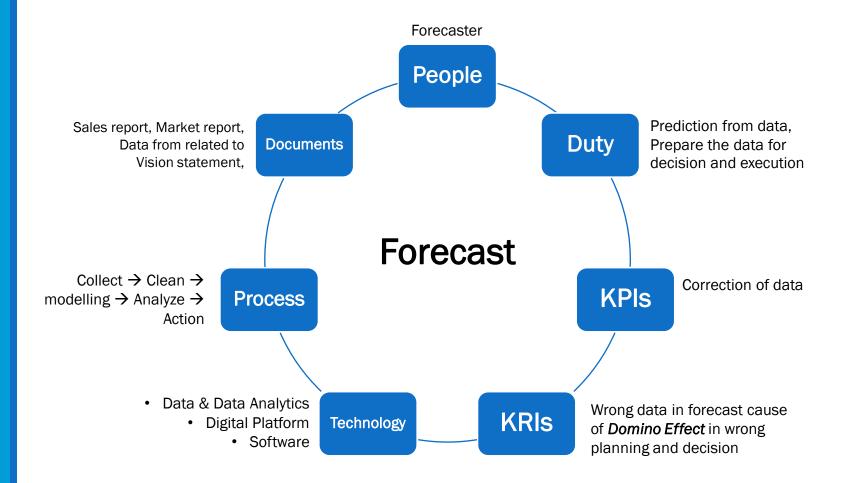


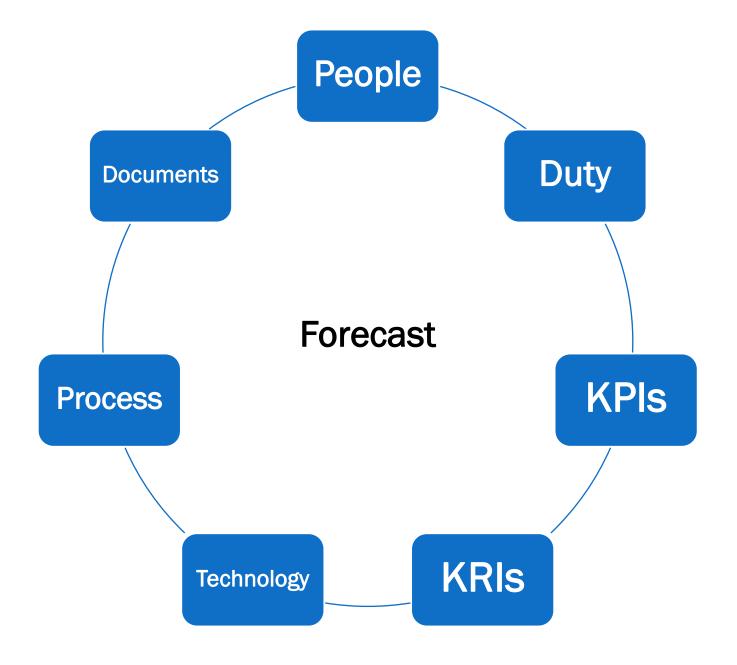
Suggested basic topics to be discussed about Forecast

- How the team make decision in Each forecast and WHY
- > How to link / integrate with other factors/department to make decision
 - > Inventory on Hands
 - ➤ Cash on Hands
 - Etc.

FCS: Circle Knowledge of MSIM (Sample)

Note: this is basic sample in one job role "People in certain position" Learner may need to understand holistic view in each business department and link to other department to understand a whole business processes (Internal and External)









E-Commerce



Facilitator: Background of E-Commerce module

by Abdy Taminsyah

ecommerce, also known as electronic commerce, refers to the business of buying and selling of goods or services using the internet.

Read more: https://www.investopedia.com/terms/e/ecommerce.asp

In MonsoonSIM, ecommerce is one of the core modules. Prior to the launch of ecommerce, learners can only source products from available vendors, such as the finished goods vendors and the raw materials vendors.

With ecommerce, learners now can rely on the simulated web marketplace in MonsoonSIM as an alternative channel for selling and buying of finished goods and raw materials.

The simulated MonsoonSIM ecommerce module is called "MonsoonSIM Web Market".



Facilitator: Background of E-Commerce module

by Abdy Taminsyah

Here are what you will learn in the MonsoonSIM ecommerce:

- How to source for finished goods and raw materials from the web marketplace
- How to make a sale in the web marketplace
- How to become a seller and post for items for sale
- How to become a buyer and post for items to buy
- How to deal with payments in the web market
- How to trace transactions in the ledgers
- How to deal with bad sellers
- How to deal with refunds
- Concept of escrow account
- Concept of refunds
- Concept of manual allocation
- Concept of quality control
- Importance of order fulfilment towards reputations
- Impact of bad reputation towards business

In MonsoonSIM, the ecommerce module is related to the following department (modules)

Finance (FIN)

Retail (RTL)

Warehouse / Logistics (WHS)



Facilitator: Operating of E-Commerce module

by Abdy Taminsyah

The following describes the operating model of MonsoonSIM ecommerce module.

Seller web market rating:

There is a simple 5-star rating controlled by the system

The rating of 0 to 5 star will be automatically assigned for the seller in the web market

Rating of 0 is extremely undesirable and the rating of 5 means excellent performance

- Rating of 0 star for wrong items shipped
- Rating of 1 star for extremely late delivery
- Rating of 2 star for very late delivery
- Rating of 3 star for late delivery
- Rating of 4 star for slightly late delivery
- Rating of 5 star for on-time delivery
- The Rating is automatically assigned by the system based on the delivery date and items delivered.
 Neither learners nor the Facilitators are able to control the rating.





Facilitator: Operating of E-Commerce module

by Abdy Taminsyah

As a simple buyer:

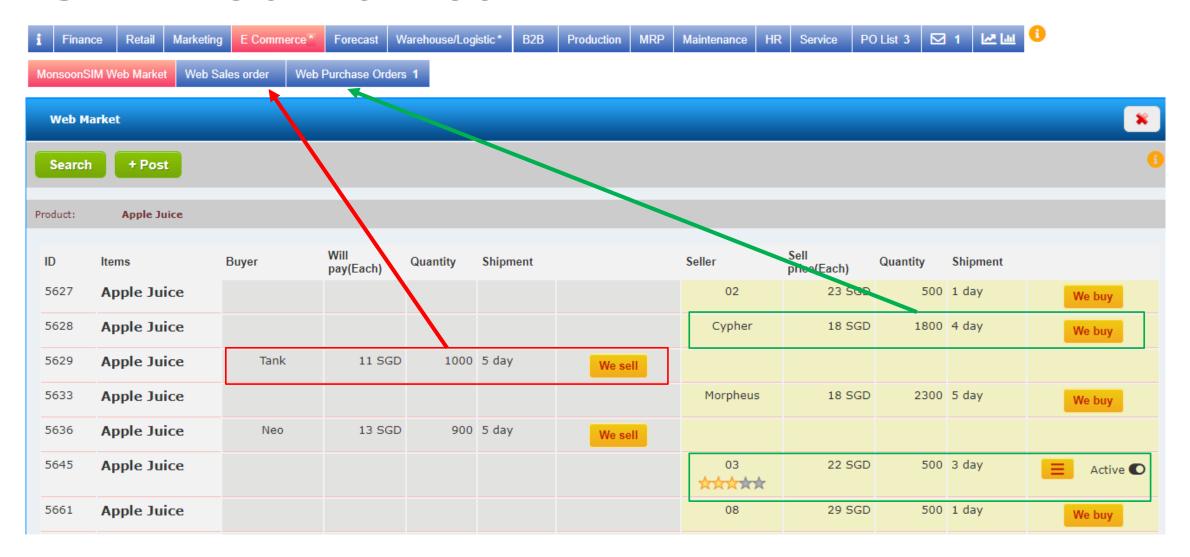
- You can browse for items for sale and click "buy"
- Buying will trigger a PO (Purchase Order)
- Seller should deliver the items within the days promised. Some deliveries may be late while some deliveries are on schedule.
- If the goods arrive late, the system will automatically assign a rating for the seller using a typical 5-star system.
- Learners are not able to control the rating
- Upon receiving the goods, the system will automatically give a rating to the seller based on their delivery time

As a simple seller

- You can browse for items for sale and click "we sell"
- Selling will trigger a SO (Sales Order)
- Seller should deliver the items within the days promised. Some deliveries may be late while some deliveries are on schedule.
- In a case where buyer suddenly experienced bankruptcy or don't have enough cash to pay the seller, the SO will be automatically cancelled within specific days.
- If the goods arrive late, the system will automatically assign a rating for the seller using a typical 5-star system.
- Learners are not able to control the rating
- Upon receiving the goods, the system will automatically give a rating to the seller based on their delivery time
- To improve the rating, seller has to meet the delivery deadline



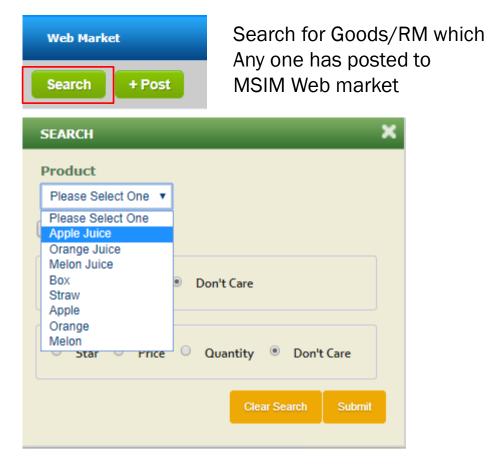
MSIM Web Market





MSIM Web Market

Search and + Post



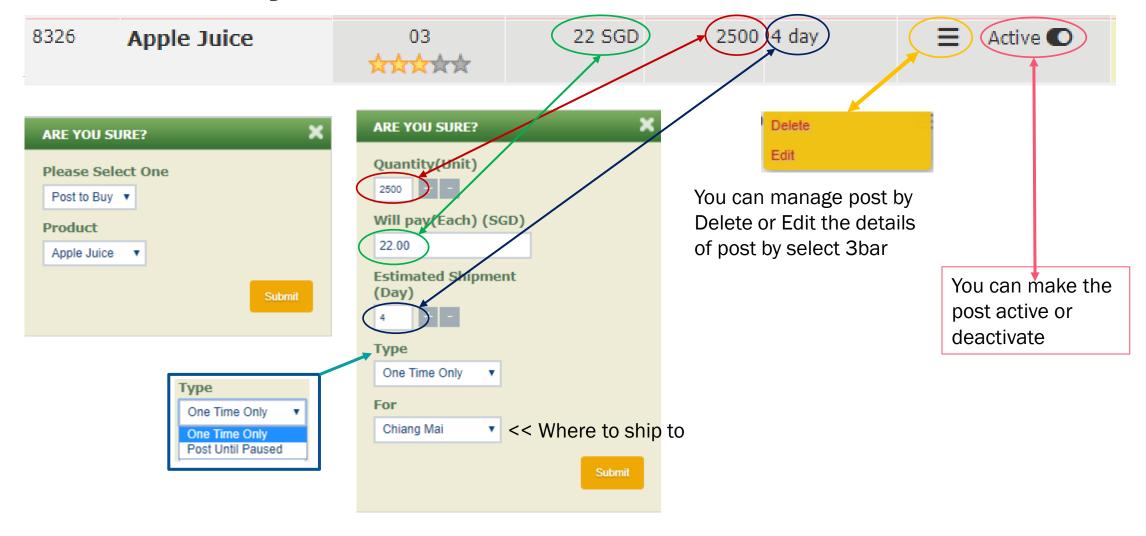


You can Post to Buy / Sell Goods/RM that you want to MSIM Web market



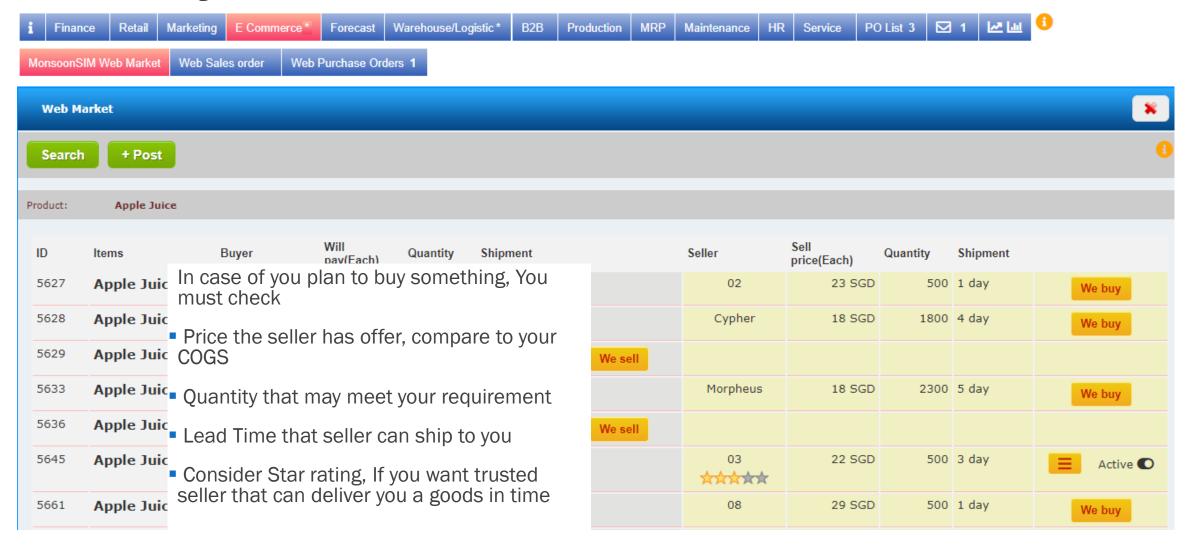


Post to buy



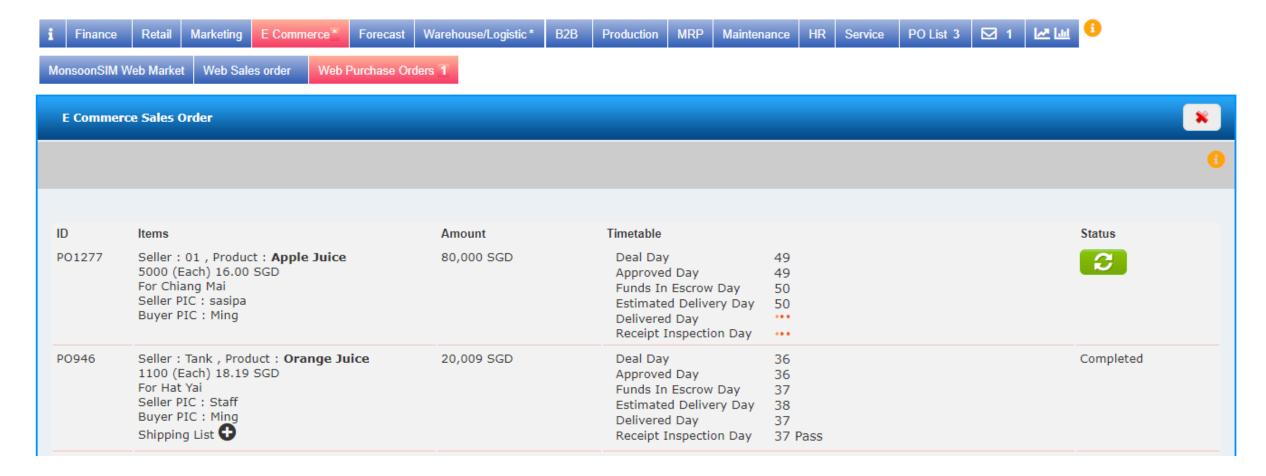


We buy



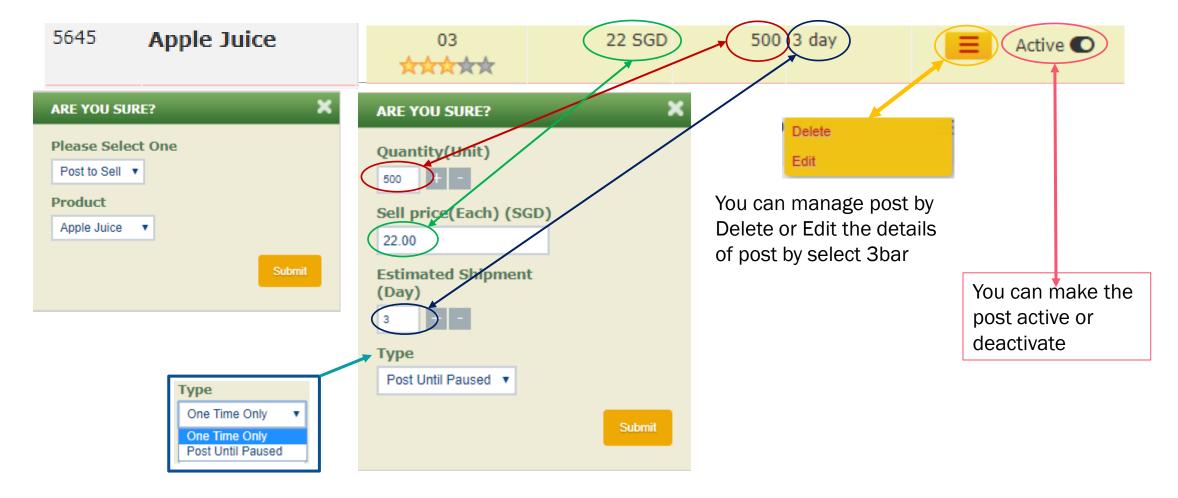


Web Purchase Order (PO)



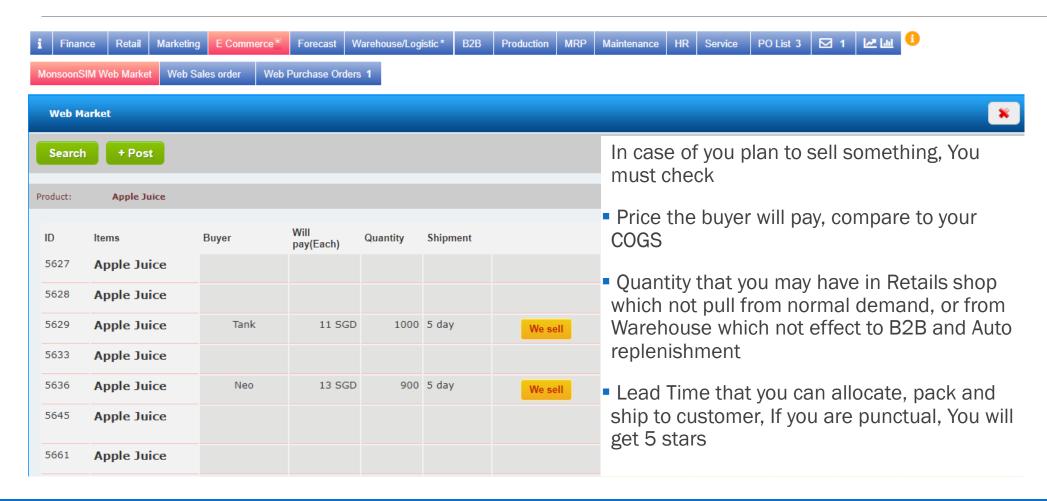


Post to Sell





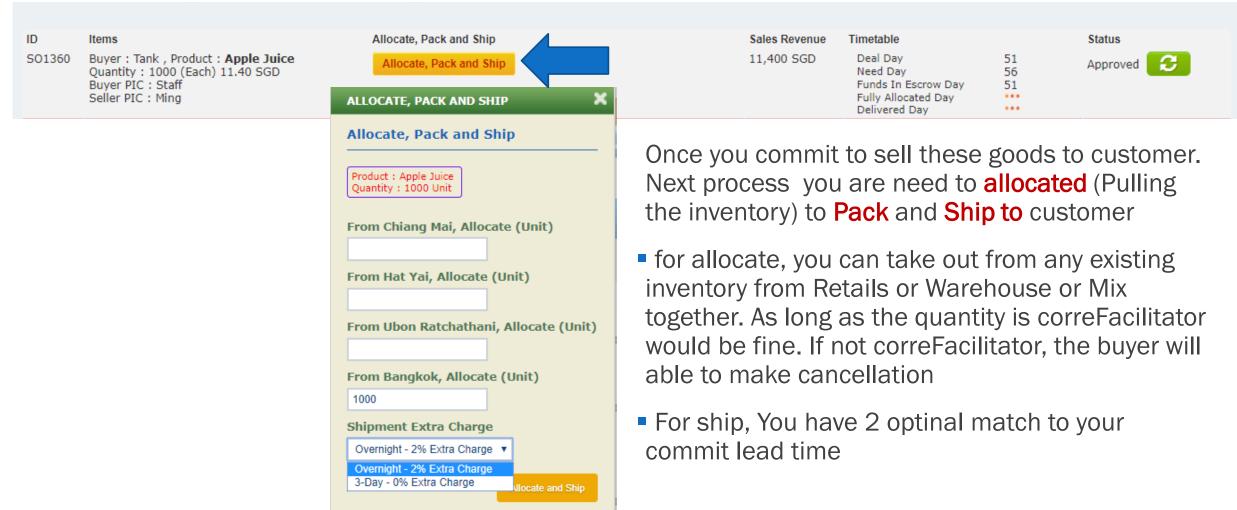
We sell







Allocate, pack and ship





We sell

Star rating



Seller web market rating:

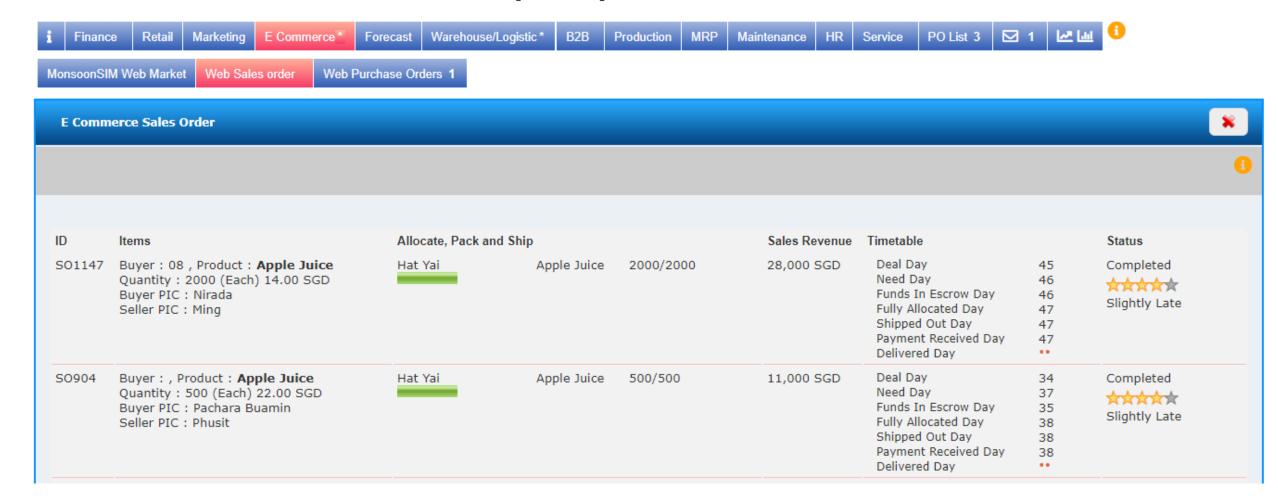
There is a simple 5-star rating controlled by the system

The rating of 0 to 5 star will be automatically assigned for the seller in the web market Rating of 0 is extremely undesirable and the rating of 5 means excellent performance

- Rating of 0 star for wrong items shipped
- Rating of 1 star for extremely late delivery
- Rating of 2 star for very late delivery
- Rating of 3 star for late delivery
- Rating of 4 star for slightly late delivery
- ■Rating of 5 star for on-time delivery
- ■The Rating is automatically assigned by the system based on the delivery date and items delivered. Neither learners nor the Facilitators are able to control the rating.



Web Sales Order (SO)





Escrow

Basic Escrow Process



MSIM Web Market is Escrow Agent.

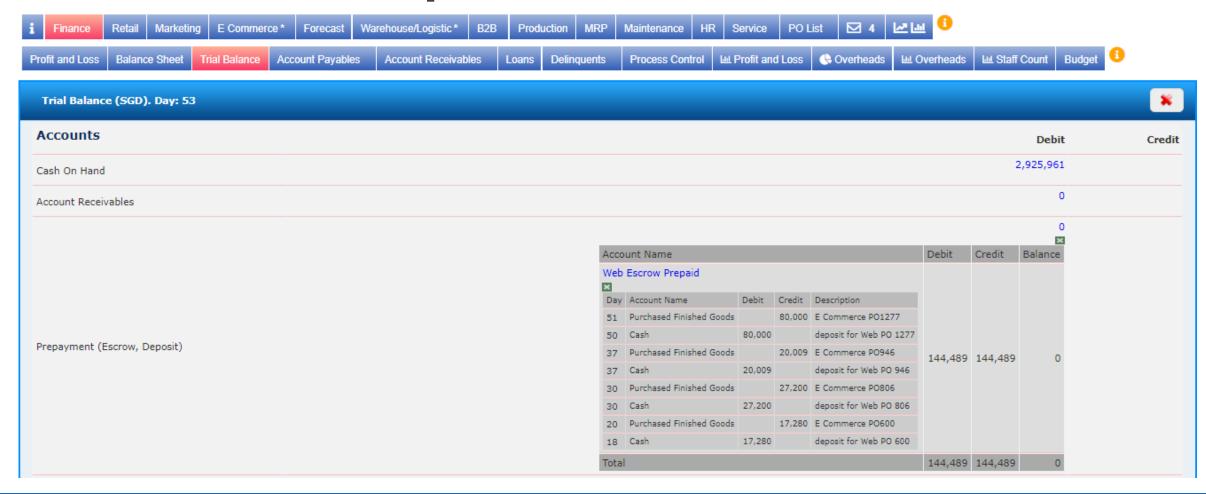
Either Buy or Sell, the money will be in fund escrow from buyer, and will pay out to seller after the shipping has completed.

Escrow period in MSIM is 3 days

https://www.quietlightbrokerage.com/buying-tips/paying-escrow



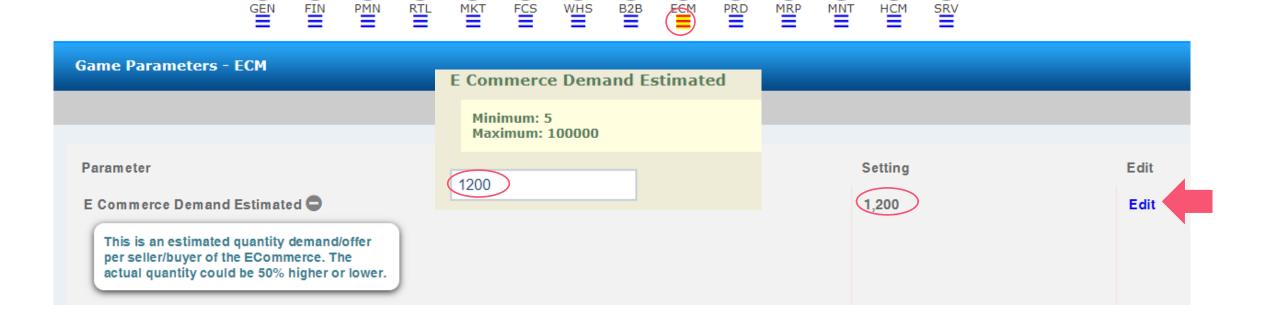
Escrow and Deposit in E-Commerce





"ECM" Game Scenario: build Pattern of Demand

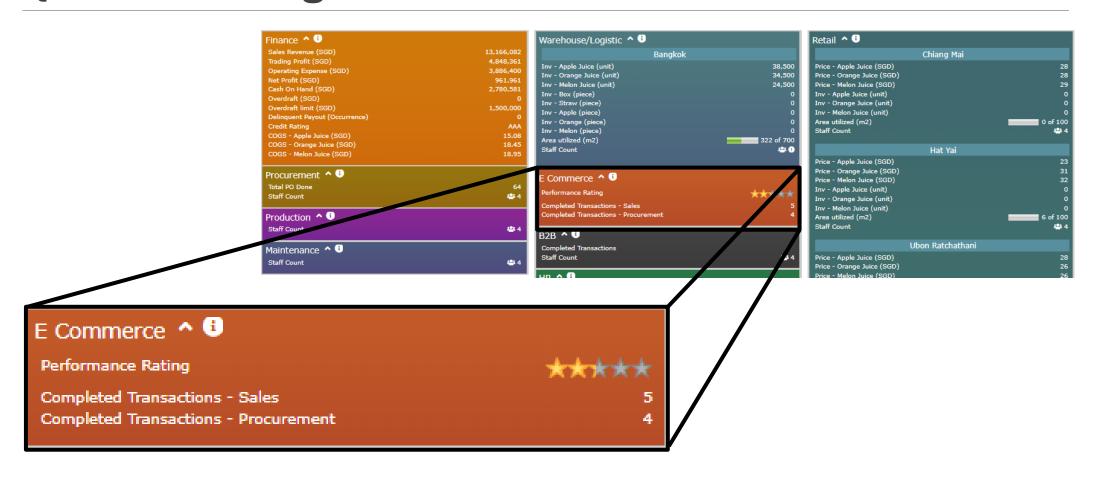
Scenario in MonsoonSIM will able to change due to changing parameter and number of modules, Integration of parameter, modules will automatically change scenario. BTW, Facilitator able to do something like below suggestion.





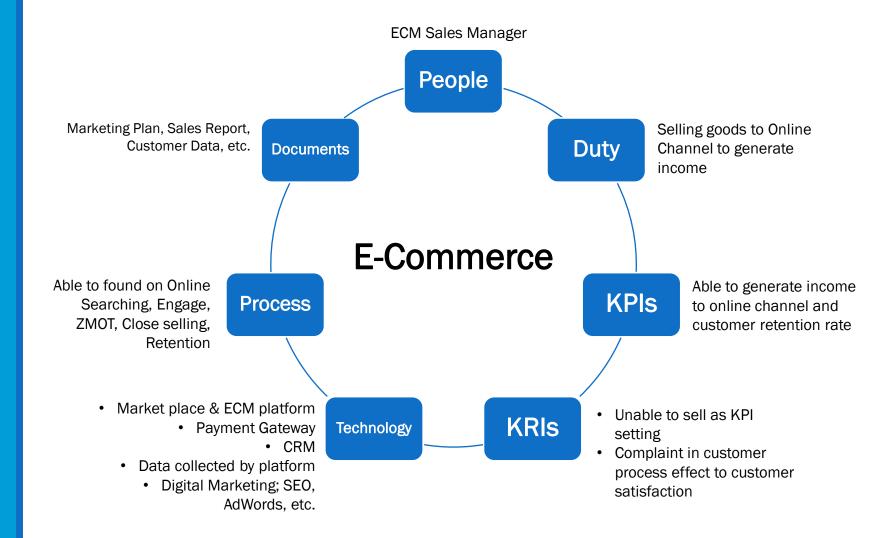


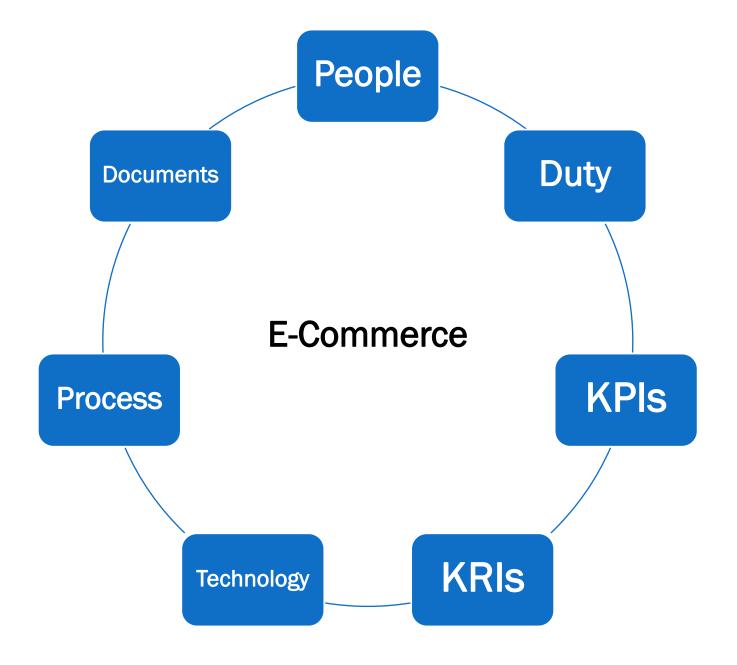
Quick monitoring & Basic Measurement in E-Commerce



ECM: Circle Knowledge of MSIM (Sample)

Note: this is basic sample in one job role "People in certain position" Learner may need to understand holistic view in each business department and link to other department to understand a whole business processes (Internal and External)











Warehouse & Logistics



Facilitator: Background of WHS Module

by Abdy Taminsyah

Warehousing is the action of storing goods that will be sold or distributed later. While a small, home-based business might be warehousing products in a spare room, basement, or garage, larger businesses typically own or rent space in a building that is specifically designed for storage.

Logistics is generally the detailed organization and implementation of a complex operation. In a general business sense, logistics is the management of the flow of things between the point of origin and the point of consumption in order to meet requirements of customers or corporations.

Read more: Warehousing https://www.shopify.com.au/encyclopedia/warehousing

In MonsoonSIM, Warehouse and Logistic are combined, and it is one of the core modules.

MonsoonSIM supports multiple levels of complexity. Learners are encouraged to start with the basic module, called Baseline model, and slowly progress to more advanced functions

Here are some of what you will learn in the MonsoonSIM Warehouse and Logistics (Baseline):

- Concept of capacity planning
- Concept of product allocation
- Concept of replenishment
- Concept of automated replenishment
- Concept of fixed and variable delivery cost
- Concept of third party shippers (deliverers)

Note: There is no pre-requisite to learning the MonsoonSIM Baseline concepts

For Facilitator ONLY



Facilitator: Background of WHS Module

by Abdy Taminsyah

In MonsoonSIM, the Warehouse and Logistics module is related to the following department (modules)

- Finance (FIN)
- Retail (RTL)
- Procurement (PMN)
- B2B / Wholesales (B2B)
- Productions (PRD)
- Human Capital Management (HCM)



Facilitator: Operating of WHS Module

by Abdy Taminsyah

The following describes the operating model of MonsoonSIM Warehouse & Logistics module [Baseline]

- •Rent for warehouse is significantly lower than rentals for the retail stores
- •Warehouse area is initially set at a much higher value than the retail stores
- Players can set automatic replenishment by using minimum stock trigger points and minimum shipment quantity
- •Warehouse will be used for the followings:
 - as storage for finished goods
 - as storage for raw materials
 - as storage for Production machines
 - as a place for stocks allocated for shipment or replenishment
 - as a place where maintenance is performed on the machines
 - as a place for the entire Production process to take place



Facilitator: Operating of WHS Module

by Abdy Taminsyah

- •All shipment are assumed provided by third party logistics companies
- No partial shipment supported
- Shipment will commence as soon as the goods are fully allocated
- •The delivery time depends on the distance between the source and destination
- •The delivery will incur both fixed and variable costs
- Delivery costs will be booked as expenses
- •The speed of product allocation for shipment will depend on the Staff Index. Hence, it is always good to keep Staff Index at 100%
- •Players can analyze the sales performance and other useful intelligences by carefully examining the information from the DTR (Data, Trend and Relationship) explorer



Multiple Warehouses

In version 8.x (Mar 2020) MonsoonSIM will support <u>multiple warehouses</u>. The learner's business plan

	KU FlapJack	KU MSz	KU groupA	KU Quarter	KU Prism	KU GLTM	the best group
1. Bangkok	150 m2	250 m2 😲	200 m2	350 m2 V	1000 m2	100 m2 😲	250 m2
2. Chiang Mai			150 m2	100 m2			50 m2 ²
3. Hat Yai		250 m2 ³			100 m2 ³		50 m2 ³
4. Nakhon Ratchasima		250 m2 4	1000 m2	500 m2	150 m2 4	2000 m2	
5. Udon Thani	1000 m2	250 m2 ⁶	100 m2 ⁵	50 m2 ⁵			
6. Surat Thani			150 m2 🥎		250 m2 🧐	50 m2	1000 m2
7. Khon Kaen		1500 m2	100 m2			50 m2	1000 m2



Warehouse and Logistic configurations

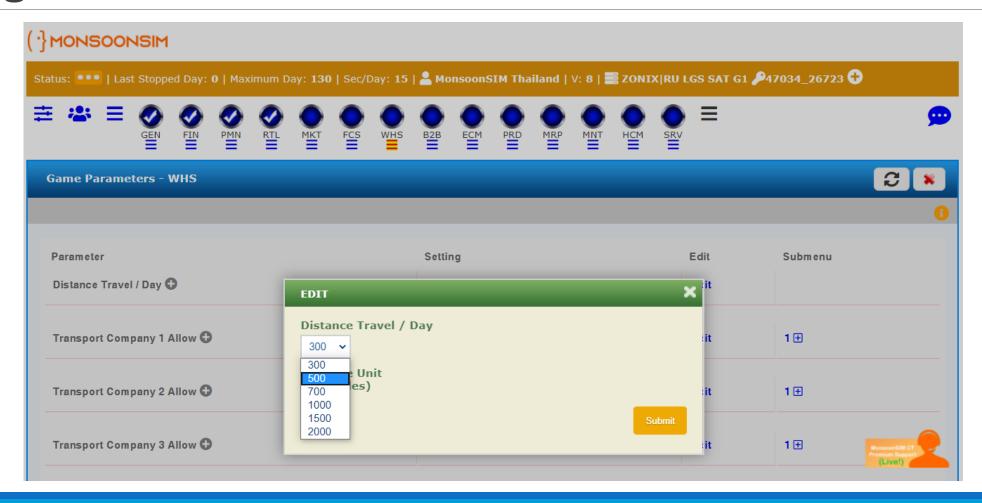
(Only changeable in WHS module)

Parameter		Setting		Edit	Submenu
Distance Travel / Day 🕒		500 Distance Unit (km/miles)		Edit	
Environmental Impact 4 🛨		0.001 kgCO2e / km		Edit	
Distance Fee Output Distance Fee Distance Fee	5 S	GD / km	Edit		
Trip Fee 🚭	5,0	00 SGD / Trip	Edit		
Ship Now Allow	Yes	o*	Edit		

Ship Now is equivalent to partial shipment. If partial shipment is allowed, then, Learners can execute Ship Now to trigger partial shipment even though stocks are not fully allocated yet.



Widely applicable to change Delivery Lead Time in Logistics





Warehouse and Logistic module configuration

standard configuration

About rental fee

- Rental fee has indicated in Location
- Rental will be charged based on per square meter per day

About capacity

- In each branch, when the game has start will have <u>1,000 m2</u>
- In each square meter (m2) able to contain 300 units of finished goods
- If you have rented 100 m2, The full capacity of finished goods in warehouse will be 1,000m2 x 300 units = 300,000 units as maximum capacity

About Penalty charge of overflow space

- The penalty charge has indicated in Location
- Penalty Charge will be charged based on per square meter per day on the overflow area only.



Warehouse and Logistic module configuration (Con't)

standard configuration

- About ability of move goods
 - Each day, track in the game can travel 500 kilometers per day
- About logistic cost
 - Fixed cost per trip is \$5,000
 - variable cost per kilometer is \$5
 - For example, If distance from Central Warehouse to Branch no.1 is 512 kilometers
 - Finished goods will be delivered to Branch no.1 by 2 days
 - The total logistic cost will be \$5,000 + (512 kilometers x \$5) = \$7,560



Supporting Clip for Learners: WHS



Warehouse & Logistics V.8:

https://www.youtube.com/watch?v=5nKd0o6K7wg



Warehouse & Logistic Module: https://goo.gl/22Qb8X

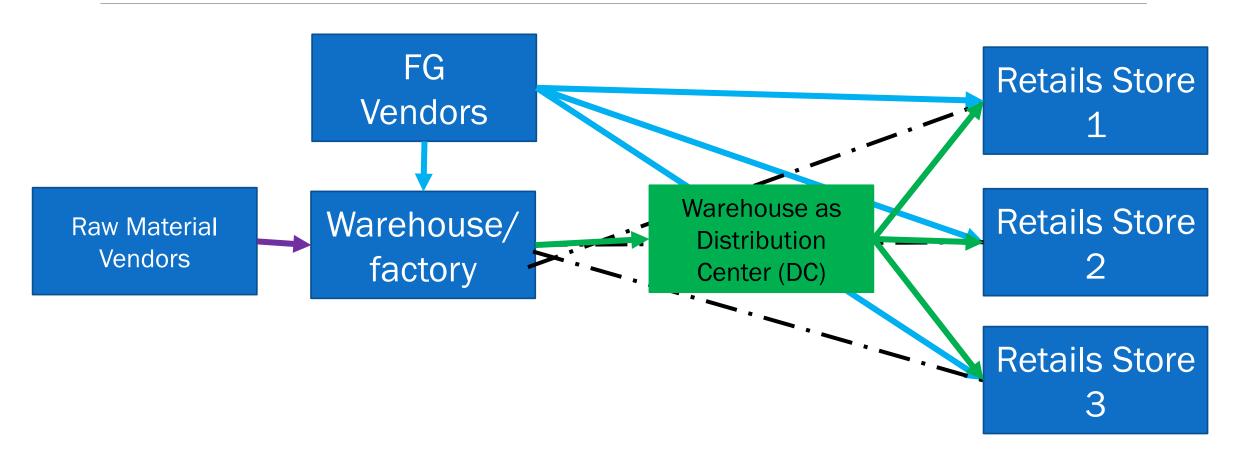


Related Terminology of Warehouse and Logistic Module

	Meaning Meaning Meaning								
Warehouse	physical area or building design for production storage Monsoon Academy								
Logistic	coordination of Production, inventory, location, timing, and transportation to achieve the best result for the company Monsoon Academy								
Stock / Inventory	The value of materials and goods held by an organization (1) to support Production (raw materials, subassemblies, work in process), (2) for support activities(repair, maintenance, consumables), or (3) for sale or customer service (merchandise, finished goods, spare parts). Read more: http://www.businessdiFacilitatorionary.com/definition/inventory.html#ixzz3kAj9r000								
Safety stock	Inventory held as buffer against mismatch between forecasted and actual consumption or demand, between expected and actual delivery time, and unforeseen emergencies. Also called reserve inventory. http://www.businessdiFacilitatorionary.com								
Delivery Order; DO	Document to show the amount / quantity of goods/material to ship from where to where. Identify who will be shipper and who will be receiver with amount, date, time. Monsoon Academy								
Replenish	To fill or make complete again; add a new stock or supply to American Heritage® Dictionary of the English Language, Fifth Edition								



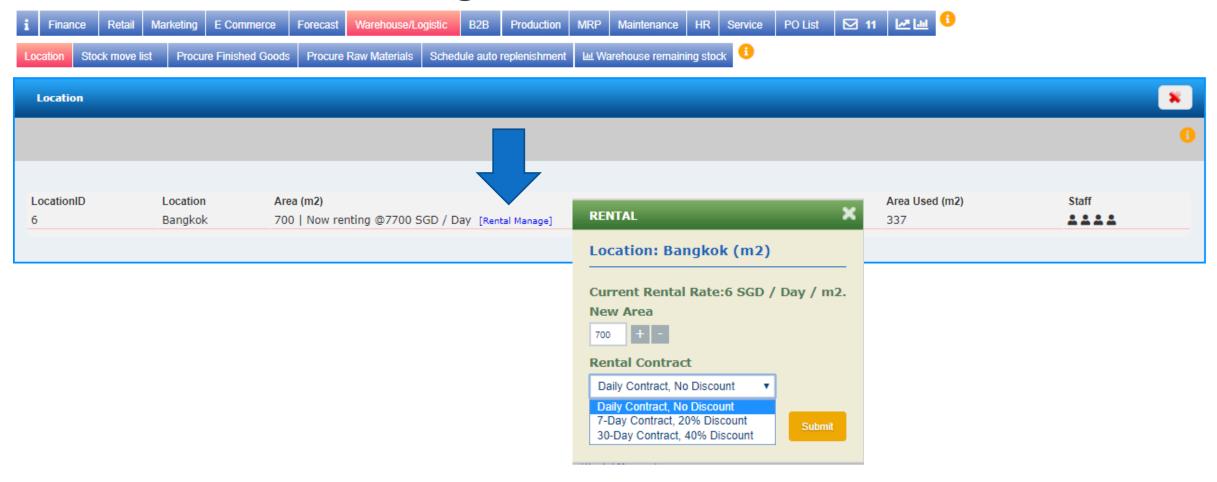
Logistics in Game





Warehouse & Logistic: Location

See details in Retail Rental Manage

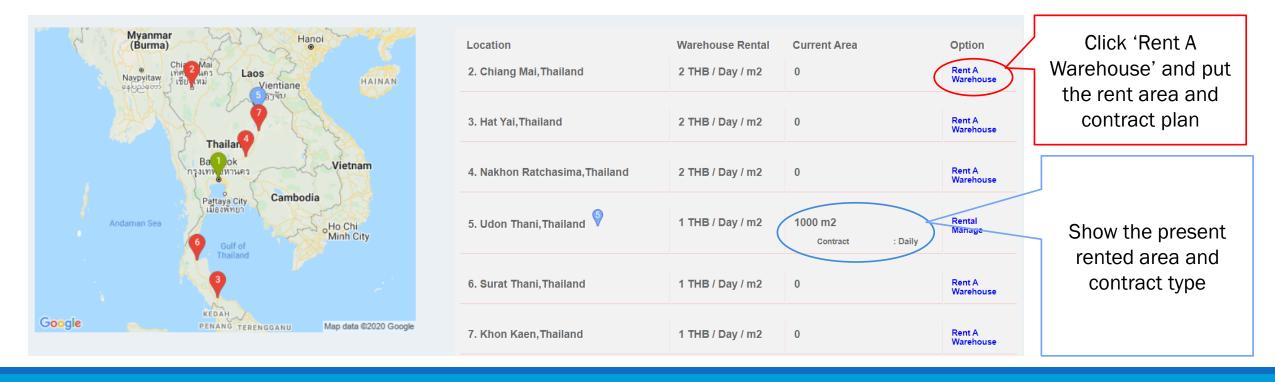




Warehouse Location



In v.8, Learner will able to choose the Location that they planned to be Warehouse; to gain ability in distribute Goods to Retail branches. In below map, the Blue point represent location which assigned to be Warehouse. If learner plan to rent which location to be warehouse., can click Rent a Warehouse, and make decision how big of warehouse.





Location and Area management

Forecast

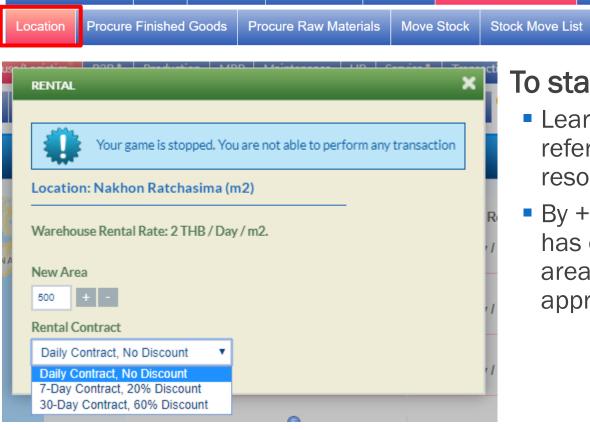
Warehouse/Logistics

B2B

Production

Schedule Auto Replenishment

MRP



Marketing

E Commerce

Retail

Finance/Reporting

To start rental a space/Change rental space

Maintenance

 Learner will make decision on how big of space to rent, by refer to market demand, Business plan and their exiting resources

HR

Service

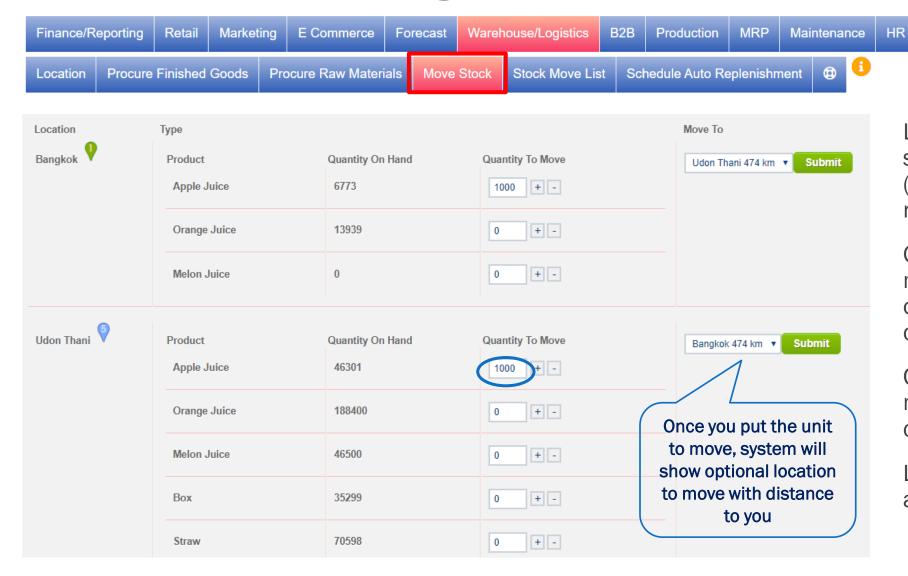
Transaction List

By + - in new area will change the size of rental, once learner has change. If no effect form previous contract. The rented area will change after Purchasing Order (PO) has been approved by next virtual day.

> More flexibility = Higher Cost Lower Cost = Limited flexibility







Learner able to manually move stock from Location to Location (R2R, W2R, R2W) by see the remain stock in that location

Transaction List

Service

 \square

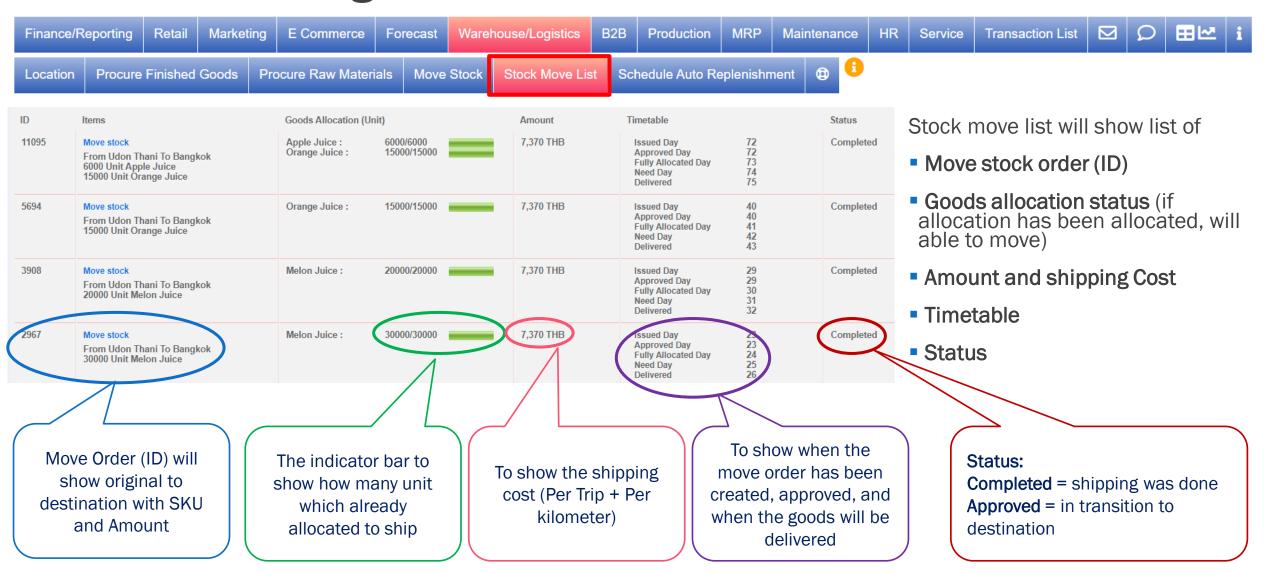
Once put the number of unit to move., The Move to will show optional location to move to with distance to you.

Click submit and approve the move order, Goods will be delivered based on distance.

Learner also can bypass the approval at Process Control also.

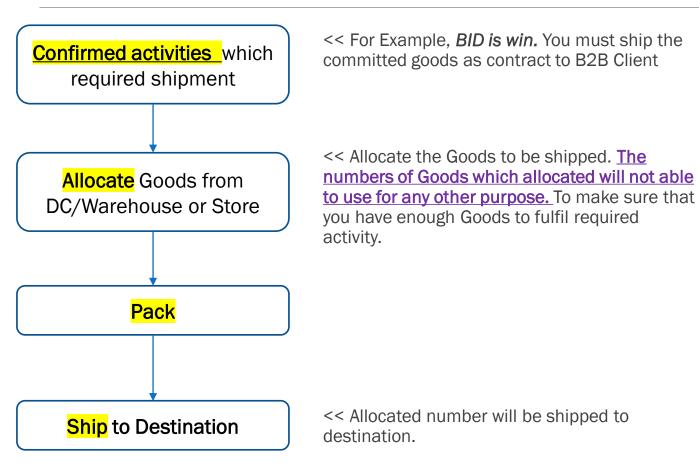


Warehouse & Logistic Stock Move List

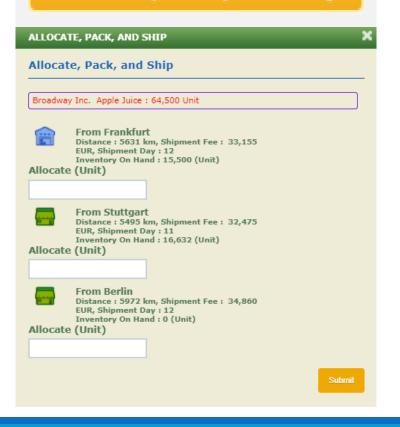




Shipment Process (ECM, B2B)



Allocate, Pack, and Ship





Ship now (Partial Shipment)

16858	Move stock From Dusseldorf To Frankfurt 19000 Unit Apple Juice 13000 Unit Orange Juice	Apple Juice : Orange Juice :	19000/19000 0/13000	5,915 EUR	Issued Day Approved Day Need Day Delivered	14 14 15	Approved Ship Now
16427	Move stock From Dusseldorf To Hamburg 12000 Unit Apple Juice 20000 Unit Orange Juice 18000 Unit Melon Juice	Apple Juice : Orange Juice : Melon Juice :	12000/12000 20000/20000 2300/18000	6,695 EUR	Issued Day Approved Day Need Day Delivered	11 11 12	Approved Ship Now

Normally, the inventory which able to move in ERP systems need to be "ALLOCATED", cause of to make sure that when moving arrive., will have enough inventory number in Procure or in Selling.

In Case of Learner has scheduled to replenish the Goods from Warehouse to Retails store. but having shortage of some Goods (Like the red box). But you need the rest of Goods which allocated partially. Learner can click the SHIP NOW to start partial shipment to reach the destination.



How Facilitator activate Ship now feature

Ship Now Allow 🔾



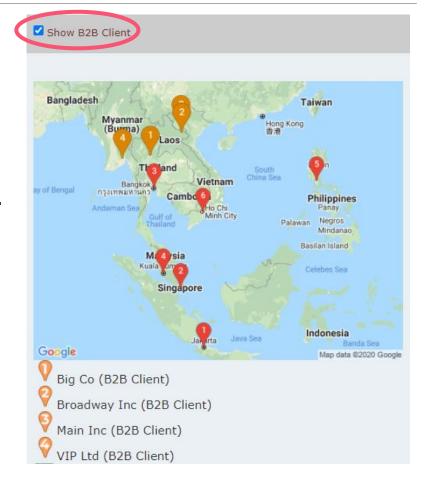
Ship now is feature under WHS module., If trainer would like to allow learner to do **PARTIAL SHIPMENT**. Trainer need are need to mark 'YES" in Ship now allow.

Yes



B2B Shipment and Planning for B2B Shipping

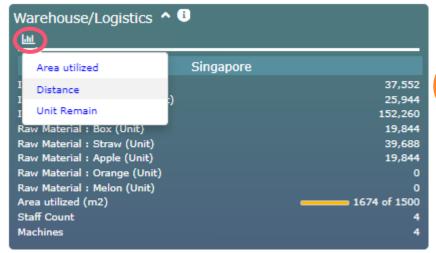
- If Trainer activated "B2B Shipment" as a learner, you would learn and plan to ship the allocated goods from any inventory sources by cater for Shipping Cost and need to plan to ship all the goods by cater Delivery Lead Time (DLT)
- The B2B customer's Location will different in any game.
- To see the B2B Customer's Location, Learner must tick on Show B2B Client in your map



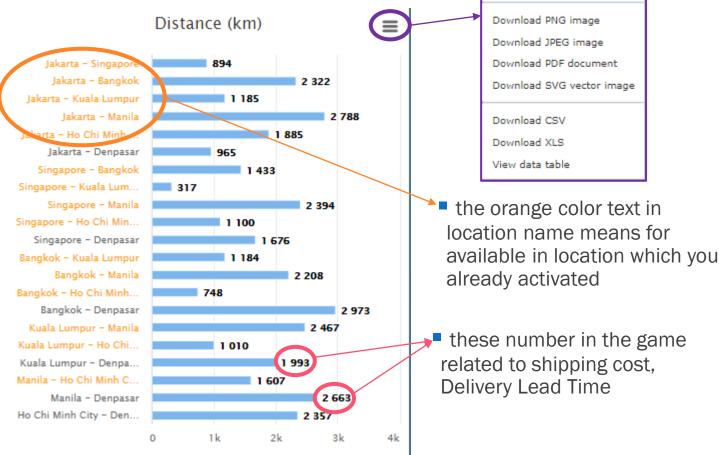


Print chart

How to know the distance between point to point in MonsoonSIM

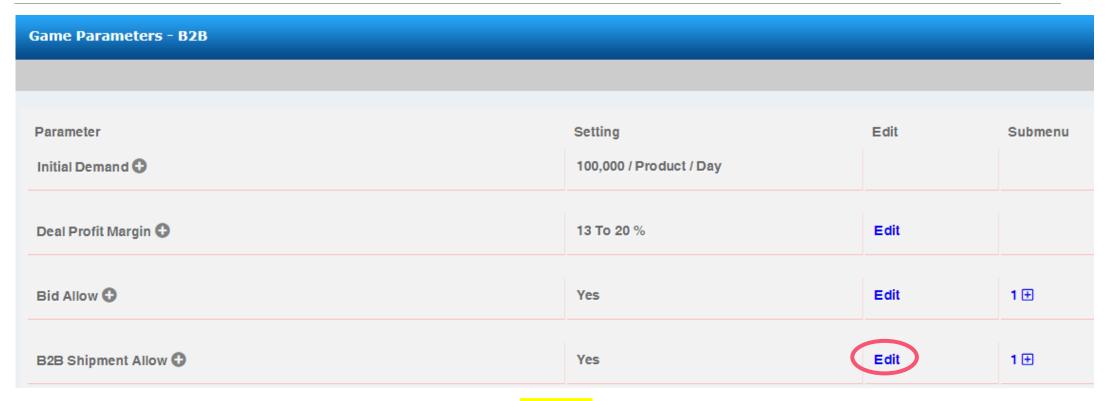


 Click on Micrograph and select "Distance" you will able to see the distance from Point to Point in the game setting. (right hand side picture)





How to activate B2B shipment



Change parameter of B2B Shipment Allow to "YES" (This feature is runtime parameter)



How to Locate B2B Client



Please choose the location of B2B Client match to your region setting. But this feature is non-runtime parameter. Facilitator must choose before initial day 0



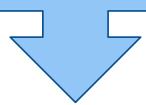
Reorder Point (ROP)





RE-ORDER POINT (BASIC)

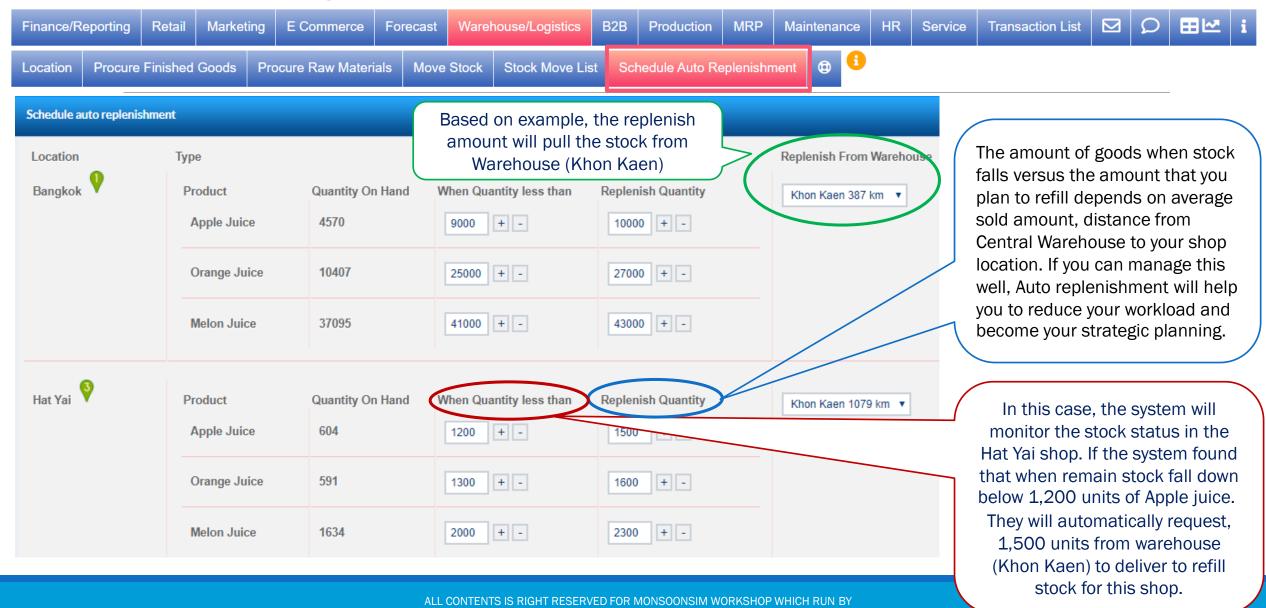
ROP = Average sales x DLT (Delivery Lead Time)



ROP = (Average usage + Safety stock) x DLT



Warehouse & Logistics: Schedule Auto Replenishment



MONSOONSIM THAILAND





Intergrade Schedule Auto Replenishment with MRP with Process Control = Automate in Procurement

Please see more details in MRP section

Process Control

to bypass the approval process in **Procurement and Logistics**

Schedule Auto Replenishment

to shorten stock checking process in Retails shop and automatic generate move list







You can bypass the approval process of shipment by using Process Control

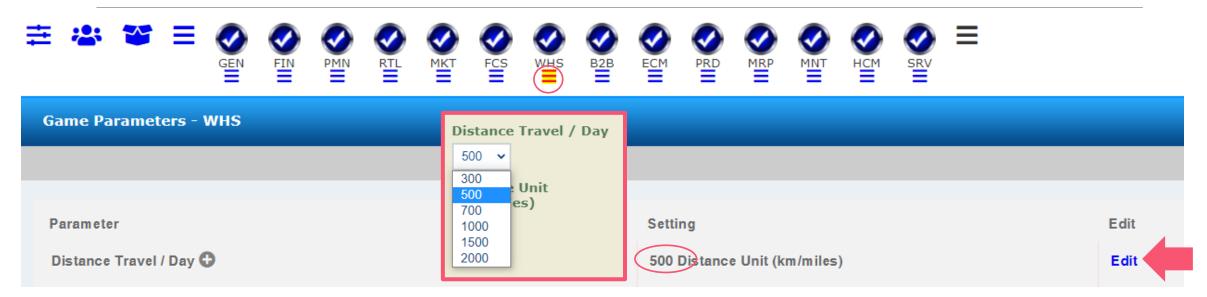
i Finance	Retail Marketin	ng E Commerce	Forecast	Warehouse/Logistic	B2B	Production	n MRP	Maintenance	HR	Service	PO List	☑ 11			
Profit and Loss	Balance Sheet	Trial Balance	Account Payable	es Account Receive	ables	Loans D	elinquents	Process Co	ntrol	Ш Profit ar	nd Loss	(Overheads	Ⅲ Overheads	₩ Staff Count	Budget
	Equipmen	t Overhaul						MNT			Neede	d			
	Raw Mate	rial Purchase						PMN			Neede	d	•		
	Finished G	Goods Purchase						PMN			Neede	d	•		
	Buy Machi	ine						PRD			Neede	d	•		
	Move Stoo	cks						WHS			Not Ne	eeded	0		
	Schedule	auto replenishm	nent					WHS			Not Ne	eded	0		

For Facilitator ONLY



"WHS" Game Scenario: Longer Delivery Lead Time

Scenario in MonsoonSIM will able to change due to changing parameter and number of modules, Integration of parameter, modules will automatically change scenario. BTW, Facilitator able to do something like below suggestion.



This is runtime parameter; Trainer able to change lead time to make game more challenge to learner

Shorter / Longer distance unit per day will create different way to manage Logistics(shipment)

For Facilitator ONLY



"WHS" Game Scenario: Shipment cost variability

Scenario in MonsoonSIM will able to change due to changing parameter and number of modules, Integration of parameter, modules will automatically change scenario. BTW, Facilitator able to do something like below suggestion.

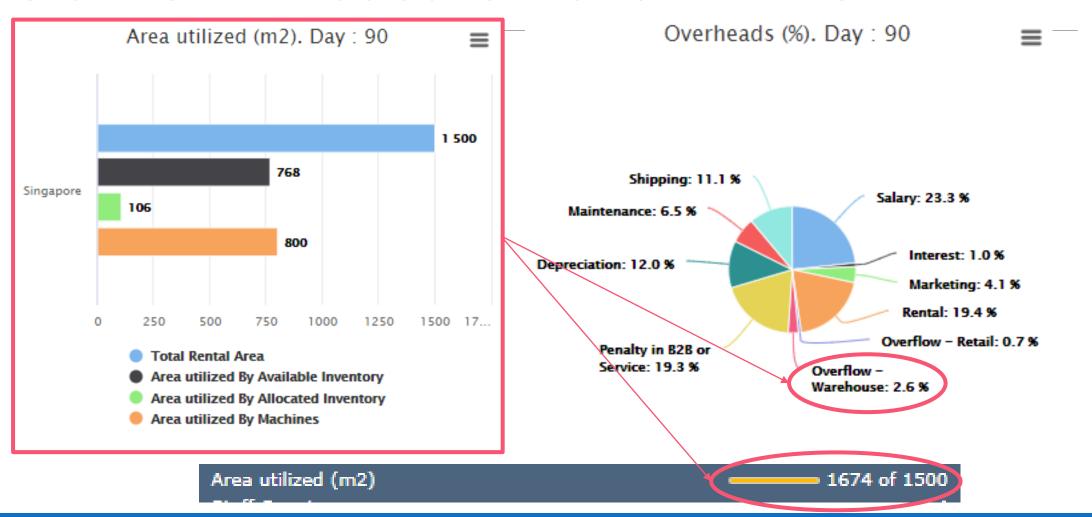


This is runtime parameter; Trainer able to change logistics cost.





Basic MSIM Measurement in WHS





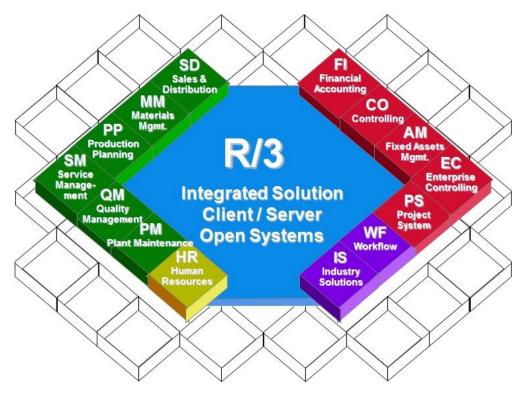
Suggested basic topics to be discussed about Warehouse & Logistic

- Compare PRO / CON for <u>use</u> and <u>not use</u> Warehouse & Logistic functions in the game? Why use or not use?
- What is the benefit of using Auto Replenishment?
- Which data and action which effect to Auto Replenishment? How?
- > Ask them to give an example of the way to calculate and set the formula of autoreplenishment?
- > Do they have only way to use auto replenishment to fulfil the stock? Why? And How?
- How many of safety stock can consider as appropriate level? How to calculate and Why?
- ➤ When do we need to transfer retails inventory back to warehouse? Why? What need to be considered?



Integrated lesson: Related business process and ERP

SAP R/3





Information Integration through EC*ERP System



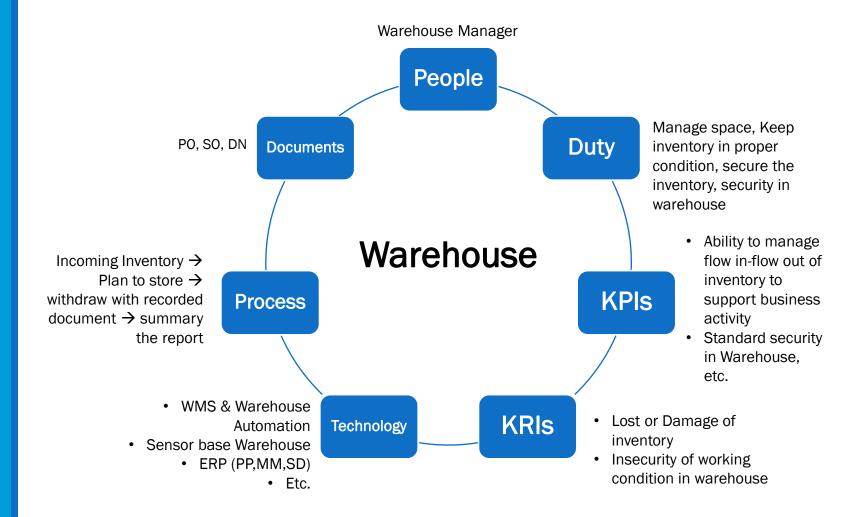
Integrated lesson:

- Logistics and Supply chain
 - with sales demands, Sales plan
 - Safety stock
 - FG in Retails, Warehouse
 - Raw materials to feed Machines
 - Utilization and Financial approach

WHS: Circle Knowledge of MSIM (Sample)

In MonsoonSIM V.8, WHS has combined multiple functions like Warehouse, Distribution Center, factory. To apply Circle knowledge of MSIM, Learners need to cover the roles in these three functions.

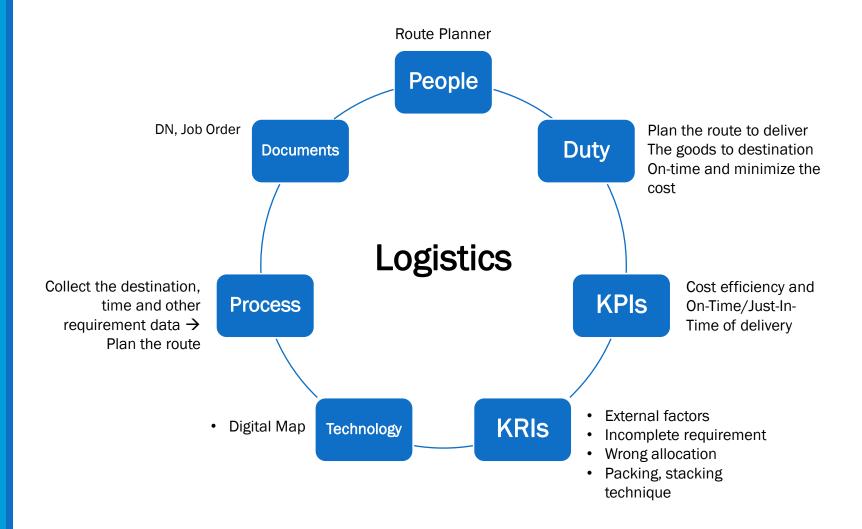
Note: this is basic sample in one job role "People in certain position" Learner may need to understand holistic view in each business department and link to other department to understand a whole business processes (Internal and External)

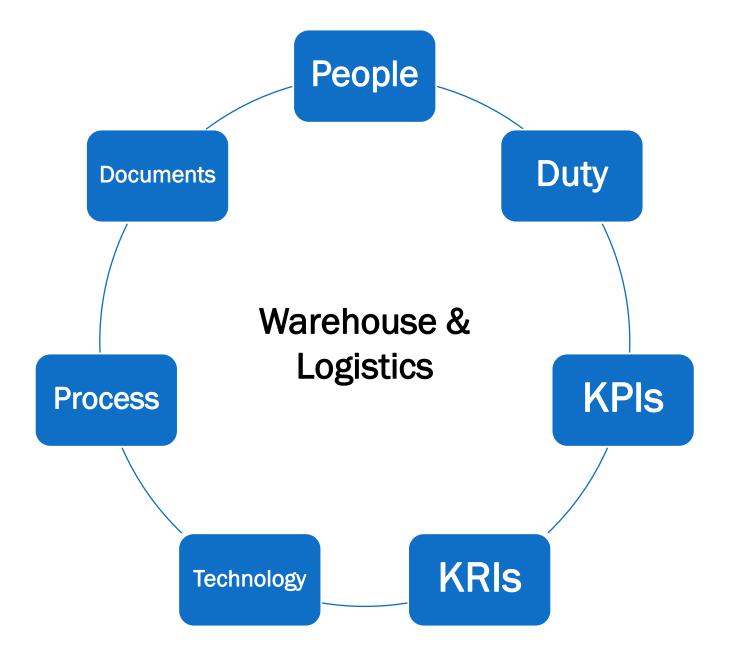


WHS: Circle Knowledge of MSIM (Sample)

In MonsoonSIM V.8, WHS has combined multiple functions like Warehouse, Distribution Center, factory. To apply Circle knowledge of MSIM, Learners need to cover the roles in these three functions.

Note: this is basic sample in one job role "People in certain position" Learner may need to understand holistic view in each business department and link to other department to understand a whole business processes (Internal and External)













B2B; Wholesales



Supporting Clip for Learners: B2B



B2B Module: https://goo.gl/22Qb8X



Facilitator: Background of B2B Module

by Abdy Taminsyah

Wholesaling (B2B) is the sale and distribution of goods to specific customer types such as those most commonly referred to as resellers. Resellers are traditionally retailers, other wholesalers or merchants who will resell the good to an end user.

Read more: Wholesaling http://www.investopedia.com/terms/w/wholesaling.asp

In MonsoonSIM, Wholesaling is also referred to as B2B (Business To Business), and it is one of the core modules.

MonsoonSIM supports multiple levels of complexity. Learners are encouraged to start with the basic module, called Baseline model, and slowly progress to more advanced functions

Here are some of what you will learn in the MonsoonSIM B2B (Baseline):

- Concept of bidding
- Concept of dealing
- Concept of Sales Order (SO)
- Concept of late penalty
- Concept of WTP (Willing To Pay) price in a bid
- Concept of productionallocation



Facilitator: Background of B2B Module

by Abdy Taminsyah

Here are some of what you will learn in the MonsoonSIM B2B (Advanced):

- Concept of Account Receivables
- Concept of customer payment terms

Note: There is no pre-requisite to learning the MonsoonSIM Baseline concepts

In MonsoonSIM, the Warehouse and Logistics module is related to the following department (modules)

- Finance (FIN)
- Warehouse & Logistics (WHS)
- Human Capital Management (HCM)

Note: There is no pre-requisite to learning the MonsoonSIM Baseline concepts



Facilitator: Operating model of B2B Module

by Abdy Taminsyah

[Baseline]

There exists a number of corporate clients

The corporate clients will seek to buy your products by announcing their desire to purchase your goods via two types of offers

- straight deal
- Bidding or Tendering

Players must compete with other teams in securing the two types of deal specified above

For a straight dealing

- it is on a first-come-first-get model
- the deal price and all other terms and conditions are all clearly specified
- striking the deal will automatically create a Sales Order (SO)
- the SO cannot be cancelled
- the SO must be fulfilled based on the delivery time specified, otherwise, late penalty shall apply



Facilitator: Operating model of B2B Module

by Abdy Taminsyah

[Baseline]

There exists a number of corporate clients

The corporate clients will seek to buy your products by announcing their desire to purchase your goods via two types of offers

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- the SO cannot be cancelled
- the SO must be fulfilled based on the delivery time specified, otherwise, late penalty shall apply



Facilitator: Operating model of B2B Module

by Abdy Taminsyah

For a bid

- teams must submit bid price before the bid announcement (open) day
- winner will be awarded based on the bidder with the lowest price
- the amount of goods required, delivery date, late penalty and other conditions are all clearly specified in the bid
- if two bidders bid for the same price, the first team to bid will be the winner
- by the Bid Open (announcement) day, the winner will be declared
- for the winner, the deal will automatically create a Sales Order (SO)
- for the losers, the deal will be considered Cancelled
- some bid requires minimum amount of bidder. In this case, if the number of bidder is below the minimum bidder level, the bid is considered Cancelled for all bidders
- an SO cannot be cancelled
- an SO must be fulfilled based on the delivery time specified, otherwise, late penalty shall apply

To fulfill the SO, teams can:

- use existing unallocated stocks
- procure (outsourced) from finished goods vendors
- procure raw materials and produce
- make a stock move by shipping from retail stores back to the warehouse



Facilitator: Operating model of B2B Module

by Abdy Taminsyah

- Goods will be allocated as soon as there are available un-allocated stock
- No partial delivery is supported
- Shipment will occur as soon as all products for sales are fully allocated
- Shipment will always come from warehouse; if stocks are required to be pulled from retail stores to fulfill an SO, the stocks must first be moved from the retail stores to warehouse for allocation
- Staff Index affects the effectiveness of stock allocation. Hence, it is important to keep our staff index at 100% at all times.
- Players can analyze the sales performance and other useful intelligences by carefully examining the information from the DTR (Data, Trend and Relationship) explorer

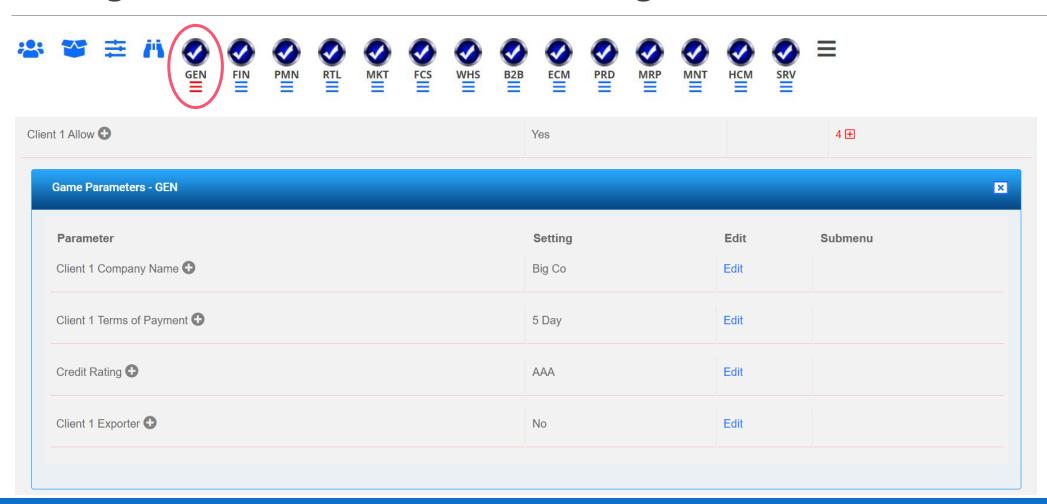
[Advanced]

- Payment from a B2B deal depends on the terms of payment specified in the offer
- Once delivered, an Account Receivables are automatically triggered in the Accounting
- When payment date is due, client will pay and the Account Receivables will be reversed



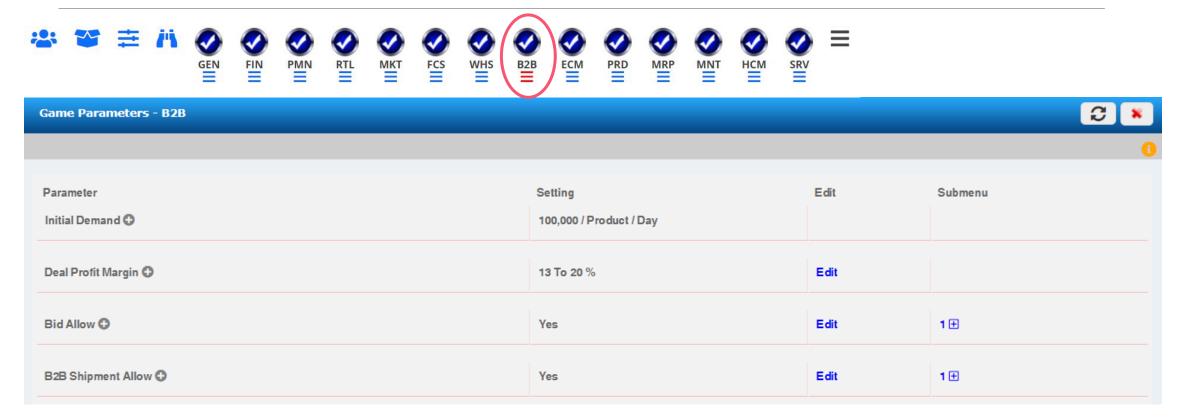
B2B Client configurations

to config B2B Client details and behavior: In the game have 4 B2B customers





B2B module configuration





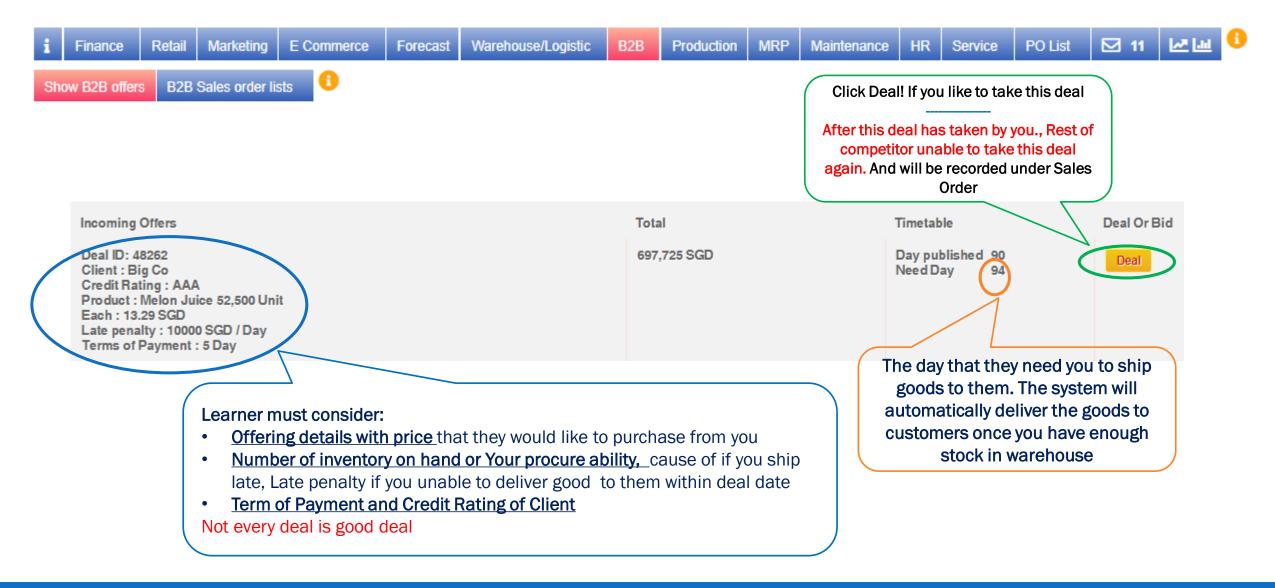
Related Terminology of B2B Module

	Meaning Meaning Meaning		
Wholesales	The sale of goods in large quantities		
B2B	If business that sells goods to the business called <u>"B2B"</u> Opposed to business sells to customer call "B2C" MonsoonSIM Thailand		
A seller-generated <u>document that authorizes sale of the specified item(s)</u> , issued after receipt of a custo <u>purchase order.</u> A sales order usually implies that there will be no additional labor or material cost incurr sale, except where it is used to initiate a Production process. http://www.businessdiFacilitatorionary.com			



B2B Module: DEAL





B2B Module: BID



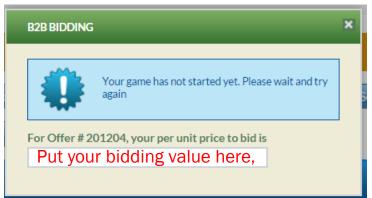


The details about Bidding: You are need to considers

- Number of Bidder
- Price to bud will have enough Margin or not
- Number of Inventory on hands, or your procurement's ability
- Term of Payment / Credit Rating of Client

The details about bidding Lead Time:

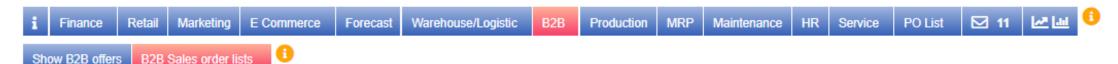
- Bid Result day. For those who offer lowest price will win this BID
- Need Day, The day that you are need to ship all the goods to

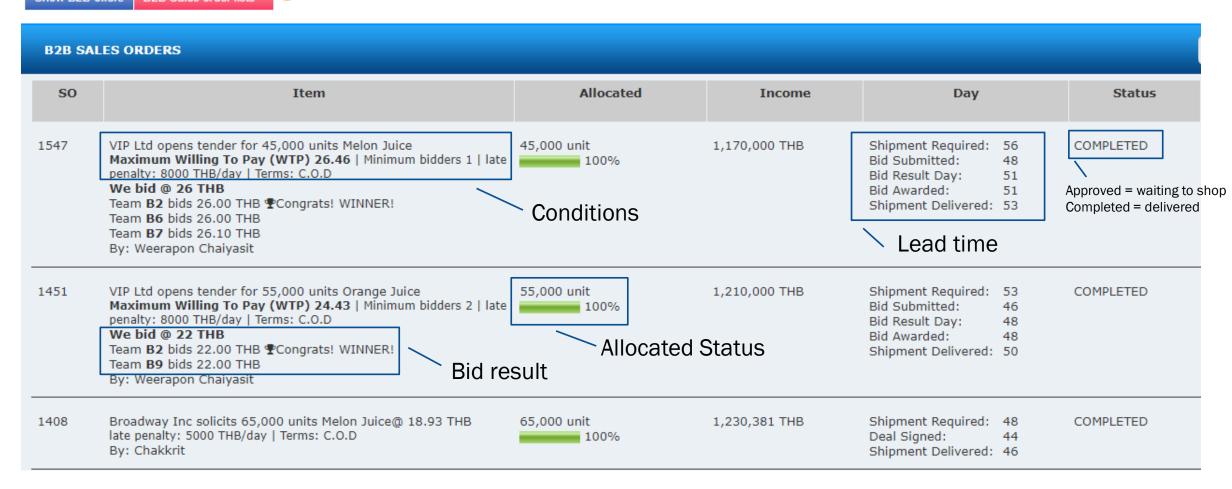


Make sure that the number is lesser than Maximum id price allow



B2B Module: Sales order lists







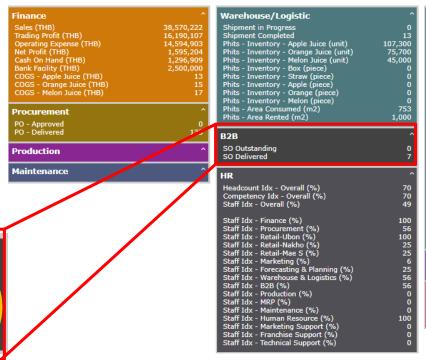
Quick monitoring; B2B

This info will inform you:

- How many Sales Order which already committed to customer
- How many Sales Order that you already delivered

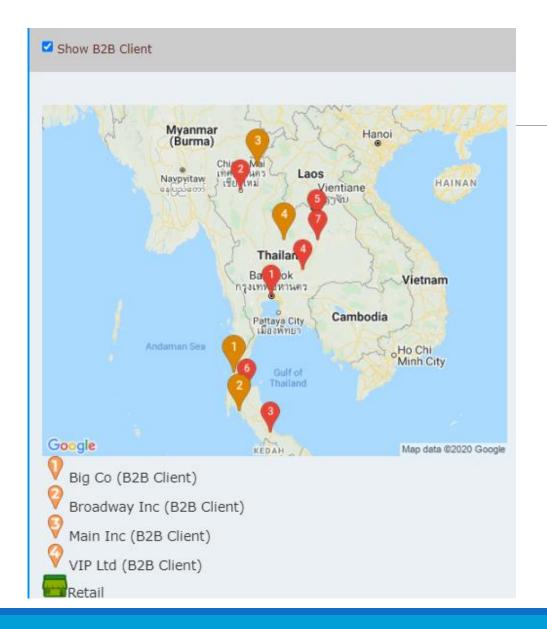
For this case, You have two outstanding sales order, and your delivering is zero. Seem than you may have late penalty. If you haven't solve this ASAP





Retail	^
Ubon - Price - Apple Juice (THB)	30
Ubon - Price - Orange Juice (THB)	30
Ubon - Price - Melon Juice (THB)	32
Ubon - Inventory - Apple Juice (unit)	31,030
Ubon - Inventory - Orange Juice (unit)	3,514
Ubon - Inventory - Melon Juice (unit)	558
Ubon - Area Consumed (m2)	116
Ubon - Area Rented (m2)	150
Nakho - Price - Apple Juice (THB)	27
Nakho - Price - Orange Juice (THB)	27
Nakho - Price - Melon Juice (THB)	31
Nakho - Inventory - Apple Juice (unit)	0
Nakho - Inventory - Orange Juice (unit)	792
Nakho - Inventory - Melon Juice (unit)	416
Nakho - Area Consumed (m2)	4
Nakho - Area Rented (m2)	300
Mae S - Price - Apple Juice (THB)	29
Mae S - Price - Orange Juice (THB)	25
Mae S - Price - Melon Juice (THB)	29
Mae S - Inventory - Apple Juice (unit)	0
Mae S - Inventory - Orange Juice (unit)	0
Mae S - Inventory - Melon Juice (unit)	0
Mae S - Area Consumed (m2)	0
Mae S - Area Rented (m2)	150
	^
Marketing	^
Marketing Investment	495000
Service	^
Service Call Missed	0
Service Work In Progress	·
Service deal handled (Occurance)	0
oci vice acai nanaica (occarance)	





B2B Client Location

This is optional feature, If Facilitator would like to lets learner to plan for shipping to B2B with Lead time and Cost of logistics.

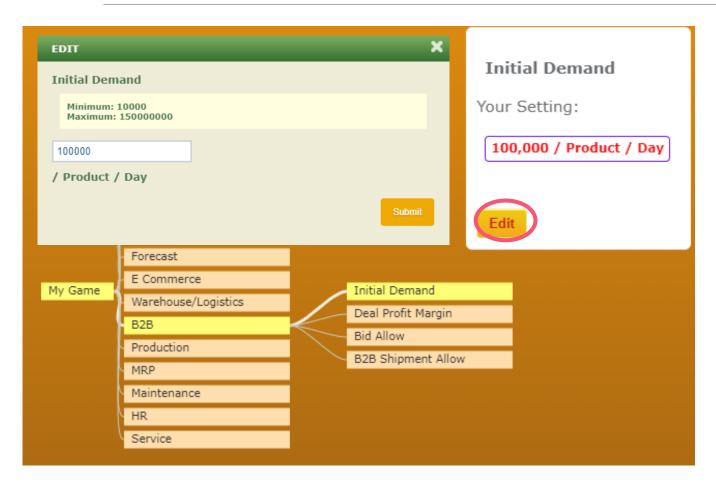
The new map will show the location of B2B Client when Facilitator activate the B2B shipment allow. If this feature not activated. The shipment cost will not occur and assume that Good will be delivery when fully allocated.

Note: This feature under B2B setting → activated B2B Shipment allow to be YES



"B2B" Game Scenario: B2B Demand Setting

Scenario in MonsoonSIM will able to change due to changing parameter and number of modules, Integration of parameter, modules will automatically change scenario. BTW, Facilitator able to do something like below suggestion.



In MonsoonSIM Game, the way that algorithm generate the B2B offer based on

Initial B2B Demand

Number of B2B Clients + Game algorithm

For example: 100,000/4 by average will be at least 25,000 units per B2B Client per Product.

BTW, game algorithm will put the "weight" for daily initial B2B demand per products match to B2B forecast.

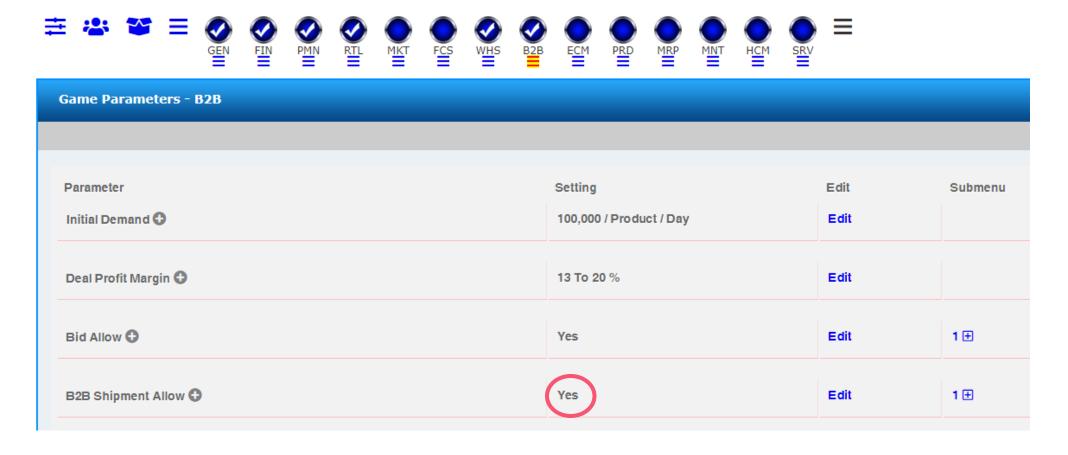
If Trainer would like to push learner to Produce/Procure, the initial B2B demand should be raise up.

If Trainer would like them to be focused on other marker., Lower down the initial B2B demand



"B2B" Game Scenario: B2B shipment allow

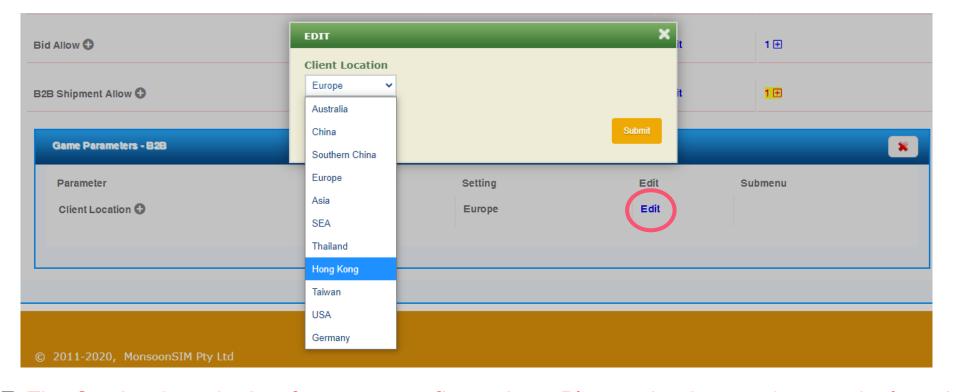
Scenario in MonsoonSIM will able to change due to changing parameter and number of modules, Integration of parameter, modules will automatically change scenario. BTW, Facilitator able to do something like below suggestion.





"B2B" Game Scenario: B2B shipment allow

Scenario in MonsoonSIM will able to change due to changing parameter and number of modules, Integration of parameter, modules will automatically change scenario. BTW, Facilitator able to do something like below suggestion.

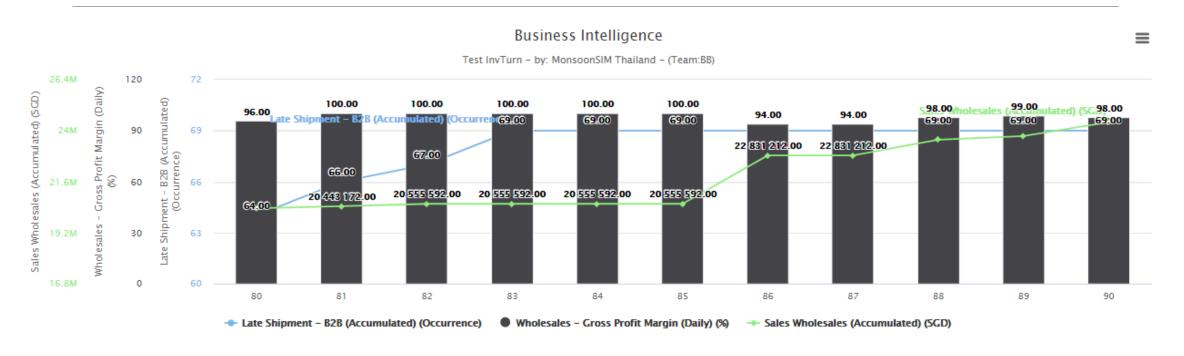


NOTE: The Setting has design for every configuration., Please do choose the nearby location of B2B Cause of the shipping will align on ability to travel vs distance in WHS module.





BI measurement in B2B



Example: a relation between B2B late shipment, Gross Profit Margin & B2B Sales Revenue



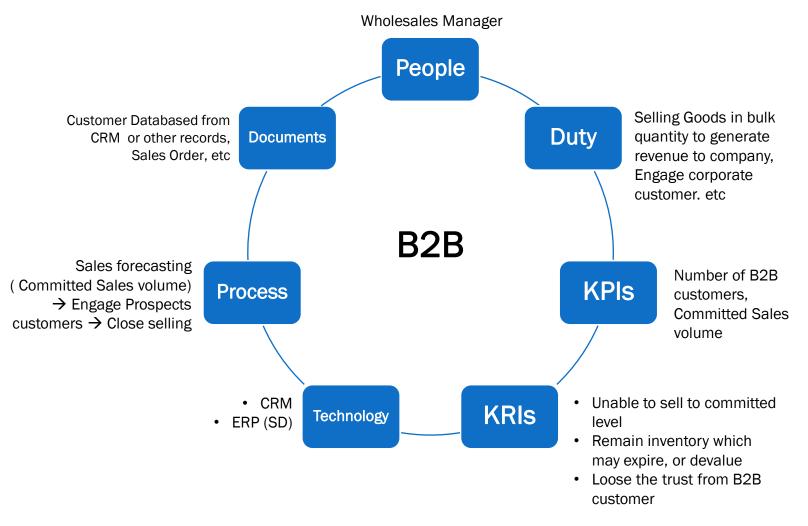
Suggested basic topics to be discussed about B2B

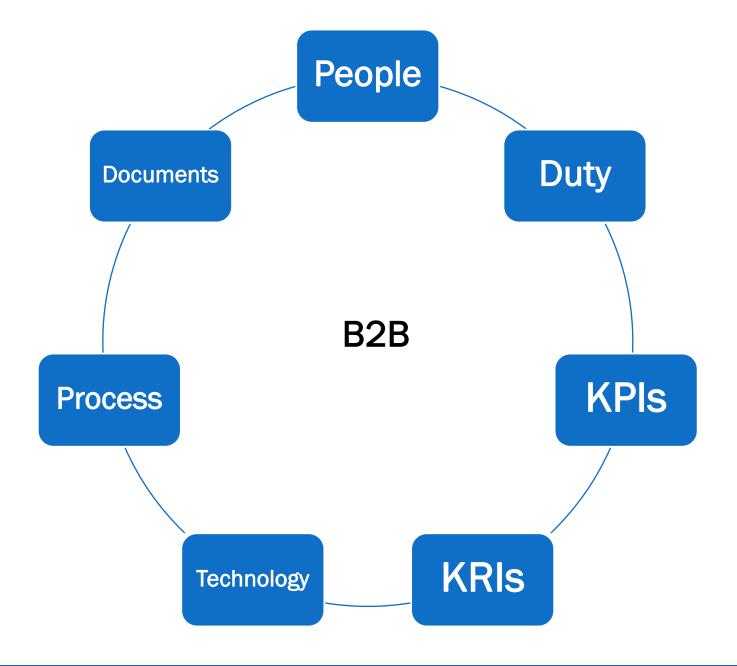
- ➤ How learner handle the deal/bid vs Stock?
- > What is criteria that they decide to take or not take the offering?
- How they can shorten the decision-making process in their team?
- Do they hear about Lean Management? How they going to apply this?
- > How they measure the deal/bid is quality deal/bid?
- What are the effect of short of stock or excess inventory in
 - CRM perspective
 - Financial situation

B2B: Circle Knowledge of MSIM (Sample)



Note: this is basic sample in one job role "People in certain position" Learner may need to understand holistic view in each business department and link to other department to understand a whole business processes (Internal and External)









Production



Supporting Clip for Learners: Production



Production Module Part 1: https://goo.gl/EV5gSq



Production Module Part 2: https://goo.gl/78ts7p



Facilitator: Background of Production Module

by Abdy Taminsyah

The processes and methods used to transform tangible inputs (raw materials, semi-finished goods, subassemblies) and intangible inputs (ideas, information, knowledge) into goods or services.

Read more: http://www.businessdiFacilitatorionary.com/definition/Production.html

In MonsoonSIM, Production is focused on the transformation of raw materials into finished goods. It is one of the core MonsoonSIM modules.

MonsoonSIM supports multiple levels of complexity. Learners are encouraged to start with the basic module, called Baseline model, and slowly progress to more advanced functions

Here are some of what you will learn in the MonsoonSIM Production (Baseline):

- Concept of Bill of Materials (BOM)
- Concept of BOM structures
- Concept of Production machines
- Concept of asset depreciation
- Concept of Production capacity

Note: There is no pre-requisite to learning the MonsoonSIM Baseline concepts



Facilitator: Background of Production Module

by Abdy Taminsyah

In MonsoonSIM, the Production module is related to the following department (modules)

- Finance (FIN)
- Procurement (PMN)
- Warehouse & Logistics (WHS)
- MRP (MRP)
- Maintenance (MNT)
- Human Capital Management (HCM)



Facilitator: Operating Model of Production Module

by Abdy Taminsyah

The following describes the operating model of MonsoonSIM Production module

[Baseline]

Production requires machine(s)

- There are few types of Production machine to choose from
- Each Production machine comes with limited capacity
- Capacity is expressed in terms of Per Product Per Day
- Production will happen as soon as enough raw materials are available
- The components of raw materials required to make one production are defined in the Bill of Materials (BOM) structure
- Finished goods produced are automatically stored in the warehouse
- Production machines need to be maintained, otherwise, machine degradation will occur
- Machine degradation will result in lower Production capacity
- Production machine will be depreciated based on straight line model
- Machine can also be disposed of
- When the machine is disposed of on, proper bookkeeping of the asset disposal can be explored in the Accounting
- The priority of products to be produced can be defined
- Staff Index affects the effectiveness of stock Production. Hence, it is important to keep our staff index at 100% at all times.
- Players can analyze the sales performance and other useful intelligence by carefully examining the information from the DTR (Data, Trend, and Relationship) explorer

MonsoonSIM Thailand Business Simulation & Gamilication

Production configurations

Note: If you want to change name of product/raw material please go to GEN

♣ ★ ★	FIN PMN RTL MKT FCS WHS B2B ECM PRD N	MRP MNT HCM SRV	
Parameter		Setting	Edit Submenu
Product 1 Bill of Material 😷	BOM; Bill of Materials	1 Box (Unit) 2 Straw (Unit) 1 Apple (Unit)	
Product 2 Bill of Material 🛨		1 Box (Unit) 2 Straw (Unit) 1 Orange (Unit)	
Product 3 Bill of Material 🛨		1 Box (Unit) 2 Straw (Unit) 1 Melon (Unit)	
Equipment 1 Allow 🛨		Yes	Edit 11 ±
Equipment 2 Allow 🕀	Machine Configurations	Yes	Edit 11 ⊞
Equipment 3 Allow 😷		No	Edit 11 ⊞

MonsoonSIM Thailand Business Simulation & Gamification

Production configurations

Note: If you want to change name of product/raw material please go to GEN

	GEN FIN PMN RTL MKT FCS WHS B2B	ECM PRD MRP MNT HCM	SRV —	
Product 1 Allow 🛨		Yes	Edit	5 ±
Product 2 Allow 🛨	Product 1-3 are Finished Goods	Yes	Edit	5 ±
Product 3 Allow 🛨		Yes	Edit	5 ⊕
Product 4 Allow 🛨	Product 4-5 are common parts The part which use for every finished	Yes	Edit	4 ±
Product 5 Allow 🛨	goods. In MonsoonSIM standard config are Box and Straw	Yes	Edit	4 ±
Product 6 Allow 🛨	Product 6-8 are specific parts which use for one certain product.	Yes	Edit	4 ±
Product 7 Allow 🛨	In MonsoonSIM standard config are Apple, Orange and Melon	Yes	Edit	4 ±
Product 8 Allow 🛨		Yes	Edit	4 ±



Production module configuration

standard configuration

- Each machine will cost \$300,000
- Production capacity per machine is <u>10,000 units per day</u>

Straw is Product no.5. It is ridiculous that one box but having 2 straws in standard configurations. Personally, I will change it to Label. Which more make sense.

About BOM; Bill Of Materials

	Вох	Fruit	Straw
Apple Juice	1	1 x Apple	2
Orange Juice	1	1 x Orange	2
Melon Juice	1	1 x Melon	2

- The machine will automatically produce once RAW materials are ready in the warehouse
- The machine will able to set the priority of Production by user, If no prioritize setup machine will automatically based on available RAW materials which match to BOM





Tips: BOM setting

To change BOM will change learner's experiences on Procure process.

To change Production BOM; Bill of material. Please see in Production Module

Product 1 BOM	Product 2 BOM	Product 3 BOM
---------------	---------------	---------------

Your value: Your value: Your value:

1	unit of Box	1 unit of Box	1 unit of Box	
2	unit of Straw	2 unit of Straw	2 unit of Straw	
1	unit of Apple	1 unit of Orange	1 unit of Melon	j
				-

 After learner keen on And understand about BOM BOM can be change like 1,2,1 1,2,3 1,2,2 which Learner will force to learn About ERP

For Facilitator ONLY



How to change Production BOM





- Production Bill or Materials (BOM) is <u>NON-RUNTIME</u> parameter. Trainer must set it before initialize day 0 data
- In config-tree, please choose Production
 >> Production X Bill of Material >>
 Choose EDIT and change

For Facilitator ONLY



How to change FG/RM Name and Details (1)

In MonsoonSIM, Trainer able to change <u>Product name</u> and <u>Raw Material name</u>. To be noted that your changing product name must match to Raw material name if you are plan to provide learner different experiences from default Configuration.



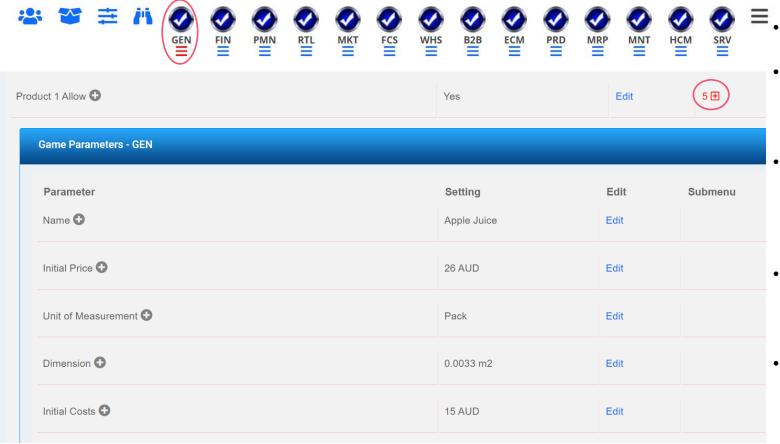
Trainer able to change Product's name (Finished Goods; FG) and Raw Material; RW Name

- This setting is non-runtime parameter., must set before initialize day 0 data
- Unger GEN module, You will see Product 1 – 8 and able to change Name, Initial Price, Unit of measurement, Dimensions, and Initial Cost



How to change FG/RM Name and Details (2)

In MonsoonSIM, Trainer able to change <u>Product name</u> and <u>Raw Material name</u>. To be noted that your changing production name must match to Raw material name if you are plan to provide learner different experiences from default Configuration.



Name; should be match in FG/RM

- Initial Price; If you want to make it more competitive and challenge. Maybe lower the initial price to make margin is smaller
- Initial Cost; Same concepts as change Initial Price but change it higher cost
 - Make sure that this changing related to each RAW Materials cost
- **Dimension:** To change this dimension parameter, calculation will be incurred and related to capacity per area in the game.
- Unit of Measurement; Please choose the proper unit related to your products/raw material

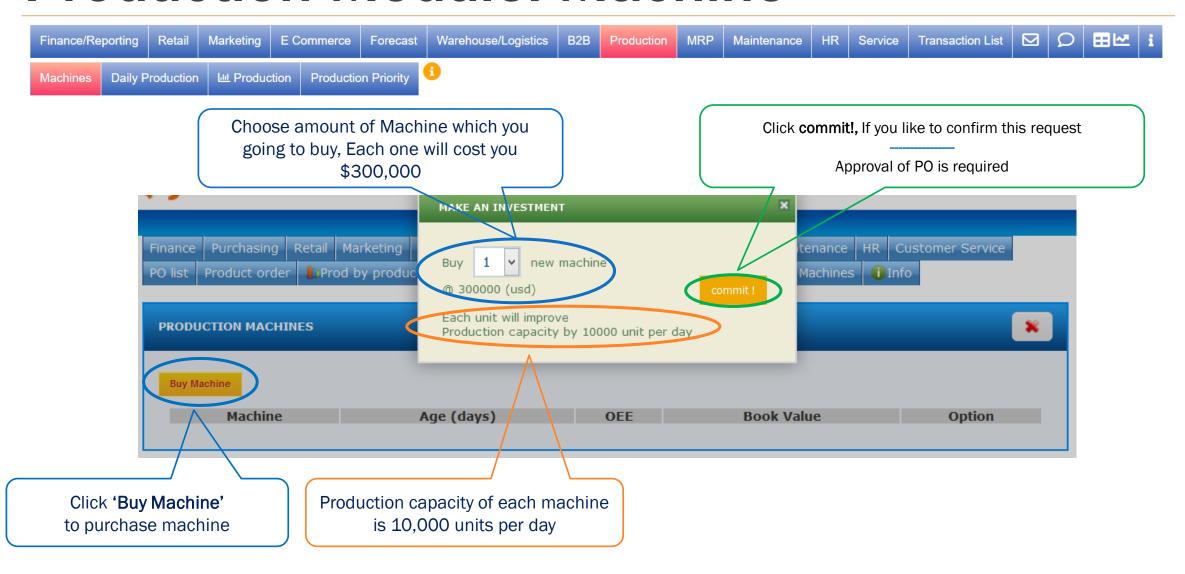


Related Terminology of Production Module

	Meaning Meaning	
Production	The processes and methods used to transform tangible inputs (raw materials, semi-finished goods, subassemblies) and intangible inputs (ideas, information, knowledge) into goods or services. Resources are used in this process to create an output that is suitable for use or has exchange value. http://www.businessdiFacilitatorionary.com	
ВОМ	 Bill Of Materials; BOM Production 1) A list of all raw materials, parts to complete Production. Normal term 2) A list of materials required by a contractor to complete a contract, or by a supplier or vendor to complete an order. 	
OEE	Overall Equipment Efficiency; OEE hierarchy of metrics developed by Seiichi Nakajima[1] in the 1960s to evaluate how efficiency of a manufacturing operation is utilized. https://en.wikipedia.org/wiki/Overall_equipment_effectiveness	
Depreciation May know: Amortization	 A decrease or loss in value, as because of age, wear, or market conditions. Accounting An allowance made for a loss in value of property. American Heritage® Dictionary of the English Language, Fifth Edition 	



Production Module: Machine



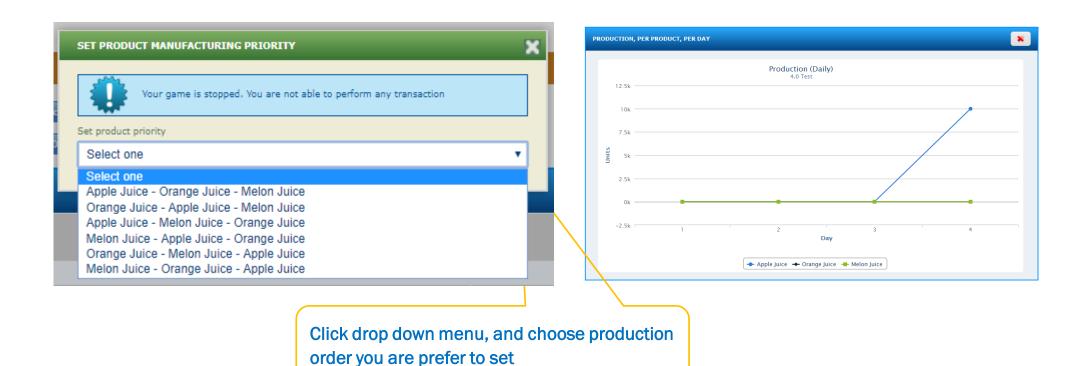


MonsoonSIM Provide 3 Type of Machine with different COST & Capacity

	Machines Serie 1	Machines Serie 2	Machines Serie 3
activated	Yes	No	No
Capacity (Per unit per day)	10,000	6,000	15,000
Cost of Machine	300,000	200,000	400,000
Machine Floor Space (m ²); cost per day	200;	150;	300;
	\$2,000	\$1,500	\$3,000
Staff Require per Machine	3	4	2
APQ Breakdown	65%	70%	75%
Overhaul Day (day)	3	4	3
Overhaul Fee	\$40,000	\$50,000	\$50,000
Depreciation period	60 days	60 days	60 days
Depreciation period	Avg 5,000	Avg 3,334	Avg 6,667

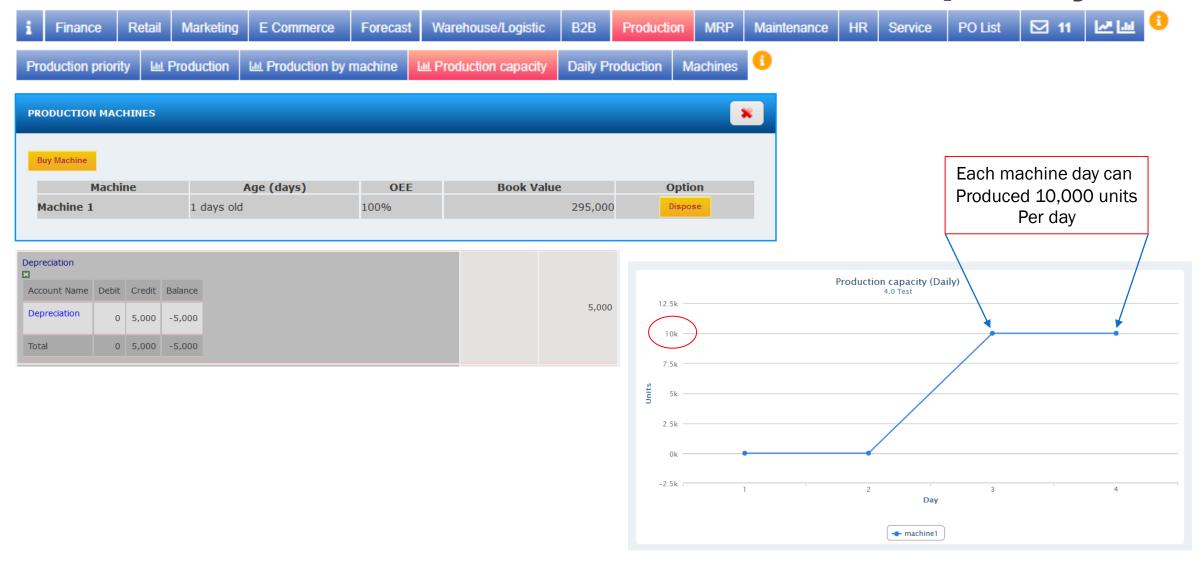


How to monitoring your Production





Production Module: Production Capacity





Production Module: Daily Production

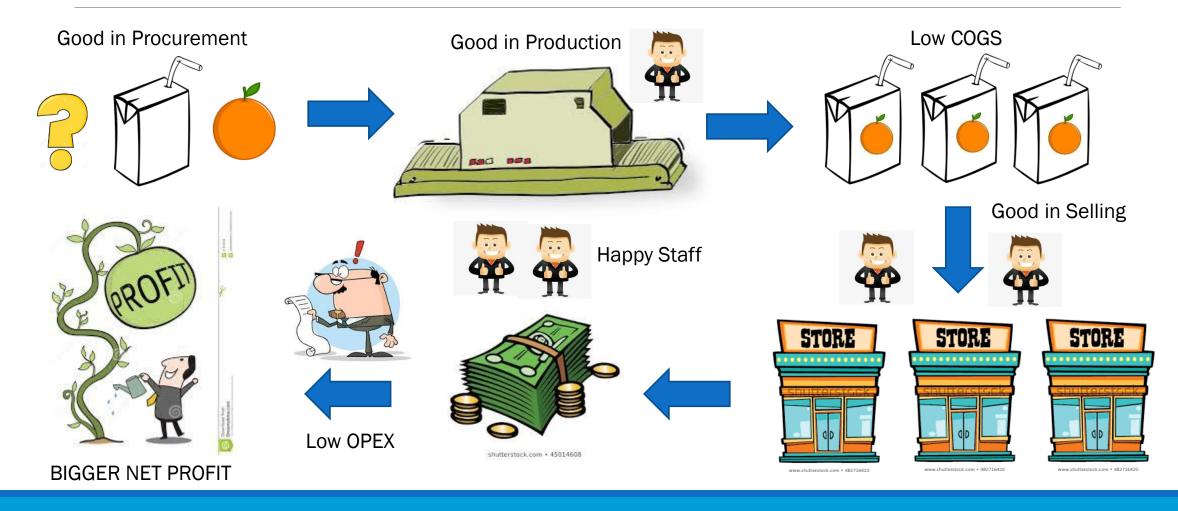


Daily Production is show how Machine produced in which Finished Goods on Which day by Which Machine In what quantity. Learner will need to re-look into this info or related graph to see how your Machine has been utilized. What is the cause of non-utilization. How to solve this problem





If you Machine has been utilized well, You can lower the COGS and Gain Wider Margin, and hopefully if OPEX is low = Net Profit will higher





Quick monitoring; Production

Finance

Sales (THB) 22,247,683 Trading Profit (THB) 8,409,915 Operating Expense (THB) 3,957,844 Net Profit (THB) 4,452,071 Cash On Hand (THB) 1.453.079 COGS - Apple Juice (THB) COGS - Orange Juice (THB) COGS - Melon Juice (THB). **Procurement** PO - Approved PO - Delivered 130 Production Machine1 Capacity 9,880 Machine2 Capacity 9,880 Maintenance Machine1 OEE 99% - Gear - Power supply - Engine Machine2 OEF

١	Warehouse/Logistic	^
ı	Shipment in Progress	0
ı	Shipment Completed	10
ı	Phits - Inventory - Apple Juice (unit)	60,300
ı	Phits - Inventory - Orange Juice (unit)	54,700
ı	Phits - Inventory - Melon Juice (unit)	67,000
ı	Phits - Inventory - Box (piece)	140,000
ı	Phits - Inventory - Straw (piece)	40,000
ı	Phits - Inventory - Apple (piece)	0
ı	Phits - Inventory - Orange (piece)	40,000
ı	Phits - Inventory - Melon (piece)	20,000
ı	Phits - Area Consumed (m2)	1,057
ı	Phits - Area Rented (m2)	1,000
	B2B	^
1	SO Outstanding	0
Ш	SO Delivered	2
ı	30 Delivered	2
	HR	^
	HR Headcount Idx - Overall (%)	100
		100 100
	Headcount Idx - Overall (%)	
	Headcount Idx - Overall (%) Competency Idx - Overall (%) Staff Idx - Overall (%)	100 100
	Headcount Idx - Overall (%) Competency Idx - Overall (%) Staff Idx - Overall (%) Staff Idx - Finance (%)	100 100
	Headcount Idx - Overall (%) Competency Idx - Overall (%) Staff Idx - Overall (%) Staff Idx - Finance (%) Staff Idx - Procurement (%)	100 100 100 100
	Headcount Idx - Overall (%) Competency Idx - Overall (%) Staff Idx - Overall (%) Staff Idx - Finance (%) Staff Idx - Procurement (%) Staff Idx - Retail-Ubon (%)	100 100 100 100 100
	Headcount Idx - Overall (%) Competency Idx - Overall (%) Staff Idx - Overall (%) Staff Idx - Finance (%) Staff Idx - Procurement (%) Staff Idx - Retail-Ubon (%) Staff Idx - Retail-Nakho (%)	100 100 100 100 100 100 100
	Headcount Idx - Overall (%) Competency Idx - Overall (%) Staff Idx - Overall (%) Staff Idx - Finance (%) Staff Idx - Procurement (%) Staff Idx - Retail-Ubon (%) Staff Idx - Retail-Nakho (%) Staff Idx - Retail-Mae S (%)	100 100 100 100 100 100 100
	Headcount Idx - Overall (%) Competency Idx - Overall (%) Staff Idx - Overall (%) Staff Idx - Finance (%) Staff Idx - Procurement (%) Staff Idx - Retail-Ubon (%) Staff Idx - Retail-Nakho (%) Staff Idx - Retail-Mae S (%) Staff Idx - Marketing (%)	100 100 100 100 100 100 100
	Headcount Idx - Overall (%) Competency Idx - Overall (%) Staff Idx - Overall (%) Staff Idx - Finance (%) Staff Idx - Procurement (%) Staff Idx - Retail-Ubon (%) Staff Idx - Retail-Nakho (%) Staff Idx - Retail-Nakho (%) Staff Idx - Retail-Mae S (%) Staff Idx - Marketing (%) Staff Idx - Forecasting & Planning (%)	100 100 100 100 100 100 100 100
	Headcount Idx - Overall (%) Competency Idx - Overall (%) Staff Idx - Overall (%) Staff Idx - Finance (%) Staff Idx - Procurement (%) Staff Idx - Retail-Ubon (%) Staff Idx - Retail-Nakho (%) Staff Idx - Retail-Mae S (%) Staff Idx - Marketing (%)	100 100 100 100 100 100 100 100 100
	Headcount Idx - Overall (%) Competency Idx - Overall (%) Staff Idx - Overall (%) Staff Idx - Finance (%) Staff Idx - Procurement (%) Staff Idx - Retail-Ubon (%) Staff Idx - Retail-Nakho (%) Staff Idx - Retail-Mae S (%) Staff Idx - Marketing (%) Staff Idx - Forecasting & Planning (%) Staff Idx - Warehouse & Logistics (%) Staff Idx - B2B (%)	100 100 100 100 100 100 100 100 100 100
	Headcount Idx - Overall (%) Competency Idx - Overall (%) Staff Idx - Overall (%) Staff Idx - Finance (%) Staff Idx - Procurement (%) Staff Idx - Retail-Ubon (%) Staff Idx - Retail-Nakho (%) Staff Idx - Retail-Mae S (%) Staff Idx - Marketing (%) Staff Idx - Forecasting & Planning (%) Staff Idx - Warehouse & Logistics (%)	100 100 100 100 100 100 100 100 100 100

100 100

100

100

Retail	^
Ubon - Price - Apple Juice (THB)	25
Ubon - Price - Orange Juice (THB)	25
Ubon - Price - Melon Juice (THB)	26
Ubon - Inventory - Apple Juice (unit)	28,870
Ubon - Inventory - Orange Juice (unit)	26,977
Ubon - Inventory - Melon Juice (unit)	20,642
Ubon - Area Consumed (m2)	252
Ubon - Area Rented (m2)	350
Nakho - Price - Apple Juice (THB)	25
Nakho - Price - Orange Juice (THB)	26
Nakho - Price - Melon Juice (THB)	23
Nakho - Inventory - Apple Juice (unit)	18,978
Nakho - Inventory - Orange Juice (unit)	17,258
Nakho - Inventory - Melon Juice (unit)	14,751
Nakho - Area Consumed (m2)	169
Nakho - Area Rented (m2)	200
Mae S - Price - Apple Juice (THB)	25
Mae S - Price - Orange Juice (THB)	23
Mae S - Price - Melon Juice (THB)	24
Mae S - Inventory - Apple Juice (unit)	29,880
Mae S - Inventory - Orange Juice (unit)	30,903
Mae S - Inventory - Melon Juice (unit)	15,259
Mae S - Area Consumed (m2)	251
Mae S - Area Rented (m2)	350
Marketing	^
Marketing Investment	6000
Service	^
Service Call Missed	0
Service Work In Progress	ŏ
Service deal handled (Occurance)	ŏ
Del 1100 deal Harrarea (Occurance)	

This info will inform you:

Production may help you to reduce

If co-operate with B2B selling and

reduce more and will make more

good Procurement, cost will

cost.

margin to you

- How many machine you have
- How many active machine which operates
- Production capacity of each machine

Staff Idx - Maintenance (%)

Staff Idx - Human Resource (%)

Staff Idx - Marketing Support (%) Staff Idx - Franchise Support (%)

Staff Idx - Technical Support (%)

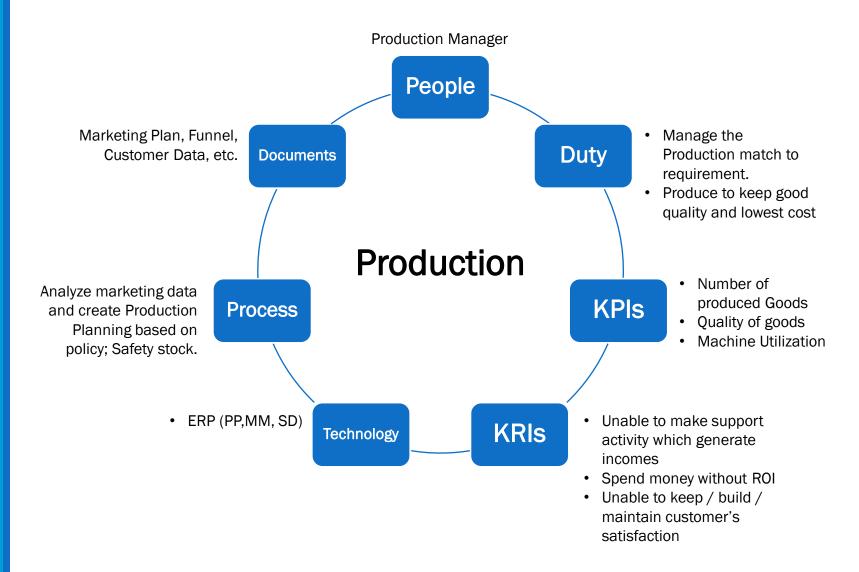


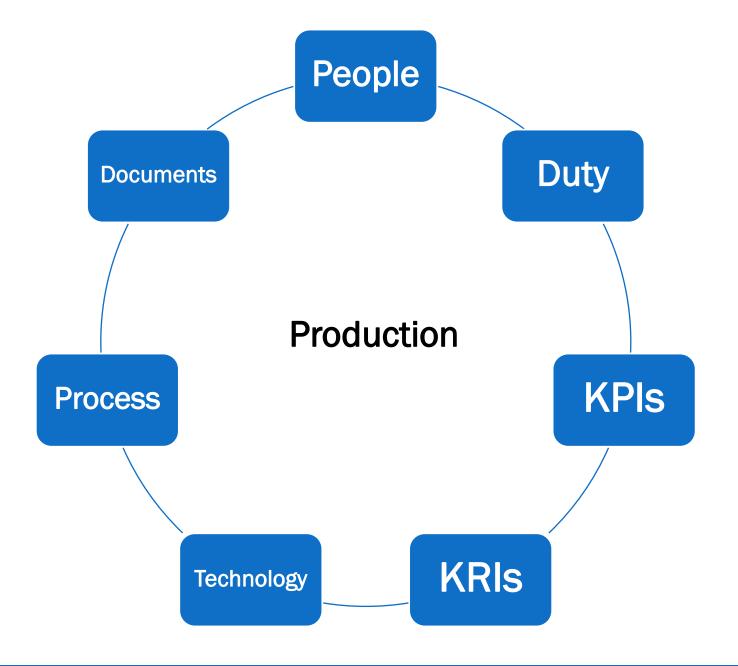
Suggested basic topics to be discussed about Production

- ➤ How to keep OEE as 100%? What is factors to keep this ratio? And How?
- > What is criteria to plan for Production order? How?
- Do they need to have as much as machine? Why?
- In the reality which depreciation period is longer than game, Do the Enterprise selling machine after book value is zero? Why?
- > Why & How effective Production is important in a whole supply chain?
- discuss about an effect of Production to other department

PRD: Circle Knowledge of MSIM (Sample)

Note: this is basic sample in one job role "People in certain position" Learner may need to understand holistic view in each business department and link to other department to understand a whole business processes (Internal and External)









MRP; Material Requirement Planning Manufacturing Resource Planning

To be noted that MRP in MonsoonSIM only cater for B2B Sales order for calculation.

But in this slide, We do cover B2B and B2C for practice calculation for learner.

BTW in the game MRP will calculate by working with B2C demand when schedule auto replenishment is working



Supporting Clip for Learners: MRP



MRP Module Part 1: https://goo.gl/hvSRgc



MRP Module Part 2: https://goo.gl/fSvwgt



Facilitator: Background of MRP Module

by Abdy Taminsyah

Material requirements planning (MRP) is a Production planning, scheduling, and inventory control system used to manage manufacturing processes.

An MRP system is intended to simultaneously meet three Objectives:

- Ensure materials are available for Production and products are available for delivery to customers.
- Maintain the lowest possible material and production levels in store
- Plan manufacturing activities, delivery schedules and purchasing activities.

Read more: https://en.wikipedia.org/wiki/Material_requirements_planning

In MonsoonSIM, MRP is one of the core modules. In this case, MRP is responsible for helping teams to

- create purchase orders based on demands, ensuring enough materials and goods are available for delivery
- to maintain lowest possible materials and goods in warehouse



Facilitator: Background of MRP Module

by Abdy Taminsyah

MonsoonSIM supports multiple levels of complexity. Learners are encouraged to start with the basic module, called Baseline model, and slowly progress to more advanced functions

Here are what you will learn in the MonsoonSIM MRP (Baseline):

- Concept of Bill of Materials
- Concept of materials and goods requisition planning based on demands
- Concept of percentage of Production vs outsourcing affect the outcome of the MRP
- Concept of buffer stock or minimum stock level

In MonsoonSIM, the MRP module is related to the following department (modules)

- Production (PRD)
- Procurement (PMN)
- Human Resources Management (HCM)

Note: There is no pre-requisite to learning the MonsoonSIM Baseline concepts

For Facilitator ONLY



Facilitator: Operating Model of MRP Module

by Abdy Taminsyah

The following describes the operating model of MonsoonSIM MRP module

[Baseline]

MRP will generate Purchase Requisitions (PR) based on the shortfall of the products or raw materials by calculating the current demand and the current supply.

Demand is calculated based on:

- Outgoing shipment to retail stores committed
- Sales Orders committed
- Buffer stock settings

Supply is calculated based on:

- Stock on hand
- Raw materials on hand
- Purchase Orders committed
- Incoming shipment from retail stores

The MRP will determine how many finished goods to purchase or how many raw materials to purchase depending on the setting of the percentage of stock to be produced vs outsourced

Every time MRP is executed, all pending Purchase Requisitions (unapproved PO) will be canceled



Related Terminology of MRP Module

	Meaning Meaning
MRP	 Material Requirements Planning (MRP) is a Production planning, scheduling, and inventory control system used to manage manufacturing processes. Most MRP systems are software-based, while it is possible to conduct MRP by hand as well. An MRP system is intended to simultaneously meet three Objectives: Ensure materials are available for Production and products are available for delivery to customers. Maintain the lowest possible material and production levels in store = Depends on minimum stock that you plan Plan manufacturing activities, delivery schedules and purchasing activities. https://en.wikipedia.org/wiki/Material_requirements_planning
MRP (method)	manufacturing resource planning (MRP II) is defined as a <u>method</u> for the effective planning of all resources of a manufacturing company. Ideally, it addresses operational planning in units, financial planning, and has a simulation capability to answer " <u>what-if</u> " questions and extension of closed-loop <u>MRP</u> . This is not exclusively a <u>software</u> functions, but the management of people skills, requiring a dedication to <u>database</u> accuracy, and sufficient computer resources. It is a total company management concept for using human and company https://en.wikipedia.org/wiki/manufacturing_resource_planning



Five Brothers & Sisters of ERP



Information Integration through EC*ERP System



Question: When MRP can be run and having suggested number to procure more goods/materials? (Paramintara)

- A) Demand = Supply
- B) Demand > Supply
- C) Supply > Demand
- D) Integration with other policies
- E) A+D
- F) B+D
- G) C+D
- H) E+F+G
- I) None of Above



Rules of MRP Calculation

1) Demand must greater than Supply after integration with any policies (like safety stock) when do calculation

2) MRP will calculate on that point of time, Changing period of time and Policy will have different suggest number



SUPPLY Greater than DEMAND = OVER SUPPLY, OVER STOCK

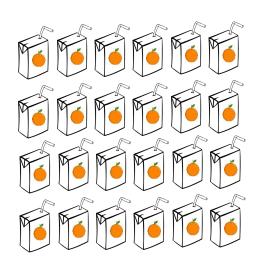
SUPPLY

DEMAND

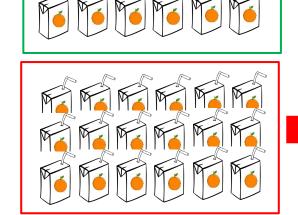


If Supply over Demand = Waste >= Over Stock → MRP will not calculated

Procure more than customer's requirement







Waste = Excess
Low Cash on Hand
Put more Promotion, Try to
Turn inventory to Cash
Pay more for Rental and Penalty



"We're overstocked."

Offer lower Price → Less Margin
→ Loss Profit → Business run down



If Supply over Demand = Waste >= Over Stock → MRP will not calculated

Procure RM more than Production's Capacity



Waste = Excess

Low Cash on Hand

Pay more for Rental and Penalty If RM has expired, Waste money

Procure RM not match to BOM



DEMAND Greater than SUPPLY Shortage of stock = Nothing to use / Sells

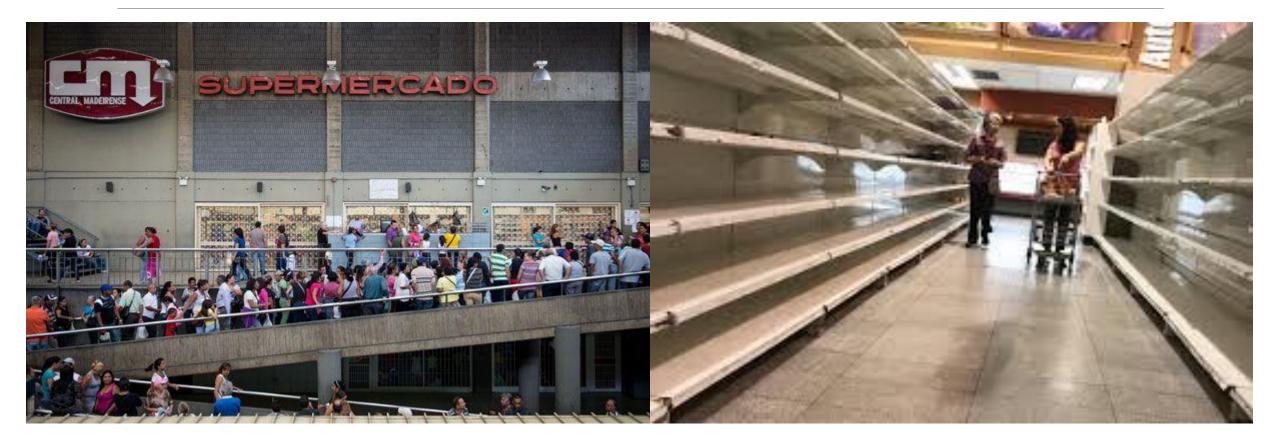
DEMAND

SUPPLY



When Demand greater than supply

Cause: Procurement error, Production Error, etc.





Related Terminology of Safety stock

	Meaning Meaning
Safety Stock (also called buffer stock, minimum stock)	is a term used by logisticians to describe a level of extra stock that is maintained to mitigate risk of stockouts (shortfall in raw material or packaging) due to uncertainties in supply and demand. Adequate safety stock levels permit business operations to proceed according to their plans. Safety stock is held when there is uncertainty in demand, supply, or manufacturing yield; it serves as an insurance against stockouts. Safety stock is an additional quantity of an item held in the inventory in order to reduce the risk that the item will be out of stock, safety stock action as a buffer stock in case the sales are greater than planned and or the supplier is unable to deliver the additional units at the expected time. With a new products, safety stock can be utilized as a strategic tool until the company can judge how accurate their forecast is after the first few years, especially when used with a material requirements planning worksheet. The less accurate the forecast, the more safety stock is required to ensure a given level of service. With a material requirements planning (MRP) worksheet a company can judge how much they will need to produce to meet their forecasted sales demand without relying on safety stock. However, a common strategy is to try and reduce the level of safety stock to help keep inventory costs low once the productiondemand becomes more predictable. This can be extremely important for companies with a smaller financial cushion or those trying to run on lean manufacturing, which is aimed towards eliminating waste throughout the Production process. The amount of safety stock an organization chooses to keep on hand can dramatically affect their business. Too much safety stock can result in high holding costs of inventory. In addition, products which are stored for too long a time can spoil, expire, or break during the warehousing process. Too little safety stock can result in lost sales and, thus, a higher rate of customer turnover. As a result, finding the right balance between too much an

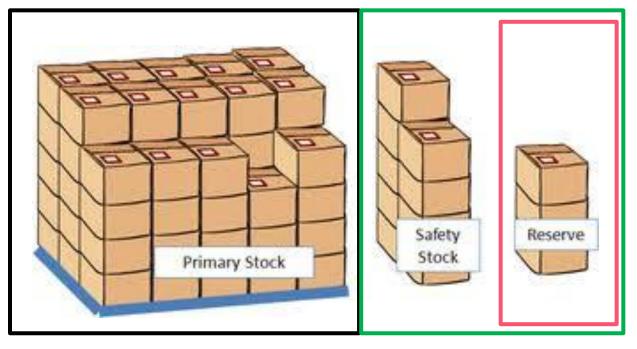


Safety Stock = Minimum Stock = **Buffer Stock**

https://blogs.dcvelocity.com/bad warehouse/2010/02/you-might-have-a-bad-warehouse strategy.html?_hstc=64163632.1bb630f9cde2cb5f07430159d50a3c91.149195520007

5.1491955200076.1491955200077.1& hssc=64163632.1.1491955200078& hsfp=1

Safety stock to be sell/use When Primary stock has ran out in Certain Y Time To protect Delay or shipment, Procurement etc.



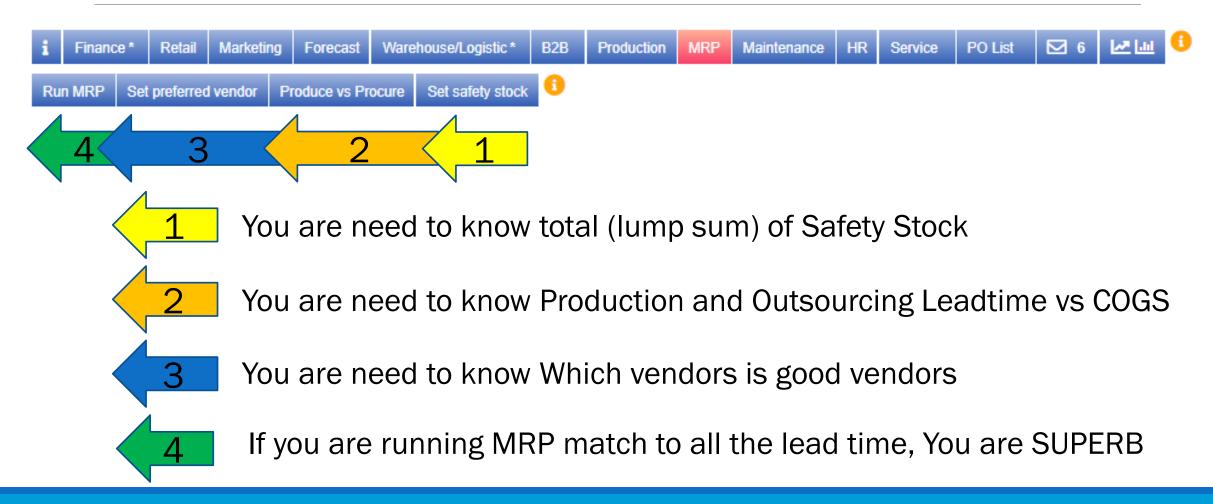
In some Business, may have RESERVED STOCK which can be considered as Part of Safety Stock. But Reserved Stock is Necessary can Not be run down., like Some Medicine In Medical Treatment, Urgent Pocket Money which not able to loose. etc

Total Demand in X time





How to use MSIM MRP Easier









Lumpsum of Safety Stock
of Each Product =

(Safety stock of Retails shop +
Safety stock of B2B +

Safety stock E-Commerce)



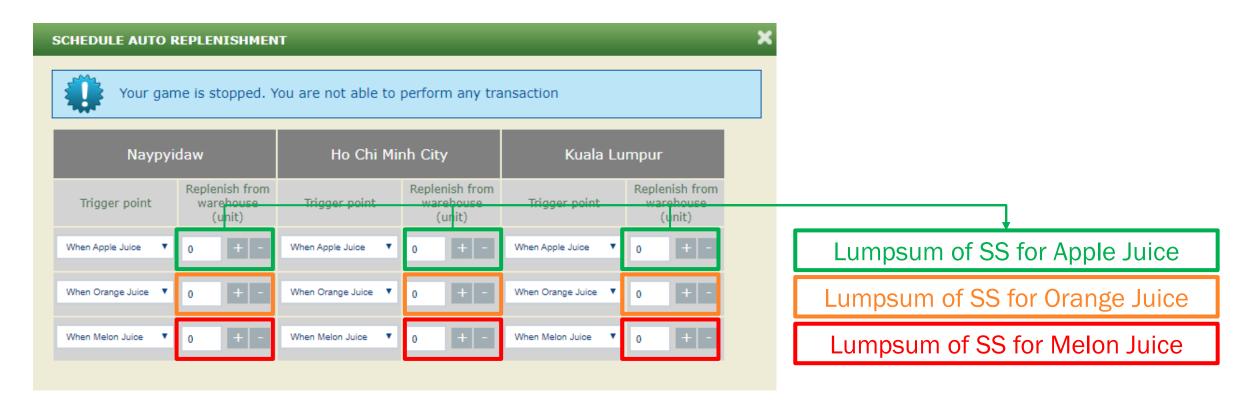
The safety stock should not be same number, cause Of each productiondemand are not same level.

To make decision to cater which market, Depends on your BUSINESS PLAN



Schedule Auto Replenishment to make automatic in procurement to Retails

ROP = (Daily consumption + Safety Stock) x Delivery Lead Time

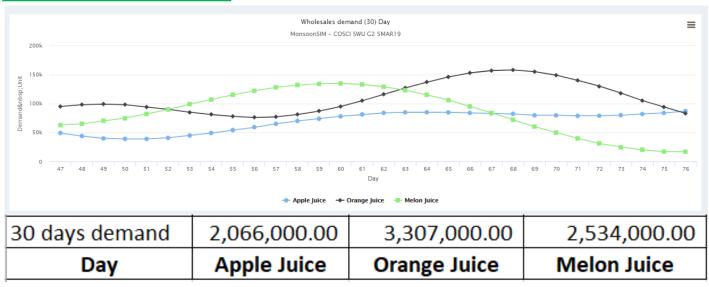




Safety Stock for B2B

Wholesales Forecast Data vs Your Resource Limitation vs Business Plan

Forecast Data



Resource Limitation

- Number of Machine
- Cash liquidity
- Stock on hand

Business Plan

- Segmentation in Market
- Targeting in Market
- Positioning in Market





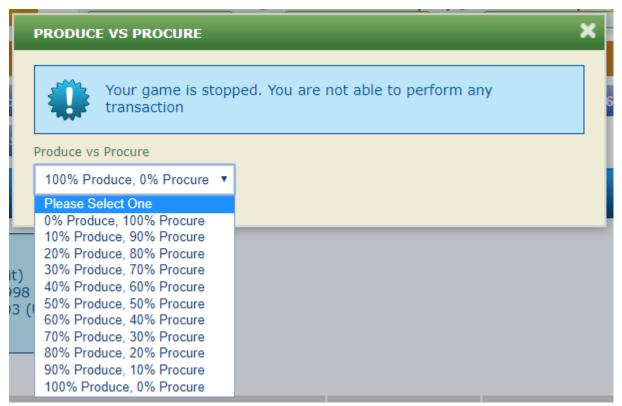


Produce = Your own Production from Machine that you have bought. You must know the capacity and have a good Procurement in RAW Material

Procure = Outsource Finished goods from Vendors (VFG)

Note:

- Both option got different COGS, Be careful when set the proportion
- Each way have their own Processes Leadtime





Step 3: Set Prefer vendors



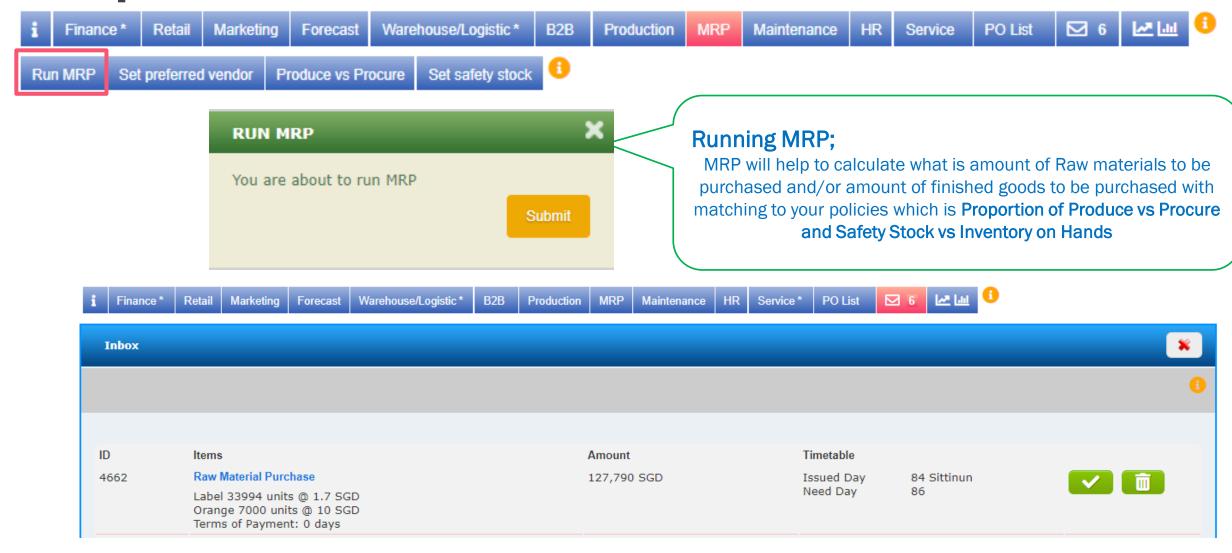


When MRP calculate and suggest the number or Finished Goods or Raw Material which shortage. PO; Purchasing Order will be automatically generated and waiting for approval to PREFER VENDORS.

Make sure that Your team has know that which vendors is the right vendors to make order with. IF NOT, It will be You have correFacilitator number but order to Wrong Vendors. and cause of delay or higher COGS



Step 4: Run MRP





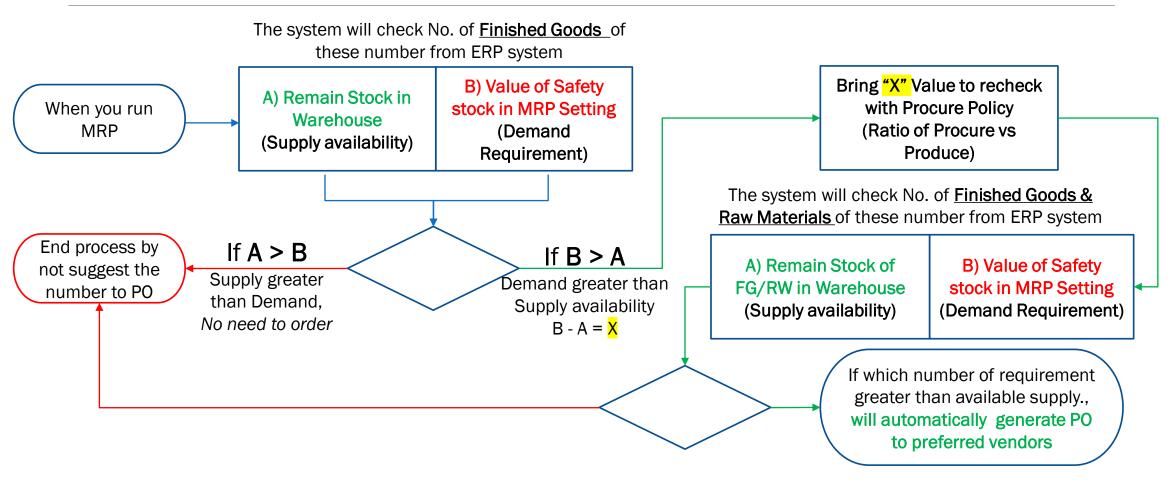
IMPORTANT Note:

 MRP will only calculate when you click "RUN MRP" or on that point of time, Because of stock will runout from many factors; Auto replenishment, Move Stock, Allocation for B2B, Allocation for e-Commerce etc.

Next calculation was designed by making understanding about how MRP calculated. BTW, the Number of requirement in Retails in actual in MonsoonSIM came from NUMBER of Safety Stock which retail safety stock should be part of number that Learner had filled in.

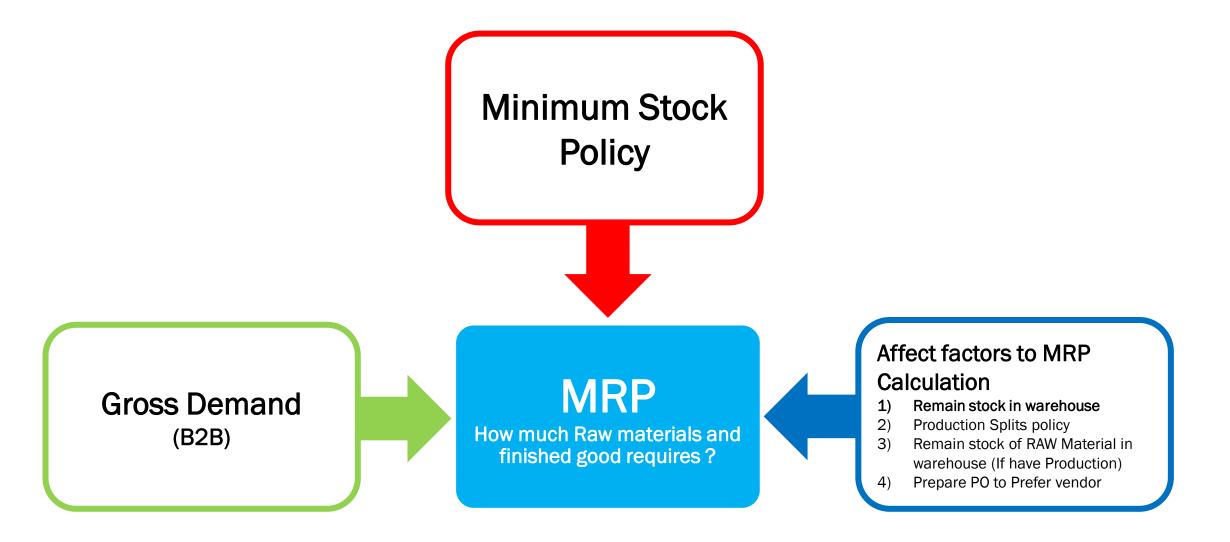


MonsoonSIM MRP Calculation Process Diagram (MM+PP)





How MRP calculates in MonsoonSIM?





STEP 1: Lump sump Gross Demand on that period of time

Demand from B2B

on Date 17

SO#1 BIG Co. Apple Juice 20,000 SO#2 ABC Co. Apple Juice 25,000 SO#3 Main Inc. Orange Juice 25,000 SO#4 Broadway Melon Juice 30,000

Minimum Stock

Apple Juice 10,000 Orange Juice 10,000 Melon Juice 10,000

Gross Demand (B2B)

Apple Juice ; 20,000 + 25,000 = 45,000

Orange Juice; 25,000 = 25,000

Melon Juice; 30,000 = 30,000

Gross Demand (B2B) + Minimum Stock

Apple Juice; 20,000 + 25,000 + 10,000 = 55,000

Orange Juice; 25,000 + 10,000 = 35,000

Melon Juice; 30,000 + 10,000 = 40,000

Affect factors to MRP Calculation

- 1) Remain stock in warehouse
- 2) Production Splits policy
- 3) Remain stock of RAW Material in warehouse (If have Production)
- 4) Prepare PO to Prefer vendor



STEP 2: Balance with remain supply

Gross Demand (B2B)

Apple Juice ; 20,000 + 25,000 = 45,000

Orange Juice; 25,000 = 25,000

Melon Juice; 30,000 = 30,000

Gross Demand (B2B) + Minimum Stock

Apple Juice; 20,000 + 25,000 + 10,000 = 55,000

Orange Juice; 25,000 + 10,000 = 35,000

Melon Juice; 30,000 + 10,000 = 40,000

Affect factors to MRP Calculation

- 1) Remain stock in warehouse
- 2) Production Splits policy
- 3) Remain stock of RAW Material in warehouse

Example: if stock in warehouse when MRP calculating are

Apple juice (FG) remain in W/H = 5,000

Orange Juice (FG) in W/H = 5,000

Melon Juice (FG) in W/H = 5.000

Ŧ

Gross Demand (B2B)

Apple Juice ; 45,000 - 5,000 = 40,000Orange Juice ; 25,000 - 5,000 = 20,000Melon Juice ; 30,000 - 5,000 = 25,000

Gross Demand (B2B)+Minimum stock

Apple Juice ; 55,000 - 5,000 = 50,000Orange Juice ; 35,000 - 5,000 = 30,000Melon Juice ; 40,000 - 5,000 = 35,000 << Still need to procure on how many unit and proceed to next step

2) Production Splits policy



STEP 3: Check with Production Split Policy

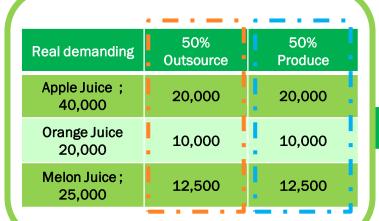
Gross Demand (B2B)

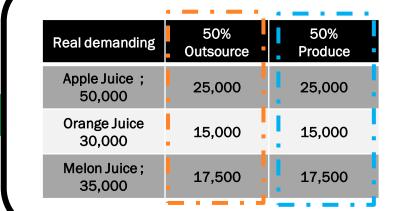
Apple Juice ; 45,000 - 5,000 = 40,000Orange Juice ; 25,000 - 5,000 = 20,000Melon Juice ; 30,000 - 5,000 = 25,000 Gross Demand (B2B)+Minimum stock

Apple Juice ; 55,000 - 5,000 = 50,000Orange Juice ; 35,000 - 5,000 = 30,000Melon Juice ; 40,000 - 5,000 = 35,000 << Still need to procure on how many unit and proceed to next step

2) Remain stock in warehouse

Example: if Production Split Policy is 50% Outsource and 50% Produce





Prepare PO of required amount in 50% outsource to Prefer Vendor = FINISHE PROCESS =

Balance to remain RAW Material Stock in Warehouse before match to BOM and prepare PO

STEP 4: Balance with Remain RAW Material Stock (If have portion of self Production)

	<u>. — . — .</u>	· — · — ·
Real demanding	50% Outsource	50% Produce
Apple Juice; 40,000	20,000	20,000
Orange Juice 20,000	10,000	10,000
Melon Juice ; 25,000	12,500	12,500

Example: if stock of RAW Material in warehouse when MRP calculating are

Apple remain in W/H = 5,000Orange remain in W/H = 5,000Melon remain in W/H = 5,000Box remain in W/H = 5,000Label remain in W/H = 10,000

	50% Produce	Apple (1)	Orange (1)	Melon (1)	Box (1)	Label (2)
 - 	Apple Juice ; 20.000	20,000			20,000	40,000
	Orange Juice 10,000		10,000		10,000	20,000
	Melon Juice ; 12,500			12,500	12,500	25,000
	RAW Material requirement	20,000	10,000	12,500	45,000	90,000
1	Balance with remain stock of Raw Material in Ware house	-5,000	-5,000	-5,000	-5,000	-10,000
	Need to order from Prefer vendor	15,000	5,000	7,500	40,000	80,000

MRP will prepare this suggested amount to RAW MATERIAL PREFER VENDOR = END OF PROCESS =

PLEASE HELP TO CALCULATE



Real demanding	50% Outsource	50% Produce
Apple Juice ; 50,000	25,000	25,000
Orange Juice 30,000	15,000	15,000
Melon Juice; 35,000	17,500	17,500

Example: if stock of RAW Material in warehouse when MRP calculating are

Apple remain in W/H = 5,000Orange remain in W/H = 5,000Melon remain in W/H = 5,000Box remain in W/H = 5,000Label remain in W/H = 10,000

<u></u>					
50% Produce	Apple (1)	Orange (1)	Melon (1)	Box (1)	Label (2)
Apple Juice ; 25.000					
Orange Juice 15,000					
Melon Juice ; 17,500					
RAW Material requirement					
Balance with remain stock of Raw Material in Ware house	-5,000	-5,000	-5,000	-5,000	-10,000
Need to order from Prefer vendor					

MRP will prepare this suggested amount to RAW MATERIAL PREFER VENDOR = END OF PROCESS =

ANSWER



Real demanding	50% Outsource	50% Produce
Apple Juice; 50,000	25,000	25,000
Orange Juice 30,000	15,000	15,000
Melon Juice; 35,000	17,500	17,500

Example: if stock of RAW Material in warehouse when MRP calculating are

Apple remain in W/H = 5,000Orange remain in W/H = 5,000Melon remain in W/H = 5,000Box remain in W/H = 5,000Label remain in W/H = 10,000

50% Produce	Apple (1)	Orange (1)	Melon (1)	Box (1)	Label (2)
Apple Juice ; 25.000	25,000			25,000	50,000
Orange Juice 15,000		15,000		15,000	50,000
Melon Juice ; 17,500			17,500	17,500	35,000
RAW Material requirement	25,000	15,000	17,500	57,000	115,000
Balance with remain stock of Raw Material in Ware house	-5,000	-5,000	-5,000	-5,000	-10,000
Need to order from Prefer vendor	20,000	10,000	12,500	52,000	10,500

MRP will prepare this suggested amount to RAW MATERIAL PREFER VENDOR = END OF PROCESS =





Intergrade Schedule Auto Replenishment with MRP with Process Control = Automate in Procurement

Please see more details in MRP section

Process Control

to bypass the approval process in **Procurement and Logistics**

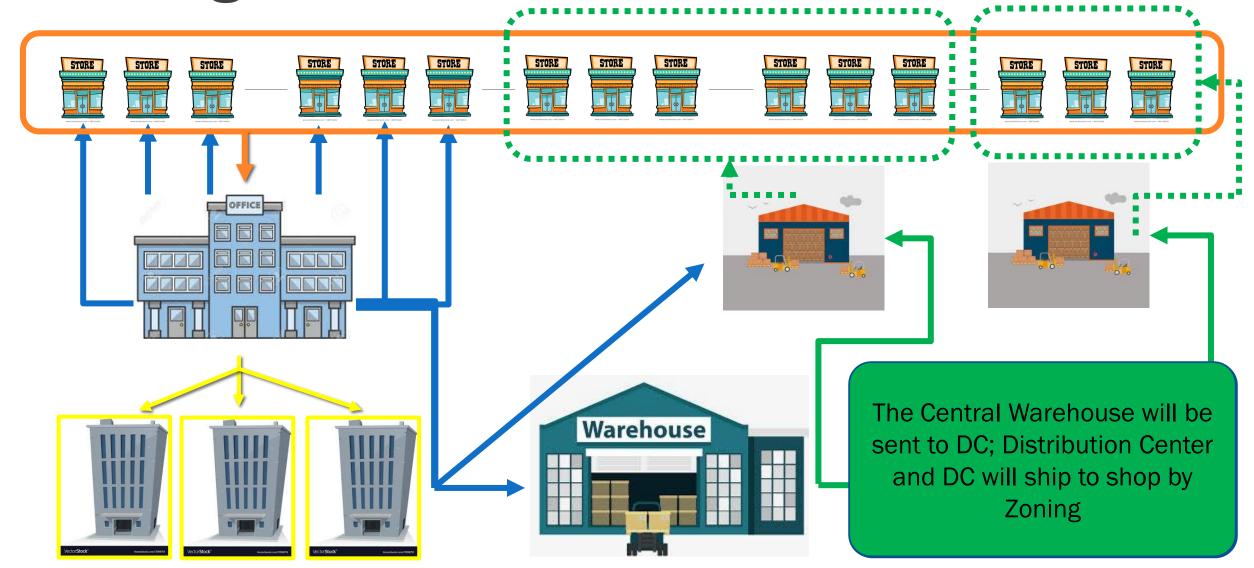
Schedule Auto Replenishment

to shorten stock checking process in Retails shop and automatic generate move list





Running MRP in real life





Suggested basic topics to be discussed about MRP

- Why Enterprise / Corporate had use MRP but learner will not use?
- > Can learner describe how MRP works? And works together with safety stock
- ➤ What is benefits of MRP to Business? And narrow down to business process part and some department?
 - Operation Leadtime
 - > Financial

For Facilitator ONLY

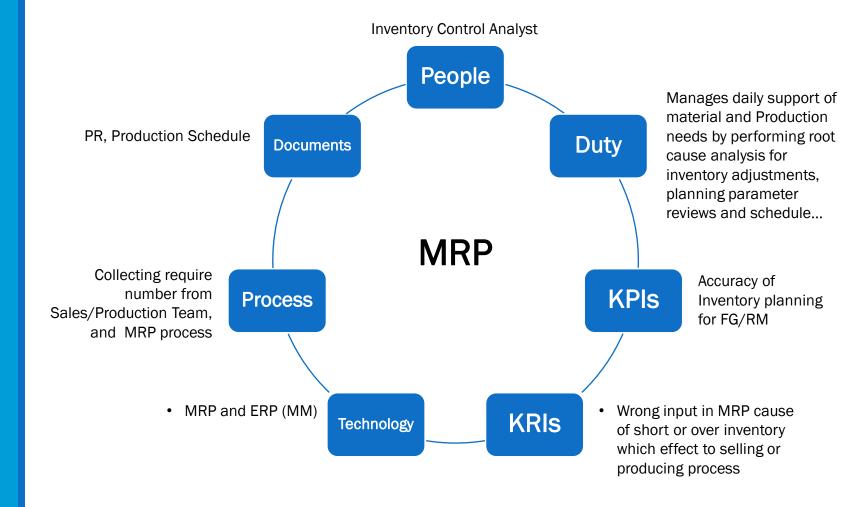


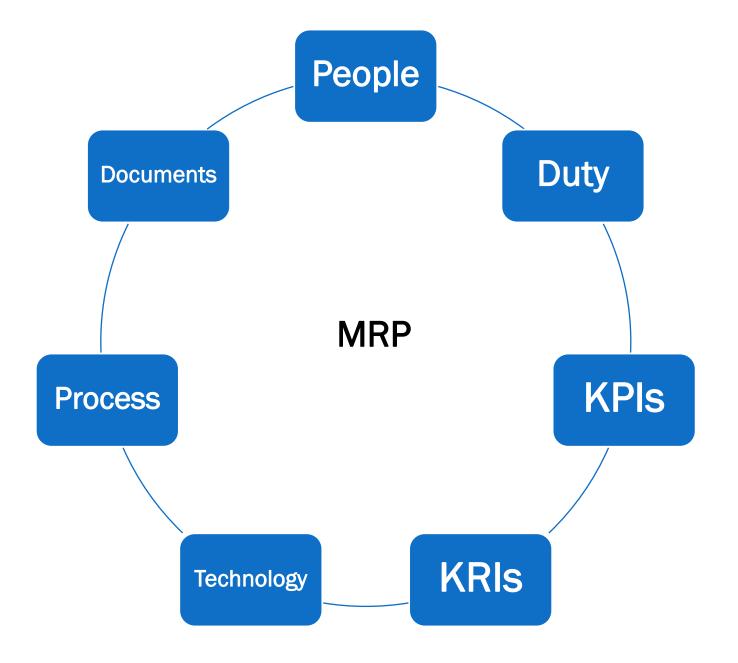
Environment which Facilitator can teach MRP Concept in the MonsoonSIM Class (Based on my experienced)

- ➤ Should be a new game. Cause of if you use previous game to teach MRP, the on-hands inventory will be greater and unable to run MRP. TO run MRP Class, one group should less than 3 people.
- ➤ Create new Game, and activate WHS, MRP, PRD and B2B (by set lower initial demand between 40000-60000), Please do not activate RTL and MKT. Cause of learner will spend much time for these two modules.
- > Put Robot as one of the team member. Run the game in Demo Mode. And show them how to run MRP and hypothesis.
- Lets Robot play first few days for you. And stop the game. Use the existing number of inventory. And Run the MRP to show them
- ➤ After that, remove Robot and Initialize day 0. lets them play. And force them to use MRP no MANUAL Order.
- > Once they can run MRP, Start activate B2C and MKT.

MRP: Circle Knowledge of MSIM (Sample)

Note: this is basic sample in one job role "People in certain position" Learner may need to understand holistic view in each business department and link to other department to understand a whole business processes (Internal and External)





MAINTENANCE





Maintenance



Supporting Clip for Learners: Maintenance



Maintenance Module: https://goo.gl/d1fPj5

For Facilitator ONLY



Facilitator: Background of Maintenance Module

by Abdy Taminsyah

The work of keeping something in proper condition, care or upkeep including taking steps to avoid something breaking down (preventative maintenance) and bringing something back to working order (corrective maintenance).

Read more: http://www.globalnegotiator.com/international-trade/Dictionary/maintenance/

In MonsoonSIM, Maintenance is one of the core modules. In this case, the maintenance is about keeping the high valued asset, the Production machines, in good working order.

MonsoonSIM supports multiple levels of complexity. Learners are encouraged to start with the basic module, called Baseline model, and slowly progress to more advanced functions

Here are what you will learn in the MonsoonSIM Maintenance (Baseline):

- Concept of Preventive Maintenance
- Concept of Predictive Maintenance
- Concept of Work Order
- Concept of maintenance disruptions

In MonsoonSIM, the Maintenance module is related to the following department (modules)

- Finance (FIN)
- Purchasing (PMN)
- Production (PRD)
- Human Resources Management (HCM)

Note: There is no pre-requisite to learning the MonsoonSIM Baseline concept

For Facilitator ONLY



Facilitator: Operating Model of Maintenance Module

by Abdy Taminsyah

The work of keeping something in proper condition, care or upkeep including taking steps to avoid something breaking down (preventative maintenance) and bringing something back to working order (correFacilitatorive maintenance).

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- Production (PRD)
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Note: There is no pre-requisite to learning the MonsoonSIM Baseline concept



Maintenance Configurations

Parameter	Setting	Edit
Asset Breakdown Allow ◆	No	Edit
Periodic Maintenance Fee	15,000 EUR	Edit
Buy Sensors Fee €	30,000 EUR / Set	
OEE Impact on Environment	Linear	Edit
Availability Maintenance Fee 🚭	8,000 EUR	
Performance Maintenance Fee 🚭	7,000 EUR	
Quality Maintenance Fee Quality Maintenance Fee	5,000 EUR	
Every Periodic Maintenance Improvement	8 %	Edit
Machine Degrade Rate ⊕	Slow	Edit



Related Terminology of Maintenance Module

	Meaning Meaning
Maintenance	activities required or undertaken to conserve as nearly, and as long, as possible the original condition of an asset or resource while compensating for normal wear and tear. http://www.businessdiFacilitatorionary.com In general practice has many machine maintenance concept like this A) Preventive maintenance; Eliminate equipment before error; like aircraft maintenance B) CorreFacilitatorive maintenance; decide to stop using, when that machine or equipment can not be use anymore C) Predictive maintenance; predictable the issue of fail, and fix before it fail. MonsoonSIM Thailand
OEE	Overall Equipment Efficiency; OEE hierarchy of metrics developed by Seiichi Nakajima[1] in the 1960s to evaluate how effectively a manufacturing operation is utilized. https://en.wikipedia.org/wiki/Overall_equipment_effectiveness
Work order	Document which manage the priority of maintenance order, Description of work require, job procedure, parts, materials, tools requirement, Labor; Cost of labor, Failure cause, How to solve Work order request >> What to fix, Exactly problem, What is best solutions Where, Location of problem, which machine When, When to start and stop, effect to others BUs. Who, will take responsibility and chow to contact How, Maintenance procedure and effect



Maintenance module configuration

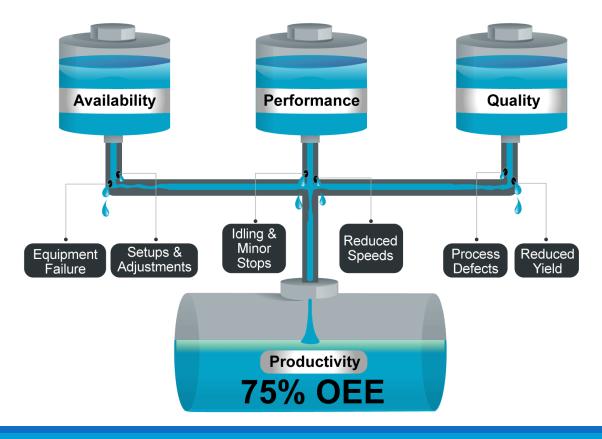
standard configuration

IONSOONSIM CONFIG		
Title	Value	
Cost (cur) of service - machine part #1	4000	
Cost (cur) of service - machine part #2	4000	
Cost (cur) of service - machine part #3	4000	
Cost for Installation of Sensors (cur)	15000	
Machine part #1	Gear	
Machine part #2	Power supply	
Machine part #3	Engine	
Periodic Maintenance cost (cur) each session	10000	
Sensor 1 name	Noise	
Sensor 2 name	Temperature	
Sensor 3 name	Oil Density	



Six Losses of OEE; APQ

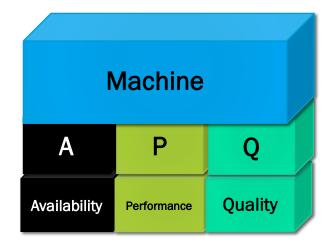
The Six Losses of OEE



How to handle maintenance in game



In each machine, will have 3
 significant parts in each machine
 (Gear, Engine and Power)
 that will have issues (Noise, Oil Density
 and Temperature)

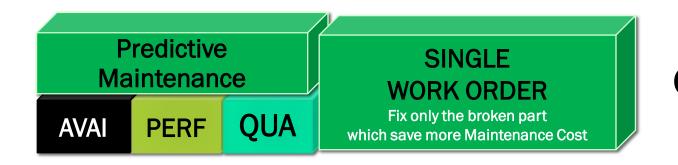


- If which part of Machine is break up will effect to OEE; Overall Equipment Efficiency = Can produce lesser than 100% capacity, Machine need to maintenance to keep OEE% up to satisfaction and COGS
- If Machine OEE under the APQ Breakdown Level,
 The Machine will stop their operation and that machine are need to OVERHAUL

Decision on maintenance policy?

Would you to have Predictive MAINTENANCE to help to plan for maintenance or not?

If YES, You would like to invest in sensors. if NOT, You would not like to invest in sensors.



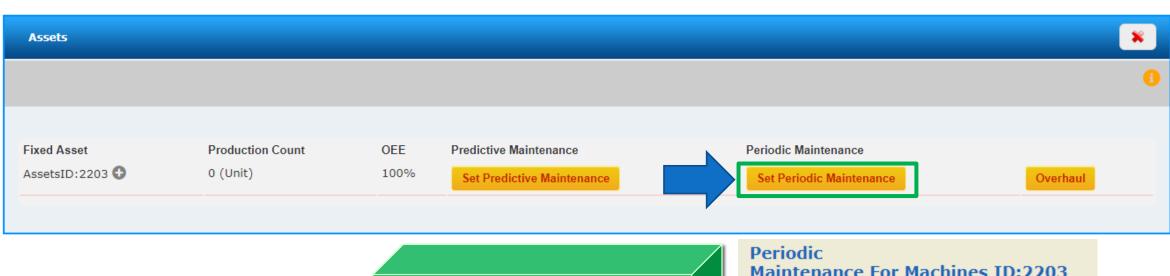
OR

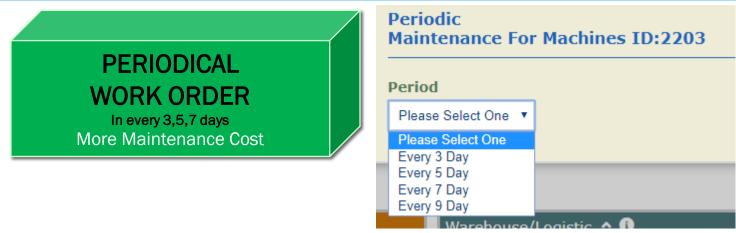
PERIODICAL
WORK ORDER
In every 3,5,7 days
More Maintenance Cost



Asset: Set Periodic Maintenance

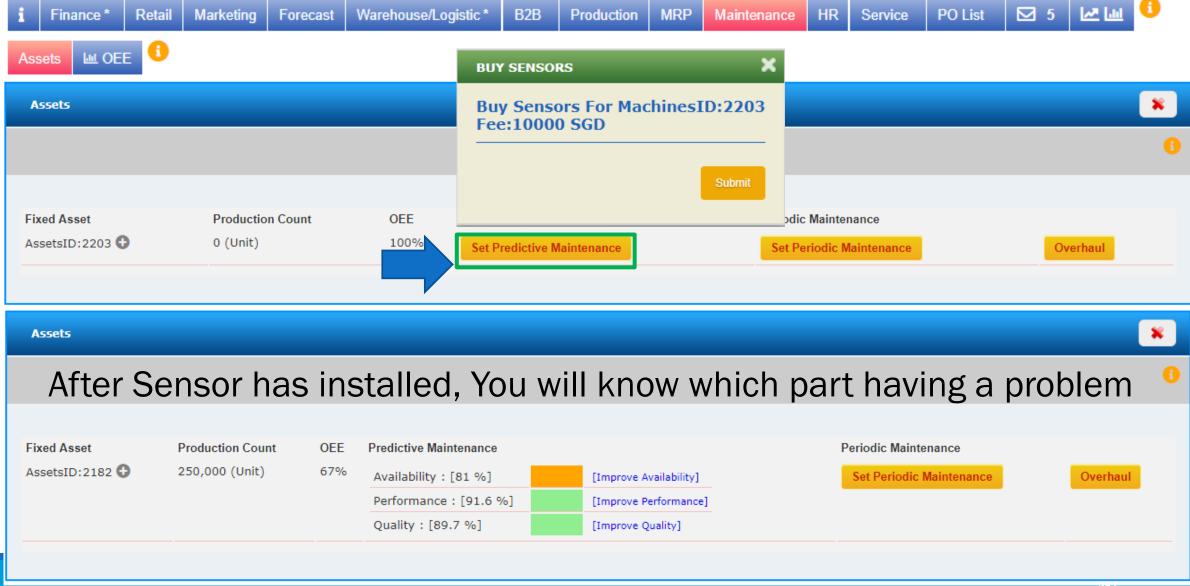








Asset: Predictive Maintenance



MONSOONSIM THAILAND

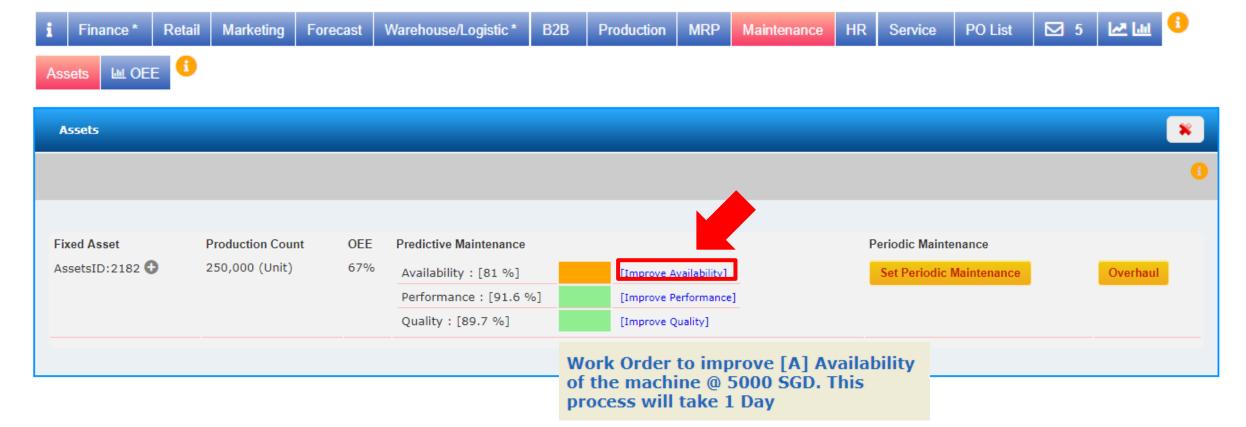


Asset: Predictive Maintenance



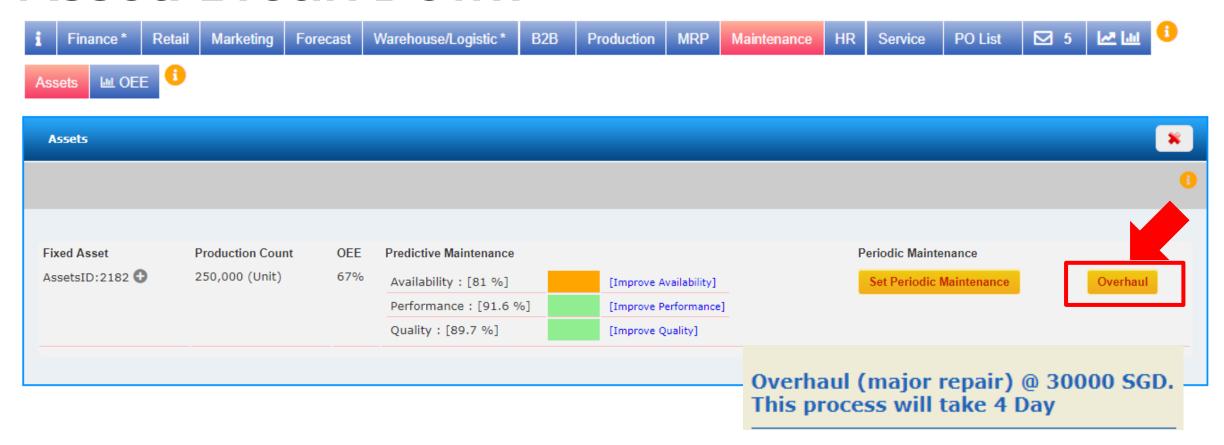


Asset: Predictive Maintenance





Asset: Break Down

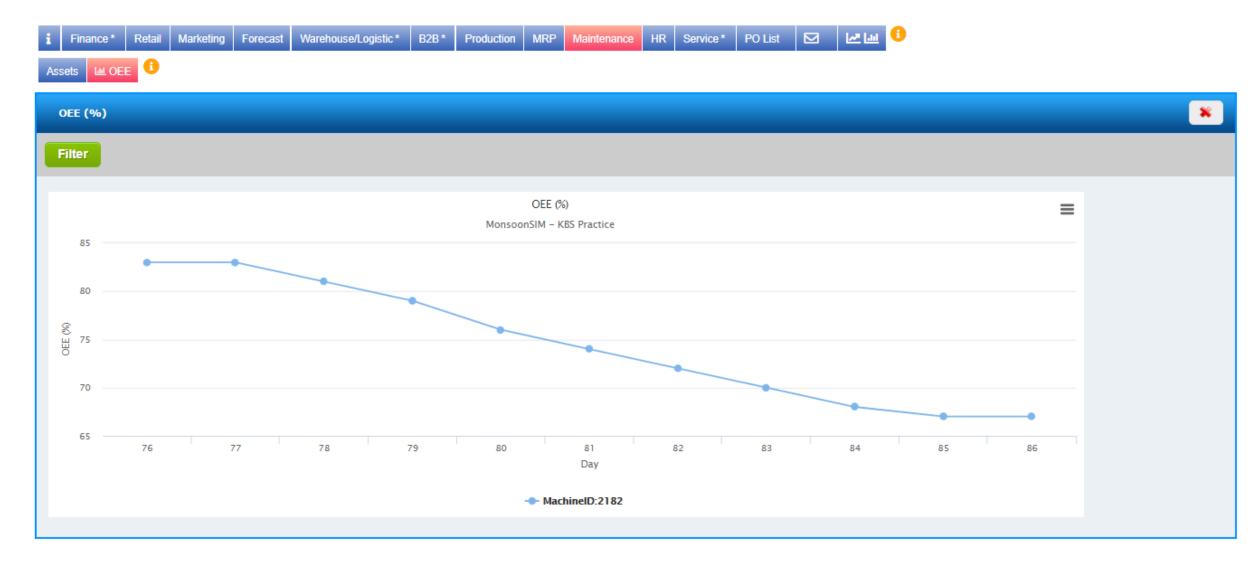


Note: Normal configurations APQ breakdown is 65%, Once OEE drop till the APQ Breakdown Level, Machine will stop operation, and Need to Overhaul which take longer time and a lot of maintenance cost













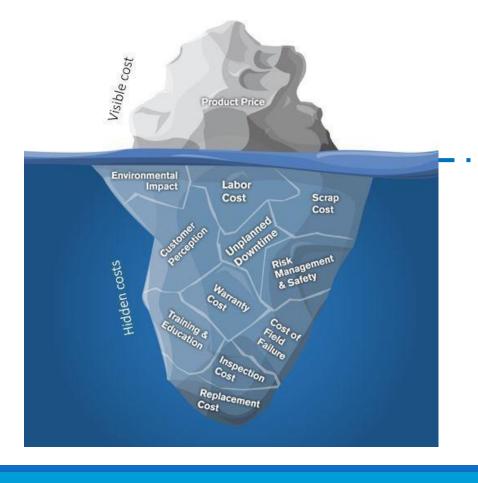
Lesser OEE, COGS will turn to higher Margin is lesser, Net Profit is Lesser

Hypotl	hesis:				
	Machine Type A: Cap	acity 10,000 per d	lay		
	20% at 20000 unit for	Bulk Discount			
	Normal BOM in Stand	lard Configuratio	ns		
		Unit for 2 days	Cost per unit	Before discount	Bulk Discount
1	Orange	20,000.00	8	160,000.00	128,000.00
2	Label	40,000.00	1.4	112,000.00	89,600.00
1	Box	20,000.00	1.2	24,000.00	19,200.00
4	Labour	2.00	350	2,800.00	2,800.00
2	Depreciation	5,000.00	1	10,000.00	10,000.00
200	Rental	2.00	20	8,000.00	8,000.00
		To	otal Cost for 2 day	s for 20000 units	257,600.00
		OEE 100%	OEE 90%	OEE 80%	OEE 70%
	Capacity UNIT: OEE	20000	18000	16000	14000
	Cost per Box	12.88	14.31	16.10	18.40





TCO; Total Cost of Ownership



Machine Cost = CAPEX
Depreciation (In tern of Finance)

```
Area Rental +

Maintenance +

Man day +

Waste cause of Incapability in Production +

Financial Cost (Case of Loan) +

Etc
```

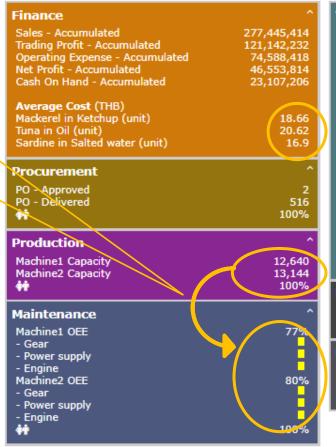




Quick monitoring; Maintenance

ProduFacilitatorivity will align on Maintenance quality which able to keep OEE in high level

ProduFacilitatorivity also related to goods cost.



П	Warehouse/Logistic	
П	Shipment in Progress	2
П	Shipment Completed	7
П	Warehouse (Medan)	
П	Finished Good	
	-Mackerel in Ketchup (unit)	34,770
Ν	-Tuna in Oil (unit)	21,379
I)	-Sardine in Salted water (unit) Total	54,551
Z	lotal	110,700
ı	Raw Material	
П	-Can (piece)	0
П	-Sauce (unit)	0
П	-Mackerel (piece)	468,830
П	-Tuna (piece)	155,721
ı	-Sardine (piece)	195,449
П	Area Used/Total (m2)	1,786 / 2,000
N	#	56%
V		
П	B2B	^
П	SO Outstanding	0
П	SO Delivered	117
	HR	^
١١	Index - Headcount Actual vs Planned	1000
	Index - Headcount Actual Vs Planned Index - Competency Actual vs Planned	100% 100%
1/	Index - Competency Actual vs Planned Index - Staff - Overall	100 %
		10070

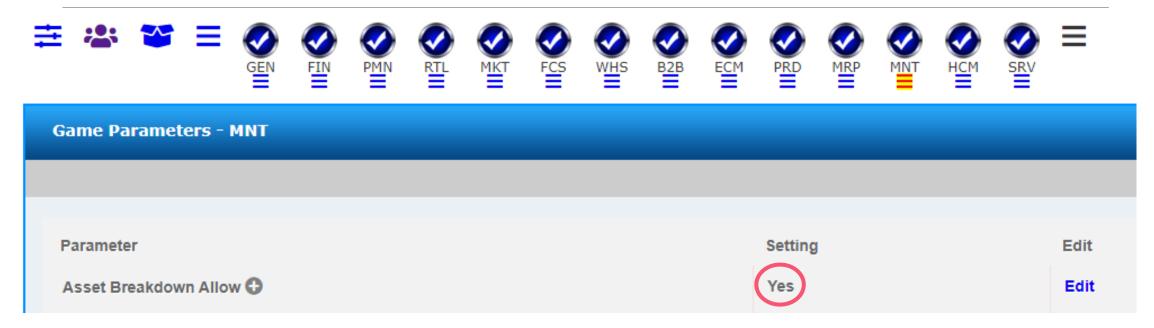
Retail	^
Jambi Mackerel in Ketchup (unit) Tuna in Oil (unit) Sardine in Salted water (unit) Total Area Used/Total (m2)	(@46 THB) 101,158 (@51 THB) 100,439 (@46 THB) 75,381 276,978 914 / 950 100%
Bangkok Mackerel in Ketchup (unit) Tuna in Oil (unit) Sardine in Salted water (unit) Total Area Used/Total (m2)	(@46 THB) 43,348 (@51 THB) 44,782 (@46 THB) 3,969 92,099 304 / 300 100%
Kuala Lumpur Mackerel in Ketchup (unit) Tuna in Oil (unit) Sardine in Salted water (unit) Total Area Used/Total (m2)	(@46 THB) 92,916 (@52 THB) 106,121 (@45 THB) 105,053 304,090 1004 / 1000 100%
Marketing Marketing Investment - Daily	86000
Service	^
Service Call Missed Service Work In Progress Service Call Handled	327 0 8

For Facilitator ONLY



"MNT" Game Scenario: Asset Breakdown and Overhaul

Scenario in MonsoonSIM will able to change due to changing parameter and number of modules, Integration of parameter, modules will automatically change scenario. BTW, Facilitator able to do something like below suggestion.



Before Trainer mark "YES" in asset Breakdown allow, in MonsoonSIM, machine will only have lower OEE; Overall Equipment Efficiency. But If you marked "YES" of the OEE drop till parameter level that you have set. Machine will **PERMANENTLY STOP** until they got **OVERHAUL**. Which take longer time and cost more.

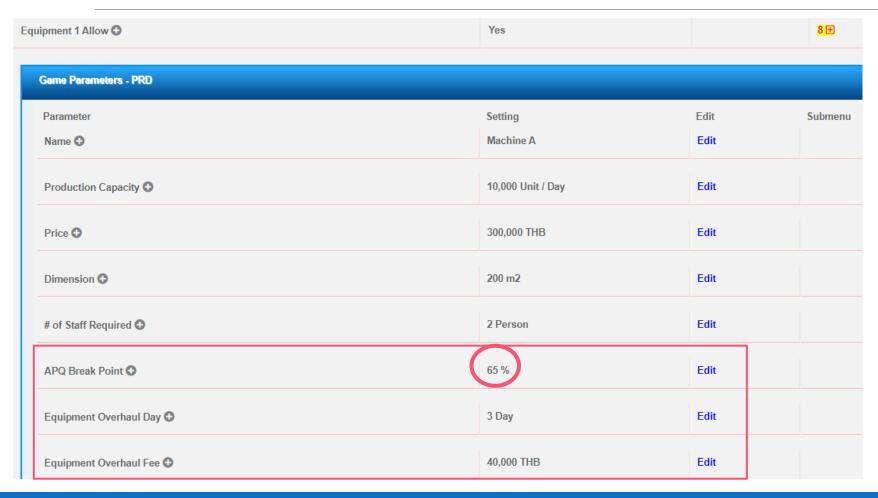
See next page for how to set Breakdown level and related parameter.

For Facilitator ONLY



"MNT" Game Scenario: Asset Breakdown and Overhaul

Scenario in MonsoonSIM will able to change due to changing parameter and number of modules, Integration of parameter, modules will automatically change scenario. BTW, Facilitator able to do something like below suggestion.



The related parameter were in PRD module. All are runtime parameter that you can change parameter any time.

For example, 65% is breakdown point. If leaner didn't maintain the machine well and ORR had dropped till 65%. That machine will stop. And need 3 days for overhaul and need to pay 40,000 for overhaul fee.

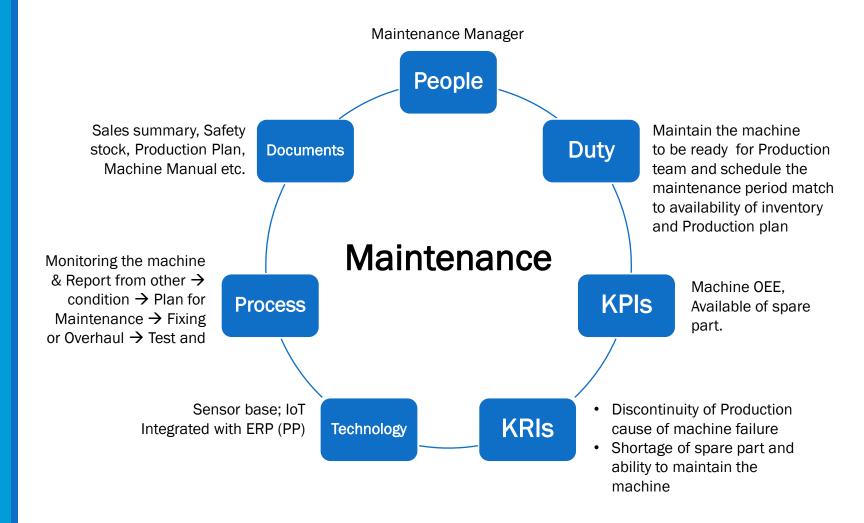


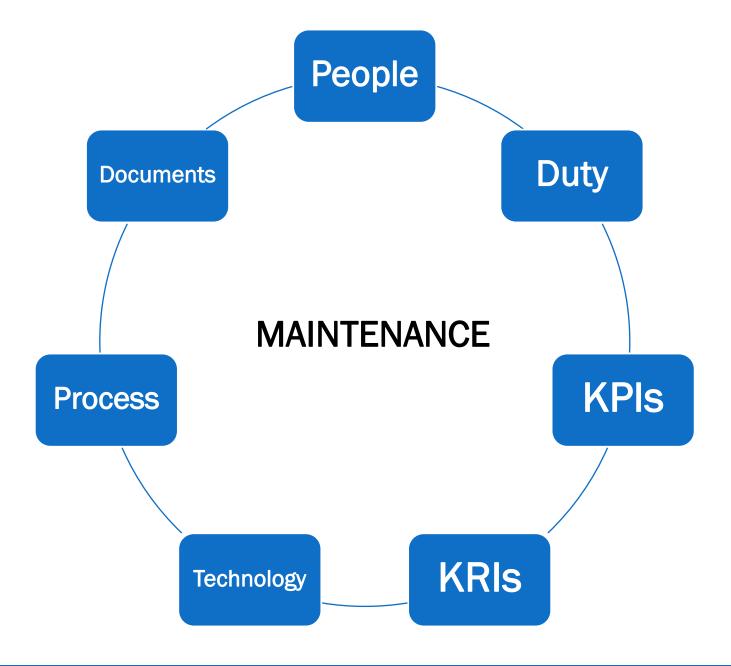
Suggested basic topics to be discussed about Maintenance

- > Why maintenance is importance to manufacturing business?
- > What is an effect if company has poor maintenance in term of
 - > Financial
 - manufacturing process
 - > Inventory management
 - > SRM
 - > CRM

MNT: Circle Knowledge of MSIM (Sample)

Note: this is basic sample in one job role "People in certain position" Learner may need to understand holistic view in each business department and link to other department to understand a whole business processes (Internal and External)









HCM; Human Capital Management



Supporting Clip for Learners: HCM



HCM Module Part 1: https://goo.gl/suUbdM



HCM Module Part 2 (O.C.E.A.C factor): https://goo.gl/XzxAEw



Facilitator: Background of HCM Module

by Abdy Taminsyah

Human capital management (HCM) is a set of practices related to people resource management. These practices are focused on the organizational need to provide specific competencies and are implemented in three categories: workforce acquisition, workforce management, and workforce optimization.

Read more: http://www.gartner.com/it-glossary/hcm-human-capital-management

In MonsoonSIM, Human Capital Management or Human Resource management is one of the core modules.

MonsoonSIM supports multiple levels of complexity. Learners are encouraged to start with the basic module, called Baseline model, and slowly progress to more advanced functions

Here are what you will learn in the MonsoonSIM Human Capital Management (Baseline):

- Concept of employee competency
- Concept of employee training
- Concept of employee headcount (planned, actual, shortfall)
- Concept of employee cost
- Concept of recruitment
- Concept of employee counseling
- Concept of employee personnel records
- Concept of employee transfer
- Concept of employee resignation
- Concept of employee issues
- The concept of staff index, which composes of:
 - staff headcount index
 - staff competency index



Facilitator: Background of HCM Module

by Abdy Taminsyah

Here are some of what you will learn in the MonsoonSIM Finance (Advanced):

Concept of personality assessment

Concept of Big Five (O.C.E.A.N) personality factors

- O Openness
 - This trait features characteristics such as imagination and insight, and those high in this trait also tend to have a broad range of interests. People who are high in this trait tend to be more adventurous and creative. People low in this trait are often much more traditional and may struggle with abstract thinking.
 - People who are high on the openness continuum are typically:
 - Very creative
 - Open to trying new things
 - Focused on tackling new challenges
 - Happy to think about abstract concepts
- C Conscientiousness
 - Standard features of this dimension include high levels of thoughtfulness, with good impulse control and goal-directed behaviors. Highly conscientiousness tends to be organized and mindful of details.
 - Those who are **high** on the conscientiousness continuum also tend to:
 - Spend time preparing
 - Finish important tasks right away
 - Pay attention to details
 - Enjoy having a set schedule



Facilitator: Background of HCM Module

by Abdy Taminsyah

E - Extraversion

- Extraversion is characterized by excitability, sociability, talkativeness, assertiveness, and high amounts of emotional expressiveness.
- People who are high in extraversion are outgoing and tend :
 - Enjoy being the center of attention
 - Like to start conversations
 - Enjoy meeting new people
 - Have a wide social circle of friends and acquaintances
 - Find it easy to make new friends
 - Feel energized when they are around other people
 - Say things before they think about them

A - Agreeableness

- This personality dimension includes attributes such as trust, altruism, kindness, affection, and other prosocial behaviors. People who are high in agreeableness tend to be more cooperative while those low in this trait tend to be more competitive and even manipulative.
- People who are high in the trait of agreeableness tend to:
 - Have a great deal of interest in other people
 - Care about others
 - Feel empathy and concern for other people
 - Enjoy helping and contributing to the happiness of other people



Facilitator: Background of HCM Module

by Abdy Taminsyah

- N Neuroticism
 - Neuroticism is a trait characterized by sadness, moodiness, and emotional instability. Individuals who are high in this trait tend to experience mood swings, anxiety, irritability, and sadness. Those low in this trait tend to be more stable and emotionally resilient.
 - Individuals who are high in neuroticism tend to:
 - Experience a lot of stress
 - Worry about many different things
 - Get upset easily
 - Experience dramatic shifts in mood
 - Feel anxious

Impact on OCEAN factors that affects employee issues

Impact on employee competencies on customer satisfaction

Source: https://www.verywell.com/the-big-five-personality-dimensions-2795422



Facilitator: Background of HCM Module

by Abdy Taminsyah

In MonsoonSIM, the Human Capital Management module is related to the following department (modules)

- Finance (FIN)
- Retail (RTL)
- Marketing(MKT)
- Forecasting (FCS)
- Procurement (PMN)
- Warehouse and Logistic (WHS)
- B2B (B2B)
- Production (PRD)
- MRP (MRP)
- Maintenance (MNT)
- Service Management (SRV)

Note: There is no pre-requisite to learning the MonsoonSIM Baseline concept

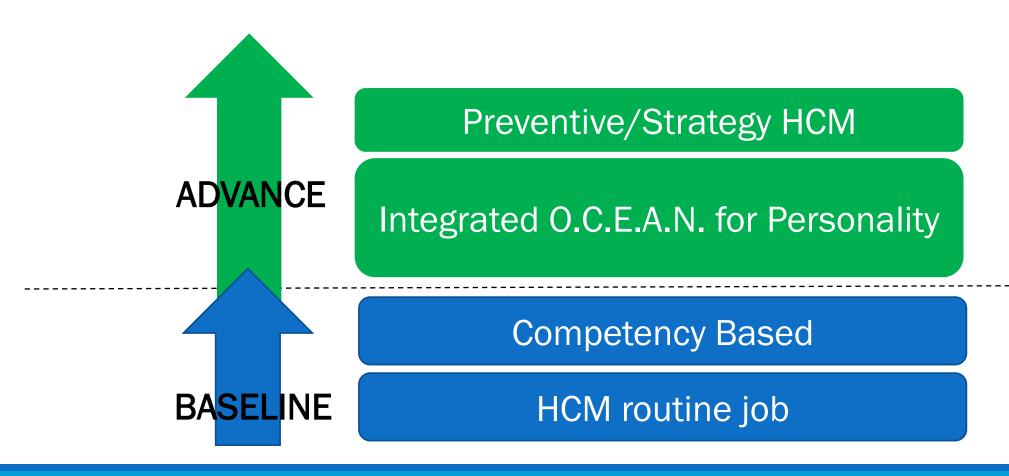


Related Terminology of HR Module

	Meaning Meaning
Human Resource	Human resources is the set of individuals who make up the workforce of an organization, business seFacilitatoror, or economy. "Human capital" is sometimes used synonymously with human resources, although human capital typically refers to a more narrow view (i.e., the knowledge the individuals embody and can contribute to an organization). Likewise, other terms sometimes used include "manpower", "talent", "labor", or simply "people". https://en.wikipedia.org/wiki/Human_resources
Competency	a standardized requirement for an individual to properly perform a specific job



HCM module configuration



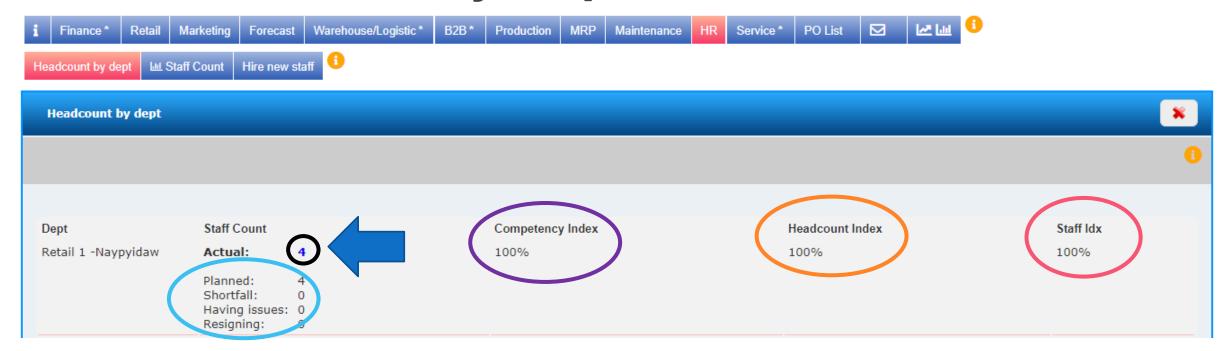


HCM module configuration

	Payroll Tax Allow	Yes*	Edit
_	Initial Staff Salary Expense 🚭	350 EUR / Day	_
	Planned Dept Headcount	4 Person	
	Salary Expense Increase By 🕒	5 % / 10 Day	
	Hire Fee	15,000 EUR / Staff	Edit
	Staff Training Fee ◆	15,000 EUR / Staff	Edit
	Staff Counselling Fee ◆	2,000 EUR / Staff	Edit
	Staff Transfer Fee ◆	15,000 EUR / Staff	
	Staff Dismiss Fee €	1,000 EUR / Service Days	Edit
	Staff Issues and Resign Allow 🚭	Yes*	Edit
	Staff handling when location is started or closed •	Manual hiring and dismissal*	Edit
	OCEAN Factors Allow ALL CONTENTS IS RIGHT RESERVED FOR MONSOONSIM WORKSHOP	Yes* RUN BY	Edit



HR: Headcount by dept



Check the number of Planned, Shortfall, Having Issue & Resigning

Click the number of staff to manage HCM;HR

If staff have no issue, The Competency index will be 100%
If lesser means You are need to manage by Training

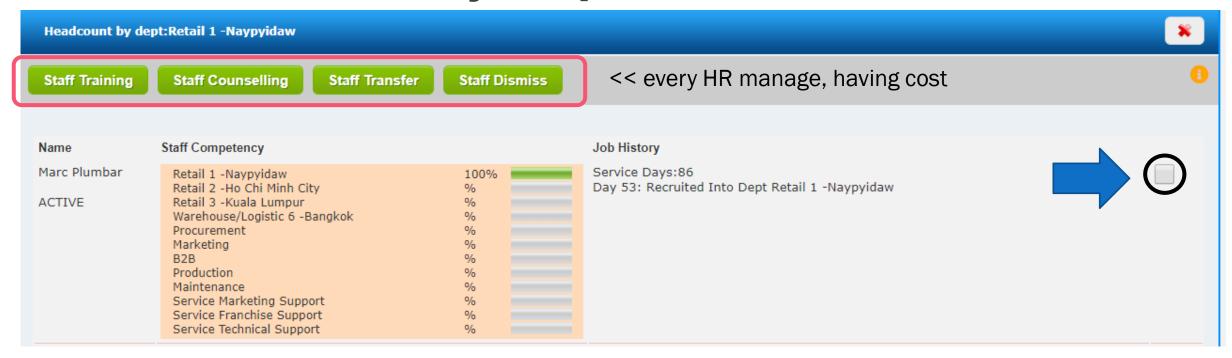
If headcount index show 100%, you have no issue with shortfall.

If lesser, You may need to Hire new staff

If staff index show 100%, Every staff is happy. If lesser, seems having signal of resigning



HR: Headcount by dept



Training; when Competency has drop

Counselling; when having Issue

Transfer; when over staff in this department, would like to transfer multiple competency staff to other department **Dismiss**; when staff unable to leverage skills or develop their competency. Dismiss will need to pay based on how many day which they had worked.

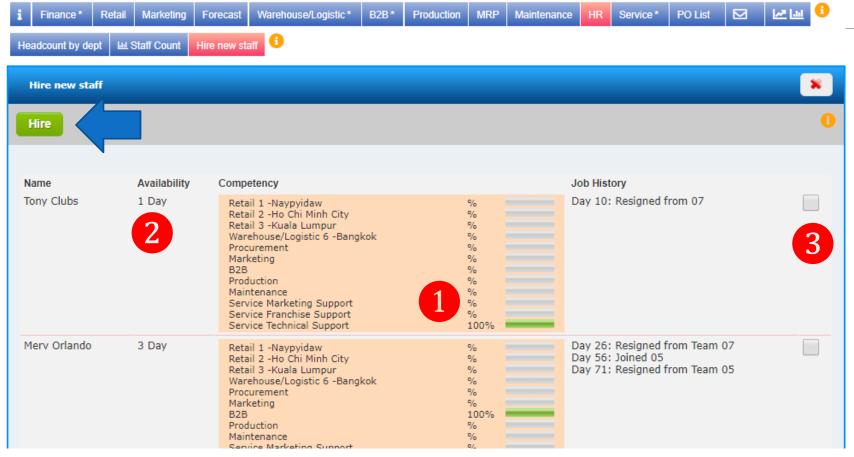


HR Module: Staff count





HR Module: Hire new Staff



To hire staff

After you have inspeFacilitatored on the shortfall, and would like to hire a new one

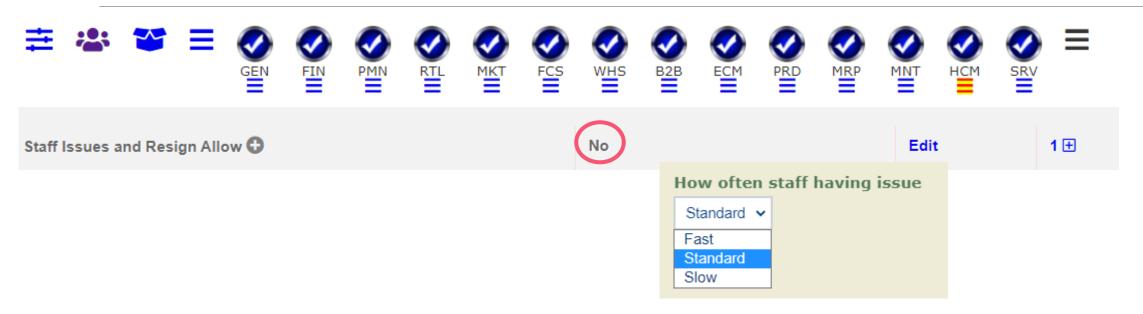
- 1) Check for competency and their ability level for that job, and how many they that able to start their work. Make a Selection
- 2) Check the Option box and Click hire button
- 3) Reconfirm about this hiring., to be noted that some of job like Retailer, You are needed to select the right location. If not, you may need to transfer them later and cost more.

After you had proceeded, PO will be automatically generated and wait for approval. And staff will start their job on date that they are committed to you.



"HCM" Game Scenario: Make the staff often issue

Scenario in MonsoonSIM will able to change due to changing parameter and number of modules, Integration of parameter, modules will automatically change scenario. BTW, Facilitator able to do something like below suggestion.

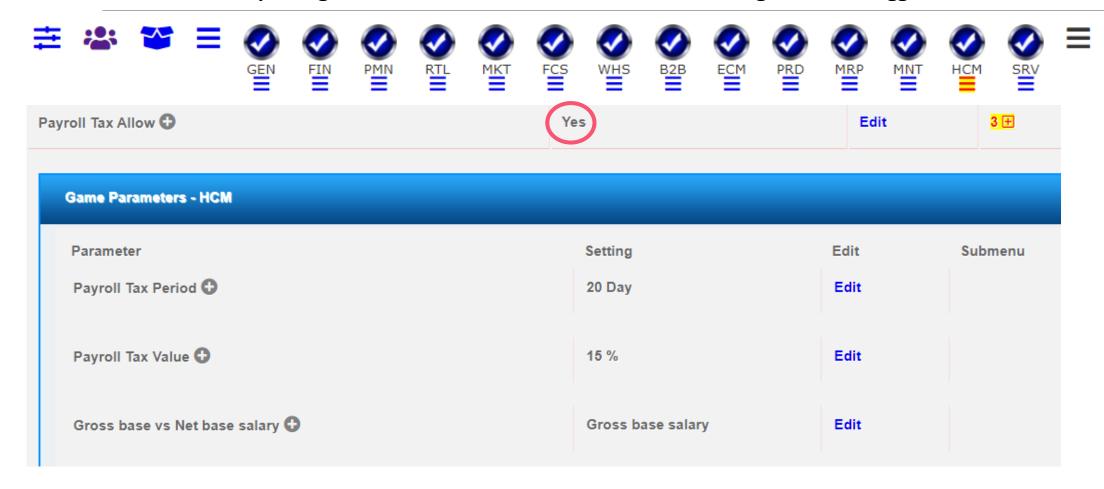


Trainer able to set rate of staff having issue in MonsoonSIM, If you need Learner to understand how HCM influence to organization. You are need to turn on this feature and set the rate to Standard or Fast.



"HCM" Game Scenario: Payroll Tax

Scenario in MonsoonSIM will able to change due to changing parameter and number of modules, Integration of parameter, modules will automatically change scenario. BTW, Facilitator able to do something like below suggestion.





"HCM" Game Scenario: Payroll Tax

Scenario in MonsoonSIM will able to change due to changing parameter and number of modules, Integration of parameter, modules will automatically change scenario. BTW, Facilitator able to do something like below suggestion.



Payroll Tax is new concept in version 8.x

If trainer had activated payroll tax allow in HCM, learner can check the record of tax payment in Finance.

<< Sample of Payroll Tax in Profit and Loss under Operating Expenses



"HCM" Game Scenario: Add Personality to be part of HCM

Scenario in MonsoonSIM will able to change due to changing parameter and number of modules, Integration of parameter, modules will automatically change scenario. BTW, Facilitator able to do something like below suggestion.

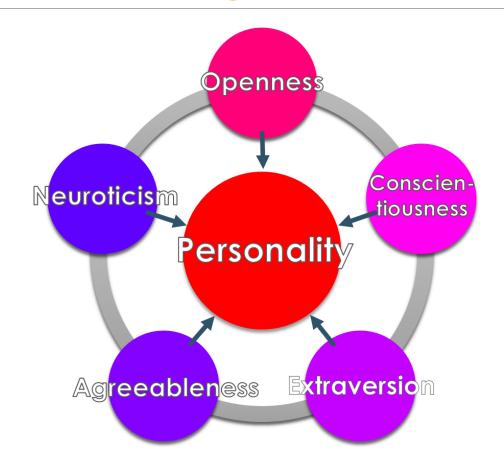


Before trainer has activated <u>OCEAN factors Allow</u>, MonsoonSIM HCM will only cater for "COMPETENCY" of staff. But when Ocean factors has been activated, MonsoonSIM HCM will cater for "PERSONALITY" together with "COMPETENCY"

>> What will happenedd after OCEAN factor has been activate, It will effect to SOURCING Process. Learner need to seek for people who have closed personality to setting. If not, the staff turnover ratio will get higher and effect to normal operation.

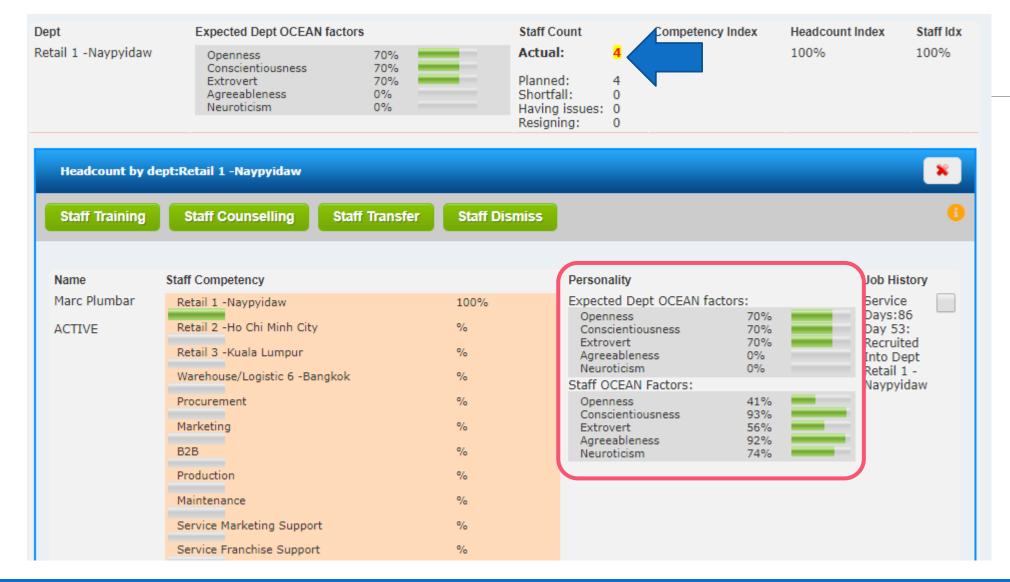


Big Five personality traits - Wikipedia





When OCEAN factor is activated



For example,
Marc's OCEAN
Level quite close to
expected Dept
OCEAN. Seems
Marc will not
resign.

Marc is worthy to invested in Training, if his competency has drop



Quick monitoring; HR



Finance	^
Sales (THB)	145,338,653
Trading Profit (THB)	33,394,491
Operating Expense (THB)	16,348,934
Net Profit (THB)	17,045,557
Cash On Hand (THB)	1,227,636
Bank Facility (THB)	2,500,000
COGS - Apple Juice (THB)	14
COGS - Orange Juice (THB)	15
COGS - Melon Juice (THB)	17
Procurement	^
	^ 1
Procurement PO - Approved PO - Delivered	^ 1 242
PO - Approved	^ 1 242 ^

Overcall HCM Status

Breakdown each department status

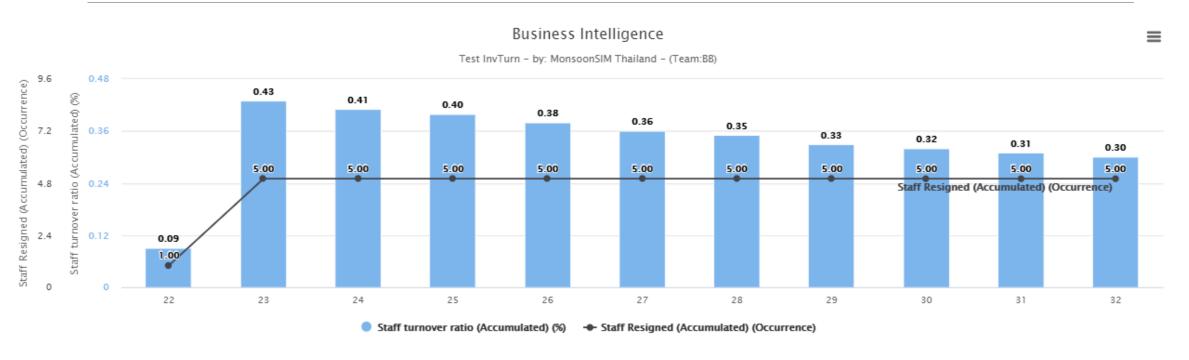
Warehouse/Logistic	^
Shipment in Progress Shipment Completed	0 2
Singa - Inventory - Apple Juice (unit)	322,656
Singa - Inventory - Orange Juice (unit)	160,951
Singa - Inventory - Melon Juice (unit)	155,893
Singa - Inventory - Box (piece)	10,000
Singa - Inventory - Straw (piece)	40,000 408,444
Singa - Inventory - Apple (piece) Singa - Inventory - Orange (piece)	178,649
Singa - Inventory - Orange (piece)	162,907
Singa - Area Consumed (m2)	2,866
Singa - Area Rented (m2)	2,500
B2B	^
SO Outstanding	2
SO Delivered	131
HR	^
Headcount Idx - Overall (%)	92
Competency Idx - Overall (%)	78
Staff Idx - Overall (%)	72
Staff Idx - Finance (%)	100
Staff Idx - Procurement (%)	25
Staff Idx - Retail-Jakar (%)	100
Staff Idx - Retail-Kuala (%)	100 25
Staff Idx - Retail-Bangk (%) Staff Idx - Marketing (%)	25 56
Staff Idx - Forecasting & Planning (%)	100
Staff Idx - Warehouse & Logistics (%)	6
Staff Idx - B2B (%)	25
Staff Idx - Production (%)	100
Staff Idx - MRP (%)	100
Staff Idx - Maintenance (%)	56
Staff Idx - Human Resource (%)	100
Staff Idx - Marketing Support (%)	100 56
Staff Idx - Franchise Support (%) Staff Idx - Technical Support (%)	56
Starriax - recrimear Support (70)	50

Retail	^
Jakar - Price - Apple Juice (THB)	17
Jakar - Price - Orange Juice (THB)	21
Jakar - Price - Melon Juice (THB)	21
Jakar - Inventory - Apple Juice (unit)	44,961
Jakar - Inventory - Orange Juice (unit)	42,495
Jakar - Inventory - Melon Juice (unit)	38,893
Jakar - Area Consumed (m2)	416
Jakar - Area Rented (m2)	500
Jakai Area Kentea (1112)	500
Kuala - Price - Apple Juice (THB)	18
Kuala - Price - Orange Juice (THB)	22
Kuala - Price - Melon Juice (THB)	28
Kuala - Inventory - Apple Juice (unit)	13,842
Kuala - Inventory - Orange Juice (unit)	19,767
Kuala - Inventory - Melon Juice (unit)	20,307
Kuala - Area Consumed (m2)	178
Kuala - Area Rented (m2)	250
Rudia Area Reficed (III2)	250
Bangk - Price - Apple Juice (THB)	24
Bangk - Price - Orange Juice (THB)	21
Bangk - Price - Melon Juice (THB)	22
Bangk - Inventory - Apple Juice (unit)	20,697
Bangk - Inventory - Orange Juice (unit)	26,570
Bangk - Inventory - Melon Juice (unit)	21,958
Bangk - Area Consumed (m2)	228
Bangk - Area Consumed (m2)	250
Daligk - Area Kelited (III2)	230
Marketing	^
Marketing Investment	3200
Transcend Investment	3200
Service	^
Service Call Missed	223
Service Work In Progress	0
Service deal handled (Occurance)	11
Service deal Hariarea (Secaratice)	- 11





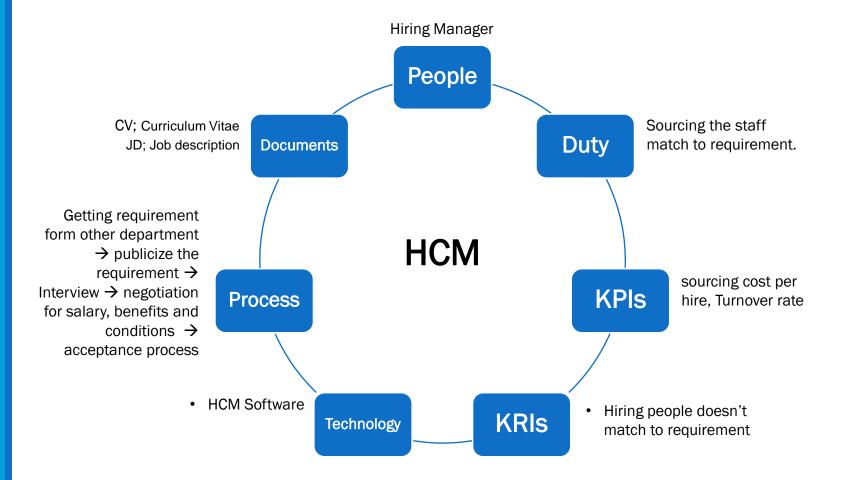
Basic MSIM BI Measurement in HCM

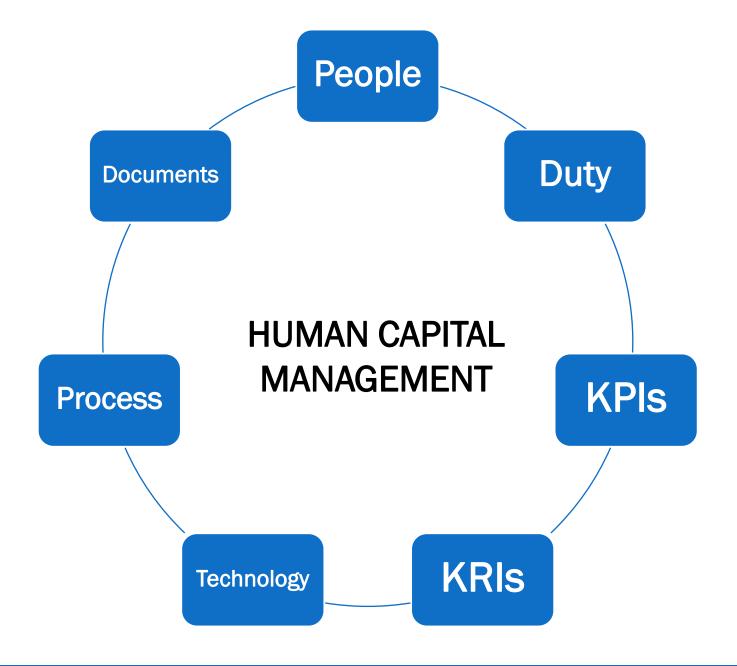


Example: Staff turnover Ratio and Staff Resign

HCM: Circle Knowledge of MSIM (Sample)

Note: this is basic sample in one job role "People in certain position" Learner may need to understand holistic view in each business department and link to other department to understand a whole business processes (Internal and External)

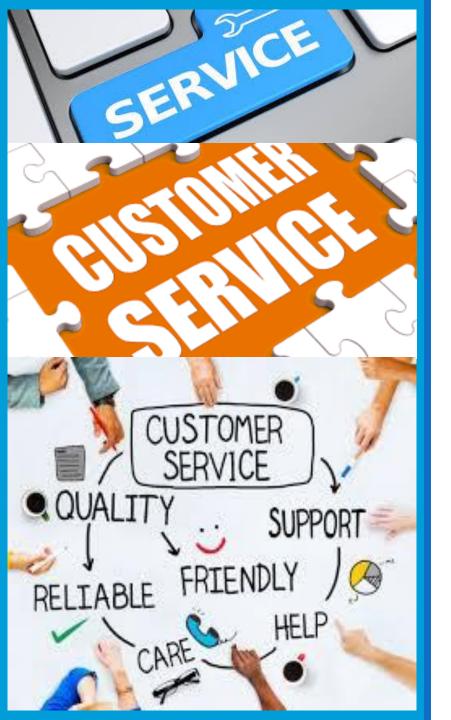






Suggested basic topics to be discussed about HCM

- What will happen if (Please apply to reality)
 - >A) Short of staff
 - ➤ B) Competency is low
 - ➤ C) Over hired staff
- Which one is the most important in HCM between Competency and Personality? Why?
- ➤ Which job functions may need (Put ability, skill, personality).....? Why?
- Discuss about generation VS HCM





Customer Services



Supporting Clip for Learners: SRV



SRV Module: https://goo.gl/C3NGwp



Facilitator: Background of SRV Module

by Abdy Taminsyah

Customer service is the provision of service to customers before, during and after a purchase.

Read more: https://en.wikipedia.org/wiki/Customer service

In MonsoonSIM, the Service Management is about handling complaints and also providing value-added, billable services to customers.

MonsoonSIM supports multiple levels of complexity. Learners are encouraged to start with the basic module, called the Baseline model, and slowly progress to more advanced functions

Here are what you will learn in the MonsoonSIM Service Management (Baseline):

- Concept of RFQ (Request for Quotation)
- Concept of bidding associated with RFQ
- Concept of man-power scheduling
- Concept of recruitment
- Concept of competency matching
- Concept of complaints
 - from clients
 - from vendors
 - from co-workers
- Concept of the effect on business due to poor relationships
 - with clients
 - with vendors
 - with co-workers
- Concept of on-the-job training
- Concept of terms of payments



Facilitator: Background of SRV Module

by Abdy Taminsyah

In MonsoonSIM, the Service Management module is related to the following department (modules)

- Finance (FIN)
- Retail (RTL)
- Marketing(MKT)
- Forecasting (FCS)
- Procurement (PMN)
- Warehouse and Logistics (WHS)
- B2B (B2B)
- Production (PRD)
- MRP (MRP)
- Maintenance (MNT)
- Human Capital Management (HCM)

Note: There is no pre-requisite to learning the MonsoonSIM Baseline concept



Facilitator: Operating Model of SRV Module

by Abdy Taminsyah

[Baseline]

There exists a number of clients

Service Income

- The clients will seek our services in the form of RFQ (Request for Quotation)
- The RFQ will contain a number of specifications:
 - The services man-days needed
 - The maximum price the client is willing to pay
 - The delivery date expected
 - The quotation results announcement day
 - The penalty for late delivery
- The RFQ is a form of bidding, in which all teams' quotations will be compared by the client
- The client will compare based on price offered the lower the better.
- Quotation with service resources (staff) of mismatched skillset will be declined
- On the bid announcement day, the client will announce the winning bidder and award the winner a new Sales Order (SO)
- The SO cannot be canceled or modified
- The losing bidders will see that their RFQ marked as "canceled"
- The winning team must immediately schedule the man-days as per the RFQ
- Those resources of the winning bid will be marked "blocked" on their calendar and therefore cannot be scheduled for other jobs
- Payment will be made by the client as soon as the job is completed



Facilitator: Operating Model of SRV Module

by Abdy Taminsyah

- In the event the resource (staff) assigned to a job resigns before all the promised man-days are delivered, then the service work cannot be performed. The client shall wait for twelve (15) days for the company to fulfill the delivery. Failing to do so will render the SO "canceled" with no payment obligated by the client
- Players can analyze the Services Management performance and other useful intelligence by carefully examining the information from the DTR (Data, Trend, and Relationship) explorer

Complaints

- Clients / Vendors / Co-workers may complain about someone in our department when that department's staff index has dropped below 100%
- To know more about Staff Index, please visit the Operating Model of the Human Capital Management
- Complaints should be dealt with by Service department as soon as possible
- All complaints, regardless of being dealt with or not, will be recorded by the systems
- Complaints that are not dealt with will result in more severe consequences than those that are dealt with
- Consequences are :
 - Vendors may increase their selling price
 - Clients may request less of our goods and services
 - Co-workers may have higher work dissatisfactions which may lead to issues and eventual resignation (see HR model)



SRV module configuration

Parameter	Setting	Edit	Submenu
Complaint Allow 🛨	No	Edit	1 ⊕
Services 1 Allow 🕀	Yes		1 ⊕
Services 2 Allow	Yes		1 ⊕
Services 3 Allow 🕀	Yes		1 ⊕
Services Demand	Slow	Edit	



Related Terminology of Customer Services Module

	Meaning Meaning	
Customer satisfaction	a term frequently used in marketing, is a measure of how products and services supplied by a company meet or surpass customer expectation. Customer satisfaction is defined as "the number of customers, or percentage of total customers, whose reported experience with a firm, its products, or its services (ratings) exceeds specified satisfaction goals. Purpose of customer satisfaction "Customer satisfaction provides a leading indicator of consumer purchase intentions and loyalty." www.wikipeda.com	
Loyalty Business Model	The loyalty business model is a business model used strategic management in which company resources are employed so as to increase the loyalty of customers and other stakeholders in the expectation that corporate Objectives will be met or surpassed. A typical example of this type of model is: quality of productionor service leads to customer satisfaction, which leads to customer loyalty, which leads to profitability. http://www.businessdiFacilitatorionary.com	
CRM	 A management philosophy according to which a company's goals can be best achieved through identification and satisfaction of the customers' stated and unstated needs and wants. A computerized system for identifying, targeting, acquiring, and retaining the best mix of customers. Customer relationship management helps in profiling prospect, understanding their needs, and in building relationships with them by providing the most suitable products and enhanced customer service. It integrates back and front office systems to create a database of customer contacts, purchases, and technical support, among other things. This database helps the company in presenting a unified face to its customers, and improve the quality of the relationship, while enabling customers to manage some information on their own. http://www.businessdiFacilitatorionary.com 	

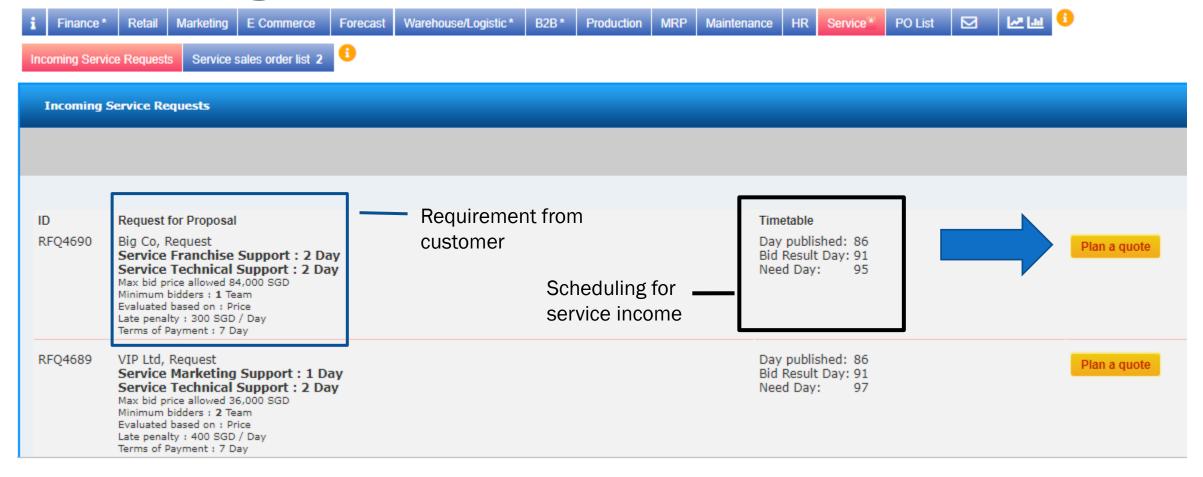


Related Terminology of Customer Services Module

	Meaning Meaning
Service Delivery	The service encounter is defined as all activities involved in the service delivery process. Some service managers use the term "moment of truth" to indicate that defining point in a specific service encounter where interaction are most intense. The delivery of a service typically involves six factors: The accountable service provider and his service suppliers (e.g. the people) Equipment used to provide the service (e.g. vehicles, cash registers, technical systems, computer systems) The physical facilities (e.g. buildings, parking, waiting rooms) The requesting service consumer Other customers at the service delivery location Customer contact
Service Sales Order	Equivalent of Sales Order but specific in services area. A seller-generated <u>document that authorizes sale of the specified item(s), issued after receipt of a customer's purchase order.</u> A sales order usually implies that there will be no additional labor or material cost incurred for the sale, except where it is used to initiate a Production process. http://www.businessdiFacilitatorionary.com

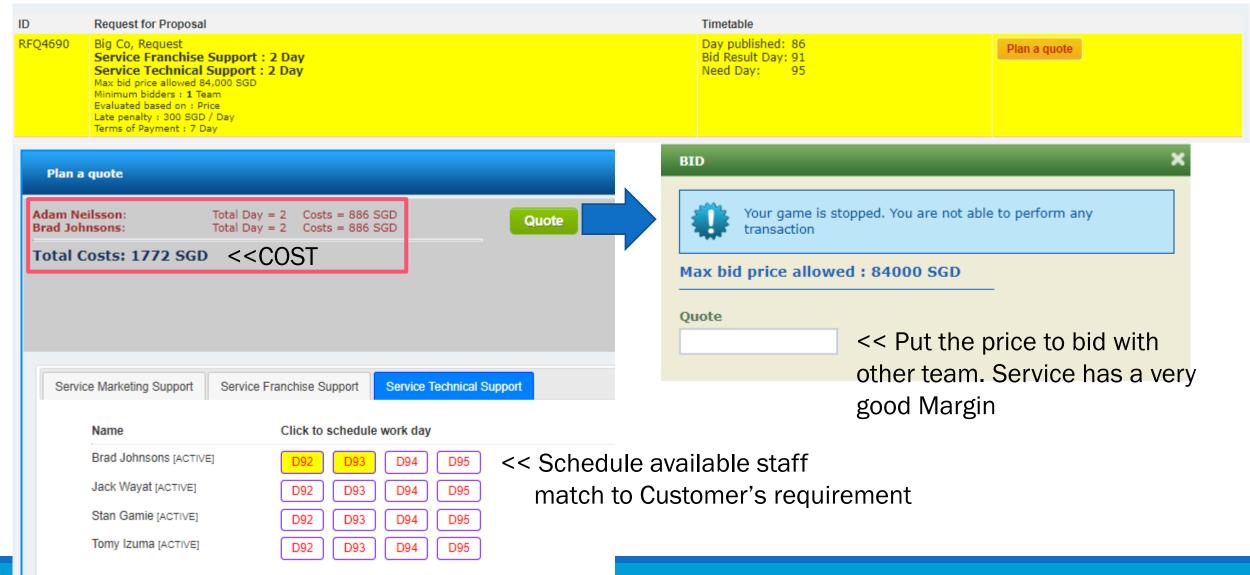


Incoming service requests



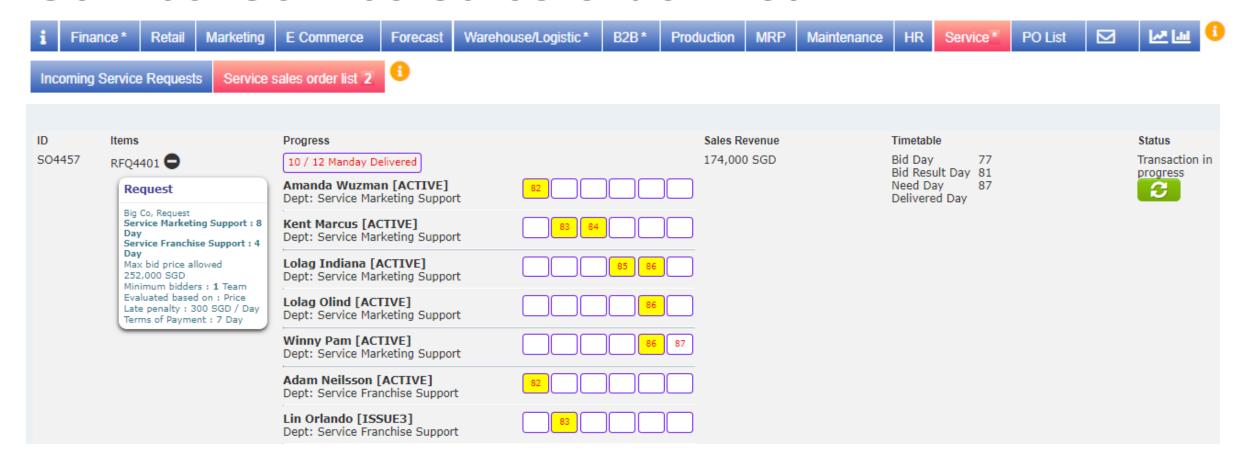


Incoming service requests





Service: Service Sales Order List





Quick monitoring; Customer Services

Finance	
Sales (THB)	83,621,858
Trading Profit (THB)	30,169,561
Operating Expense (THB)	13,026,734
Net Profit (THB)	17,142,827
Cash On Hand (THB)	13,832,484
Bank Facility (THB)	2,500,000
COGS - Apple Juice (THB)	10
COGS - Orange Juice (THB)	12
COGS - Melon Juice (THB)	15
Procurement	^
PO - Approved	0
PO - Delivered	291
Production	^
Machine1 Capacity	On Maintenance 9,499
Machine2 Capacity	On Maintenance 9,499
Machine3 Capacity	9,851
Machine4 Capacity	9,732
Machine5 Capacity	9,615
Machine6 Capacity	9,615
Maintenance	^
Machine1 OEE	100%
Machine2 OEE	100%
Machine3 OEE	99%
Marking A OFF	97%
Machine4 OEE	
Machine5 OEE Machine5 OEE Machine6 OEE	96% 96%

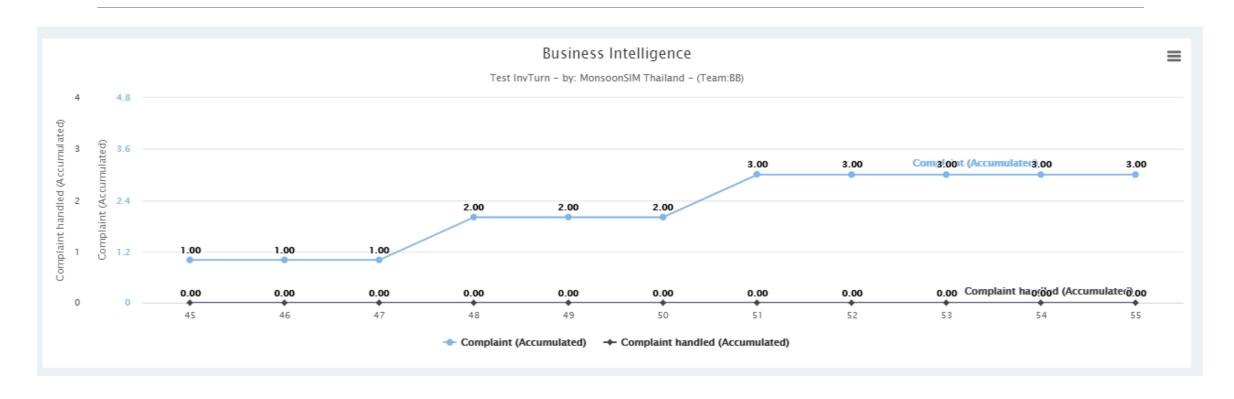
Warehouse/Logistic ^			
Shipment in Progress	0		
Shipment Completed	71		
Singa - Inventory - Apple Juice (unit)	162,979		
Singa - Inventory - Orange Juice (unit)	0		
Singa - Inventory - Melon Juice (unit)	51,601		
Singa - Inventory - Box (piece)	5,000		
Singa - Inventory - Straw (piece)	0		
Singa - Inventory - Apple (piece)	98,321		
Singa - Inventory - Orange (piece)	49,680		
Singa - Inventory - Melon (piece)	56,999		
Singa - Area Consumed (m2)	2,316		
Singa - Area Rented (m2)	3,500		
B2B	^		
SO Outstanding	_		
SO Outstanding	2		
SO Delivered	70		
HR	^		
Headcount Idx - Overall (%)	86		
Competency Idx - Overall (%)	86		
Staff Idx - Óverall (%)	74		
Staff Idx - Finance (%)	100		
Staff Idx - Procurement (%)	100		
Staff Idx - Retail-Jakar (%)	25		
Staff Idx - Retail-Kuala (%)	100		
Staff Idx - Retail-Bangk (%)	56		
Staff Idx - Marketing (%)	6		
Staff Idx - Forecasting & Planning (%)	100		
Staff Idx - Warehouse & Logistics (%)	56		
Staff Idx - B2B (%)	25		
Staff Idx - Production (%)	90		
Staff Idx - MRP (%)	100		
Staff Idx - Maintenance (%)	100		
Staff Idx - Human Resource (%)	100		
Staff Idx - Marketing Support (%)	56		
Staff Idx - Franchise Support (%)	100		
Staff Idx - Technical Support (%)	100		

Retail	^
Jakar - Price - Apple Juice (THB)	24
Jakar - Price - Orange Juice (THB)	26
Jakar - Price - Melon Juice (THB)	28
Jakar - Inventory - Apple Juice (unit)	7,554
Jakar - Inventory - Orange Juice (unit)	7,841
Jakar - Inventory - Melon Juice (unit)	7,042
Jakar - Area Consumed (m2)	74
Jakar - Area Rented (m2)	100
Kuala - Price - Apple Juice (THB)	24
Kuala - Price - Orange Juice (THB)	26
Kuala - Price - Melon Juice (THB)	28
Kuala - Inventory - Apple Juice (unit)	4,668
Kuala - Inventory - Orange Juice (unit)	4,744
Kuala - Inventory - Melon Juice (unit)	4,185
Kuala - Area Consumed (m2)	45
Kuala - Area Rented (m2)	50
Bangk - Price - Apple Juice (THB)	24
Bangk - Price - Orange Juice (THB)	26
Bangk - Price - Melon Juice (THB)	28
Bangk - Inventory - Apple Juice (unit)	4,988
Bangk - Inventory - Orange Juice (unit)	5,637
Bangk - Inventory - Melon Juice (unit)	5,158
Bangk - Area Consumed (m2)	52
Bangk - Area Rented (m2)	50
Marketing	^
Marketing Investment	5100
-	
Service	^
Service Call Missed	223
Service Work In Progress	4
Service deal handled (Occurance)	20





Basic MSIM BI Measurement in SRV



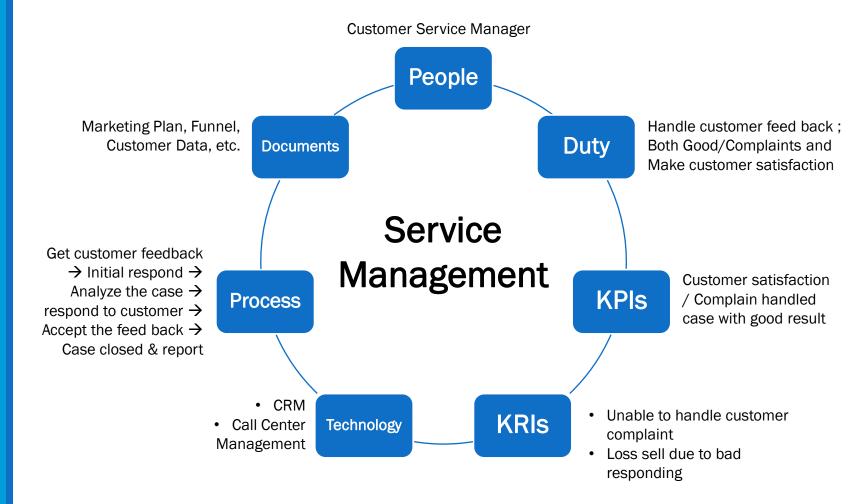


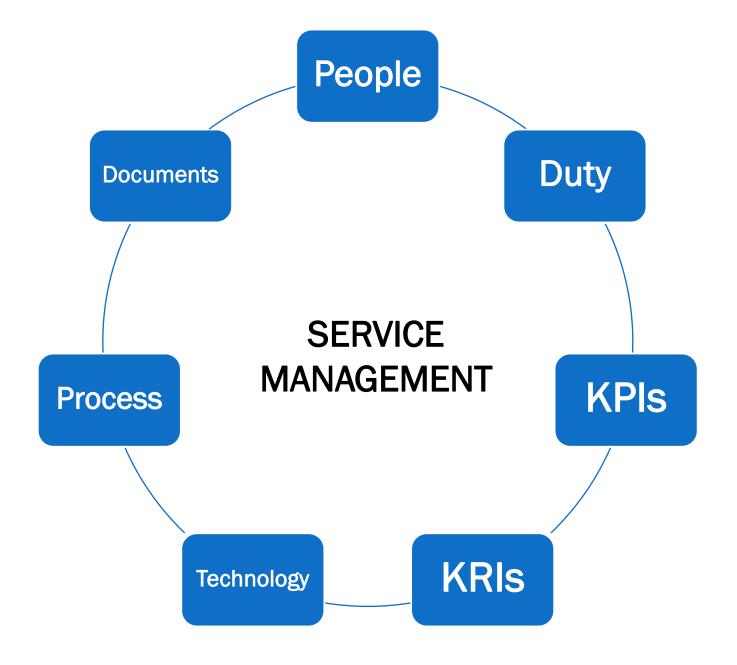
Suggested basic topics to be discussed about SRV

- > What is criteria to join bidding for service income?
- ➤ What need to be concerned before send staff for incoming service request or Service selling?
- > In the reality, Why customer service is important?
- ➤ Please give an example about best / poor service quality in learner daily life, if they are owner of company. How will they handle the case?

SRV: Circle Knowledge of MSIM (Sample)

Note: this is basic sample in one job role "People in certain position" Learner may need to understand holistic view in each business department and link to other department to understand a whole business processes (Internal and External)







SUMMARY



MonsoonSIM learning methodology

Register

Lets facilitator setup game

Login to game environment

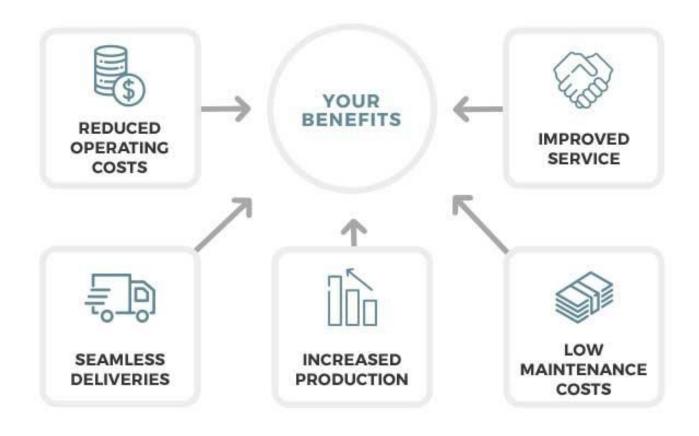
Learning to 12 modules

Experienced from game

Simulate yourself to work / learn



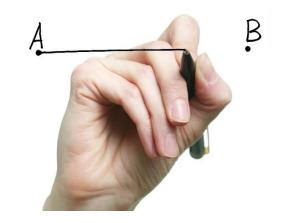
Entrepreneurial Mindset





Game's Trick

need to convert this trick to real working methodology







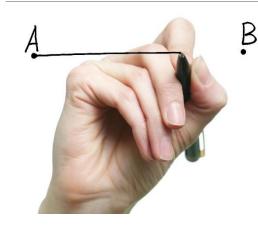








Must have good plan and process



- Understanding your business factors, limitations, Objectives etc.
 - This is the key step to implement ERP
- If your business in new entry, Planning for a better process,
 - Simulate yourself as running the business follows your planned process
 - Simulate problems and scenario, and plan to solve them
- If your business is running, Find the process which weak or be your organization problems and solve it
 - Manage people in that process, lets them aware of the problem
 - Lets them be a part of a re-process
 - Solving, Monitoring, Adapting, Realizing and Learning with them



Re-Process when factors has been changed



- based on the game, many factors have involved with;
 - New module was opened, New offering Opportunities
 - Changing of end-user and B2B customers' demand
 - Challenging from your competitors, Timing and yourself concentration
 - Dropping of ability (HR)
 - Problems of workload and overwhelming of information

These are sample of factors is telling you that

No perfectly and permanently process which can be used at all time. Change the way you work, think, run your business organization



Work as a team



- Collaborative working is always a key success for any organizations
- Based on the game, you had experienced some of collaborative idea and activity like
 - Sharing the same goal
 - Decision making
 - Information sharing
 - How to communicate with the team
 - Developing a better process to runs virtual company

These are basic idea to run your future team or being a good member in team.



Find the root cause and solved it!



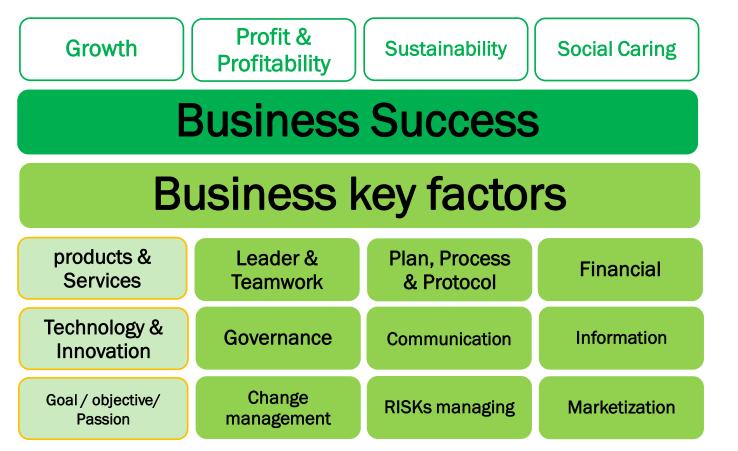
- If problem has not start yet, RISK and Key Risk Indicators; KRIs must be Investigated and Shared to prevent any problem in future.
- If you are facing any issues,
 - Find out your organization root cause?
 - Lets all parties aware of problem
 - Change expectation to inspection
 - Solved it!
- Do Wise (cool) not Do more



What an Entrepreneur think?

Everyone must define and design at your own way





Update Chapter

Entrepreneurship Chapter



The article about Entrepreneurship by MonsoonSIM Thailand

บุคคลทั่วไป และนักศึกษา	บุคลากรทางการศึกษา	Blog ในนามพี่แว่นหน้าตาดี	YouTube
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หัวข้อ Entreprenuerial ทักษะ และกระบวนคิด ที่คนไทยขาดแคลน และต้องร่วมกันส่งเสริมให้เกิด มี

Link	หัวข้อ
คลิก	EP 1 นิยามของ Entreprenuer กับความหมายที่เพิ่มพูนเปลี่ยนแปลงไปตามกาลเวลา
คลิก	EP 2 ประเภททักษะแห่งการประกอบการ (ในทัศนะของผู้เขียน)
คลิก	EP 3 ทักษะแห่งการประกอบการที่พึงมี
คลิก	EP 4 Entreprenuerial Mideset กระบวนคิดและลงมือท่าของผู้ประกอบการ
คลิก	EP 5 ความเข้าใจผิดในการประกอบการในสังคมไทย ช่วยกันเปลี่ยน ช่วยกันปรับ เพื่อประเทศแห่งการประกอบการ
คลิก	EP 6 มาร่วมสร้าง Eco-System ของสังคมอุดมนักประกอบการ
คลิก	EP 7 มาเป็น Charles Xavier ให้กับสังคมอุดมนักประกอบการกัน
คลิก	EP 8 ประเทศไทยจะเปลี่ยนแปลงเช่นไร เมื่อเราสร้างสังคมอุดมนักประกอบการ
คลิก	EP 10 แนวทางการสร้าง Entrepreneurship School บทเรียนจากแดนก็มจี สู่เมืองสัมตำ
Link	ทักษะแห่งการประกอบการ ทักษะที่ "ต้องมี" ติดตัวเพื่อ อยู่รอด และอยู่ได้ดี
Link	ทักษะชีวิตและการทำงานราชการไทยในศตวรรษที่ ๒๑

https://www.monsoonsimthailand.com/sharing-index.html



Entrepreneur Meaning and Timeline

https://en.wikipedia.org/wiki/Entrepreneurship

17th Century



"Entrepreneur"



"Adventurer"

DiFacilitatorionnaire Universel de Commerce compiled by Jacques des Bruslons and published in 1723 17th Century to Early 18th Century



"cradle of political economy"

William Stanley Jevons

"the small proof of competence"

Kleiner Befähigungsnachweis

"craftspeople to obtain a Meister apprentice-training certificate before being permitted to set up a new business"

Großer Befähigungsnachweis Kuhlenbeck

"a driver for economic development, emphasizing their role as one of the Collecting factors of Production allocating resources from less to fields that are more productive" Jean-Baptiste

"a person who pays a certain price for a production and resells it at an uncertain price, "making decisions about obtaining and using the resources while consequently admitting the risk of enterprise"

Essai sur la Nature du Commerce en Général, or Essay on the Nature of Trade in General



Entrepreneur Meaning and Timeline

https://en.wikipedia.org/wiki/Entrepreneurship

20th Century



"a multi-tasking capitalist and observed that in the equilibrium of a completely competitive market there was no spot for "entrepreneurs" as an economic activity creator"

Alfred Marshall

"the entrepreneur did not bear risk: the capitalist did"

"an entrepreneur is willing and able to convert a new idea or invention into a successful innovation"

"entrepreneurship resulted in new industries and in new combinations of currently existing inputs."

Schumpeter 1920, 1934

21st Century



Entrepreneurs are leaders willing to take risk and exercise initiative, taking advantage of market opportunities by planning, organizing and deploying resources, often by

innovating to create new or improving existing products or services. In the 2000s, the term "entrepreneurship" has been extended to include a specific mindset resulting in entrepreneurial initiatives, e.g. in the form of social entrepreneurship, political entrepreneurship or knowledge

entrepreneurship.



Expanding



Entrepreneurship Expanding

Entrepreneurship Growing

Entrepreneurship Grounding Entrepreneurship Seeding



The required sets and Environment of 'Entrepreneurship'

The 'mindset' which realize. The 'tool set'; which be investigate and proof the equipped and selected in problem and not ignore the limitation circumstance to them, try to solve with best solve problems available solutions **Entrepreneurial** The 'Skillset'; the soft skill to The 'Knowledge set'; the be collaborated to solve Hard skill to be Integrated to problems; Business & solve a required academical by Paramintara Y. Management, Life, Social etc angle in problem The 'Ecosystem'; the prepared 'Mentoring & Incubating' environment which support program are required to building Entrepreneurship. Not develop the Entrepreneurship only physical but also mentality, rules & regulations. by Entrepreneur





(by Natural, Environmental and Experiential Learning or Non-school system Teaching & Learning)

Leverageable and unmeasurable by mathematic abilities

(A) Soft skills

People skills/ interpersonal skills

(C) Hard

Skills

(Art group)

(B)Hard
(Science Group)

(D) Entrepreneurial Skills

(by Teachable & Learnable in school/academic systems)

(F) Superior Entrepreneurial Skills

Ability to combine / choose Appropriate Hard and Soft Skills to solve problem

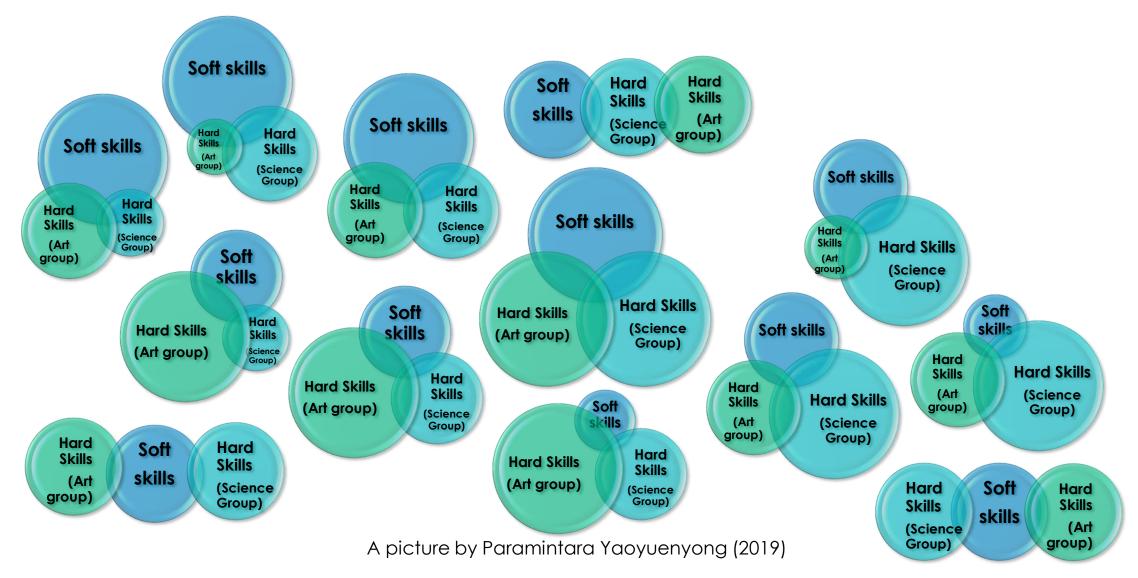
teachable and mathematic measurable abilities

The art group of hard skills which be converted to mathematic measurement

COMBINATION OF Entrepreneurial Skills

Combine and classified set of skills match to situations/time/Resources

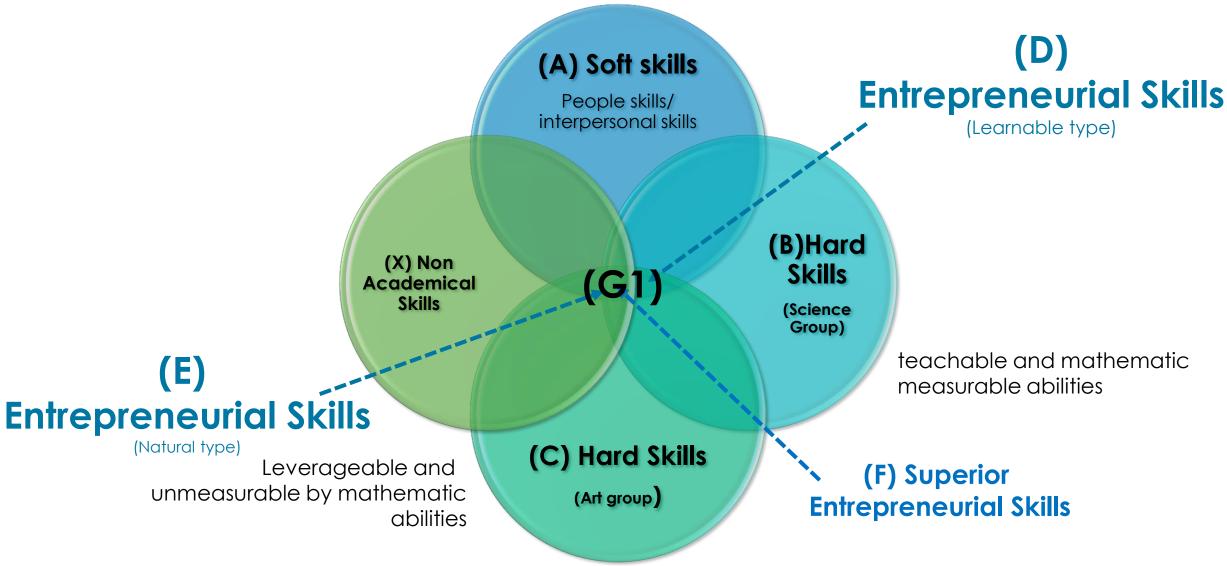












A picture by Paramintara Yaoyuenyong (2019)



ชวนให้ เข้าใจ



คูณให้ เพิ่มทวี

ส่งเสริม ให้เกิด





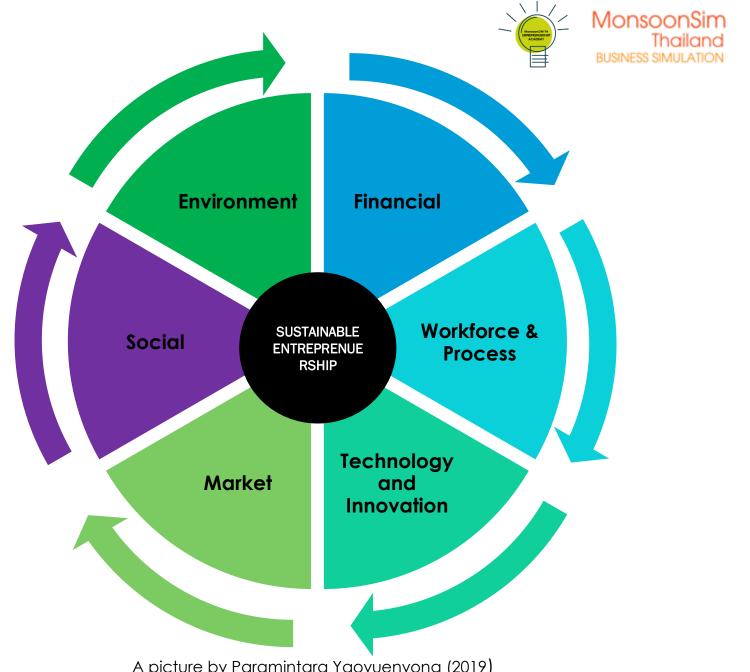
A picture by Paramintara Yaoyuenyong (2019)



ขยายให้ เติบโต

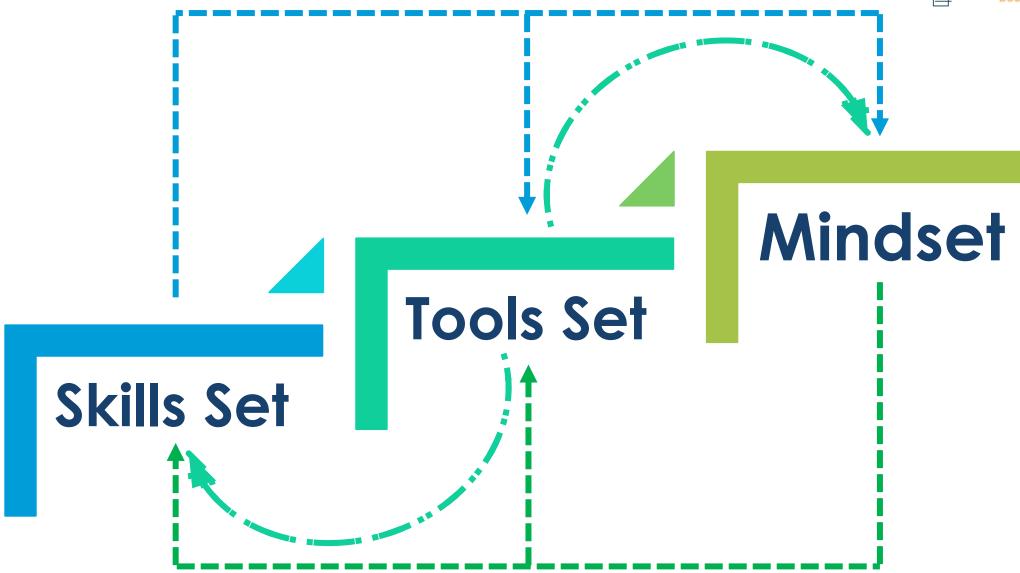


สร้างให้ แกร่ง



A picture by Paramintara Yaoyuenyong (2019)





A picture by Paramintara Yaoyuenyong (2019)

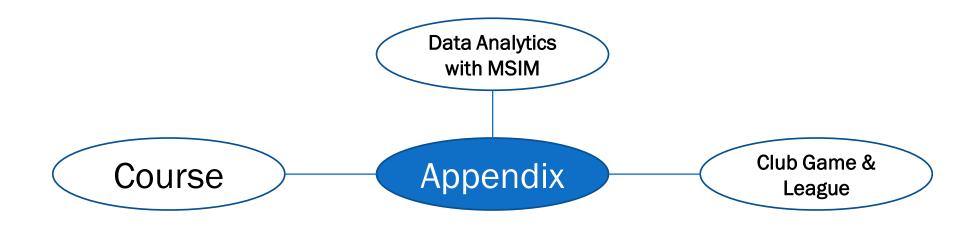




ENTREPRENUERIAL SKILLS

Good combination of Hard Skills + Soft Skills + New Skills

Resources (Time, Human, Product &Service) + Business Goals + Technology & Innovation + Environment & Ecosystem of Market



MonsoonSIM APPENDIX

For Facilitator ONLY

Course

MonsoonSIM Course
Create your own course



Official Course



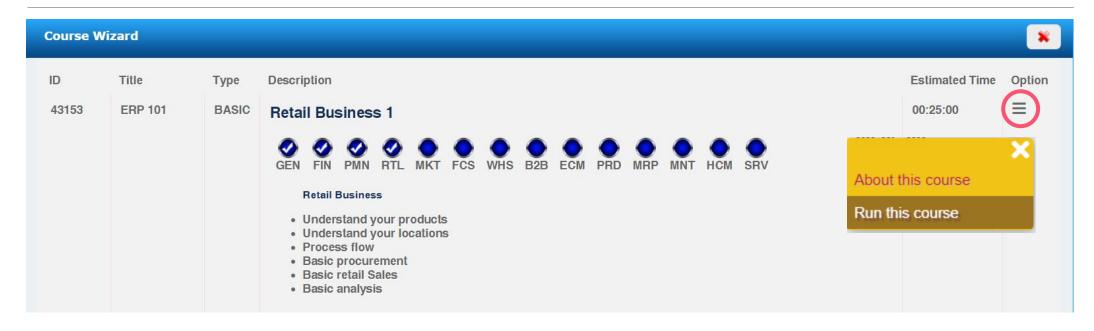


Official Course

- Facilitator able to load course which MonsoonSIM designed
- Official Courses came with QUIZ; which available variety of quiz will vary by number of modules which activated in each official course.



Official Course



Course wizard will help Facilitator to create the game with presetting by click the 3bars menu. BTW, after game has been set up by wizard. Facilitator able to change the parameter or any configurations



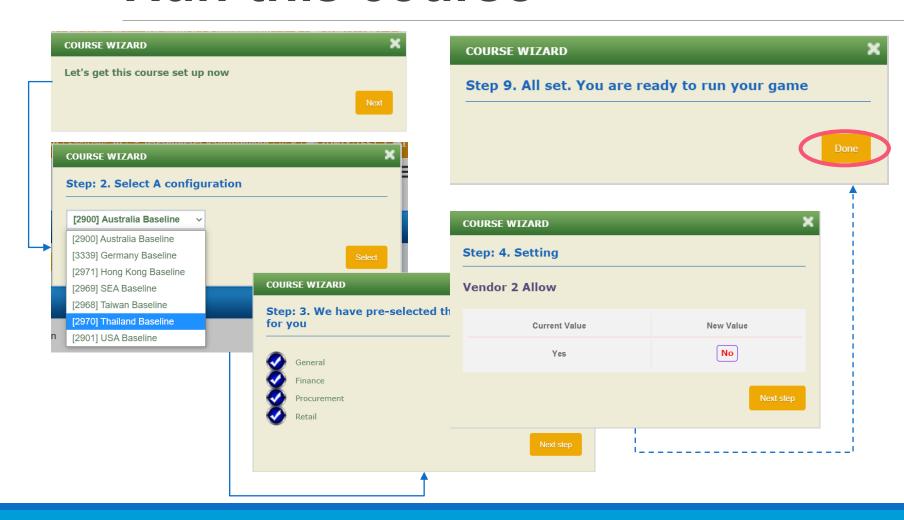
About this course



If you would like to know about the details and concepts of each course, system will popup the official presentation slide for Facilitator to understand the key delivery of that Course.



Run this course



The wizard will help Facilitator to set up the game step by step until the last step (EX; Step 9 as left picture) after click "Done" game will be configured for you.

BTW, as mentioned earlier. Facilitator able to change parameter after this presetting was done.

For Facilitator ONLY

MSIM CLUB GAME



Facilitator:

How to create 'Club' and

How to create 'Club Game'



STUDENT:

How to register to 'club' which built by Facilitator and How to join 'Club Game'

For Facilitator ONLY

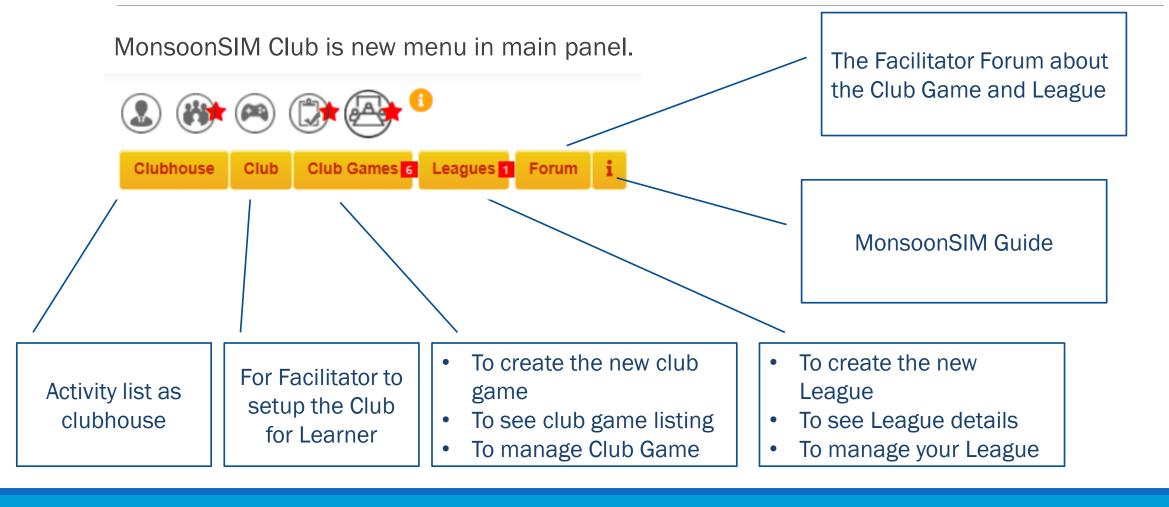


Different between normal game vs club game

	Normal Game	Club Game
Need to set configurations match to your designate experienced to learner	✓	\checkmark
Need to set Score Matrix before game	0	\checkmark
Need to set date and time to kick off the game	*	\checkmark
Need to set the final day and duration per day	✓	\checkmark
 Game will automatically initial Day 0 and game will be run when reach the time setting 	×	√
Able to change the run time parameter during the game	✓	*
Able to stop the game any time	✓	*
Able to reset the game and restart the game	✓	×
Game will stop at the last day which Facilitator had been set	0	\checkmark
 Once the game has reached the last day. System will automatically show score matrix which has been set for learner who join the Club Game 	×	√



MonsoonSIM CLUB





What is Club

CLUB

- Club is learner Team, One club can cater maximum 5 members
- Facilitator will be the one who create the 'Club' for learner.
- Learner need to apply for their club, Once learner apply for any club; they can join the club game and league
- Each learner can apply to many club., but only the club who register to the club game will able to play that club game



What is Club Game

CLUB GAME

- The Club game is the game which Pre-config, Pre-assign the score matrix, pre-setting the kickoff date and time., Game duration and pace. Once reach the setup time, game will be automatically run the game for Facilitator without action during the game.
- Learner who would like to play club game, need to be member of each club. And REGISTER
 to the available club game. The registration period will vary from 2 hours, 1 hour, 30 and 15
 minutes before kick off time.
- The registration will be closed 3 minutes before the running time. Once the time has come,
 Game will be automatically initializing day 0 data, and follow the pre-setup details
- Will have 2 types of club game; Public Club game is open for everyone and Private Club Game will only allow those who have 'Game passcode' which Facilitator will be the one who set this passcode



What is Club Game

CLUB GAME

- The club game will automatically run when the setup time has been reached. During the game is running. Facilitator are unable to interfere or change any runtime parameter like normal game.
- When Facilitator setup the club game; the time system that use in server is GMT;
 Greenwich Mean Time. For example, Thailand is GMT+7 time zone (TZ)
- Club game will consume con-current users. Make sure that the club game not interfere you or any Facilitator's main class.
- Based on March 2020, each server able to setup one club game per day. If need create new club game, need to wait for existing scheduled club game finished. You will able to set up another club game.



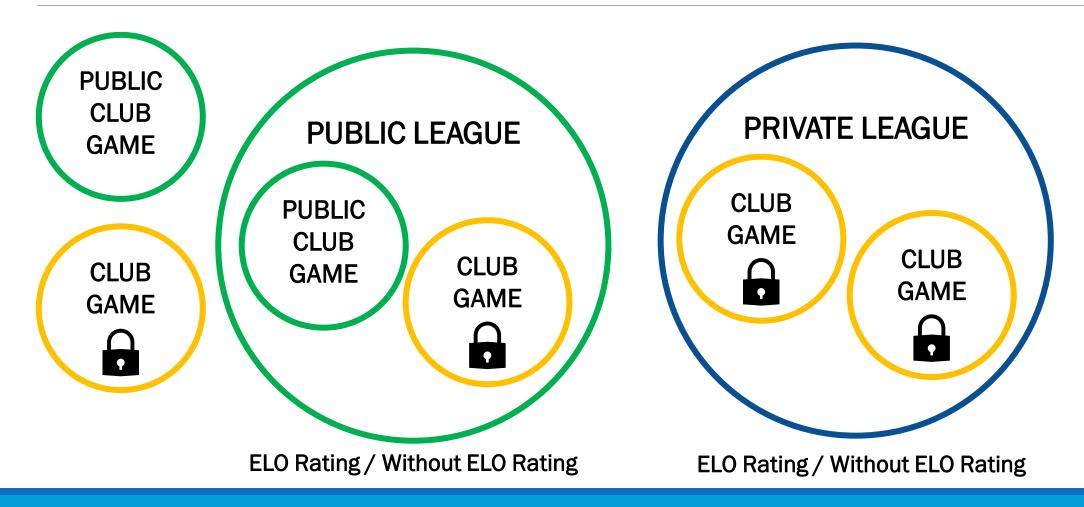
What is LEAGUE

LEAGUE

- League is competition system. Learner who is member of each club will able to join multiple club game. And League system will calculate the score and show the result by using ELO Rating system (https://en.wikipedia.org/wiki/Elo_rating_system)
- Facilitator in each subscription able to create multiple League in your subscription.
 And able to choose to be PUBLIC League which other learner for all over the MSIM system can join or PRIVATE LEAGUE which only your learner network can join by 'passcode'



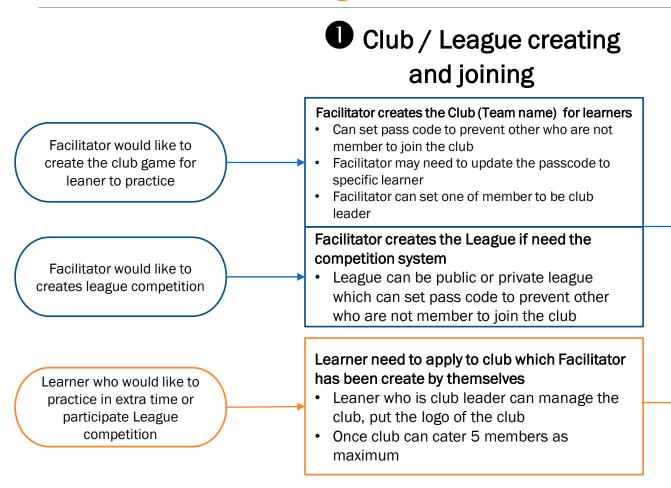
Diagram to explain Club & League in MonsoonSIM





Process for club game

Blue = Facilitator, Orange = Leaner



2 Game creating and joining the game/League

Facilitator set the Club Game for learners

- Club game can be individual game, or a part of League game which score can be counted
- Club Game can be PUBLIC mode or Private Mode by Passcode

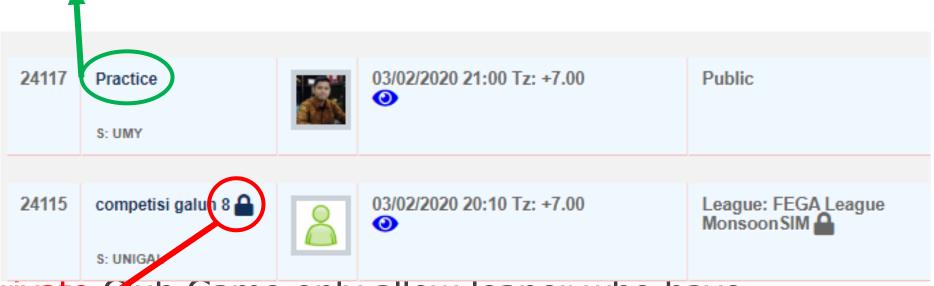
Learner need to apply to club game by themselves before the game has been start at least 3 minutes.

- Each club game able to cater 10 teams as maximum
- First come first serve basis
- Game will be locked 3 minutes before starting
- Game will be automatically start and stop alight on setting
- If club / league are Privates, make sure that you will get passcode to join from Facilitator or match arranger



Type of Club Game

Public Club Game is open for everyone to join

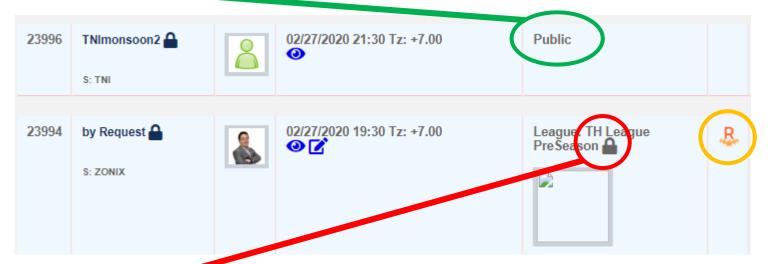


Private Flub Game only allow leaner who have communicated passcode from Facilitator who create the club game



Type of League

Private League is open for everyone

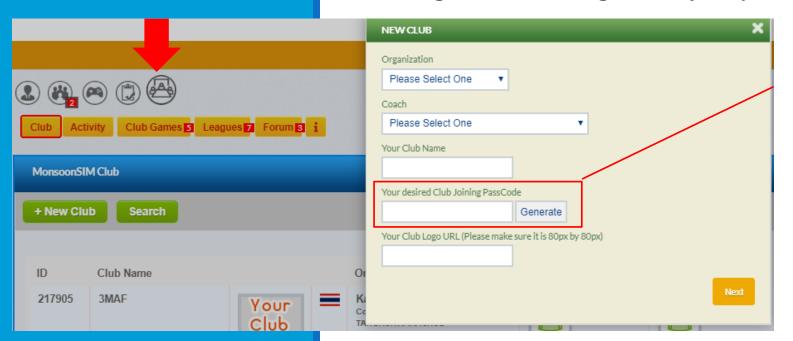


To show this club game will be part of ELO rating

Private League only allow learner/player who have a passcode to join

How to create Club "Team"

- 1. Login by using your Facilitator username/password
- 2. Click at MonsoonSIM Club menu
- 3. Choose Club
- 4. Choose +new club
- 5. Put the required info., Club name is Learner Team name
- 6. An option to put the passcode to lockdown the learner to register to wrong club. (They are always blur :P)



You are need to tell this code to your learner.

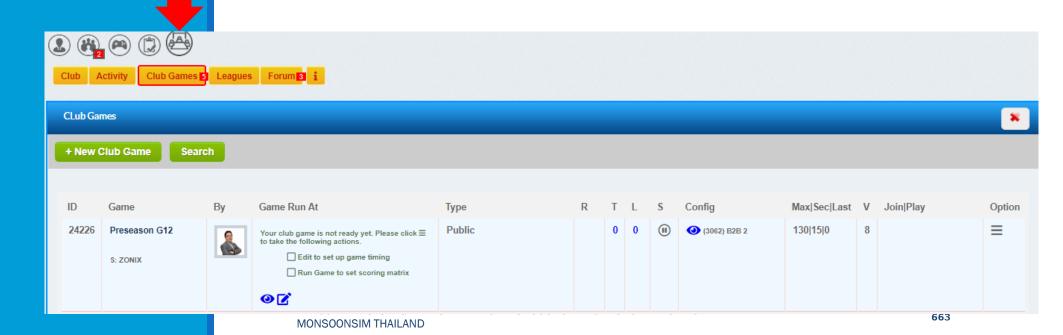
Mostly, I put '00000' to prevent many communication to many club team.

If you click generate means the system will random the code for you.

How to create Club Game (1/3)

Note: Facilitator may need to pre-setup the game config, score matrix, game duration, game pace and kick off date and time

- 1. Login with your Facilitator username/password
- 2. Click MonsoonSIM Club
- 3. Choose Club Game
- 4. Choose + New Club Game and put in required details. This step will alike the normal game creation
- 5. You will see the club game that you have created in the club game list

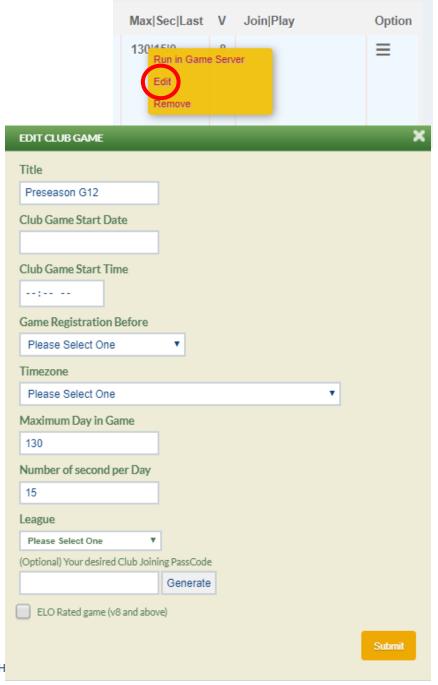


How to create Club Game (2/3)



- 6. Choose the 3bar menu
- 7. choose Edit to setup
 - Date and Time of Club game
 - registration period
 - Time Zone
 - Game duration and Game pace
 - put passcode if need
 - if this club game will be part of league, please Select the league
 - make Yes if you need this Game to be classified as ELO scoring

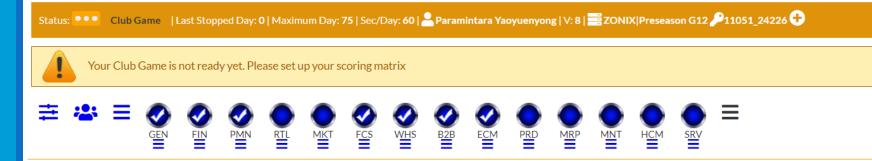
When all EDIT setup has done Will having you still need To complete game setup by Click 3bars menu., choose Run game to set config/ matrix



How to create Club Game (3/3)



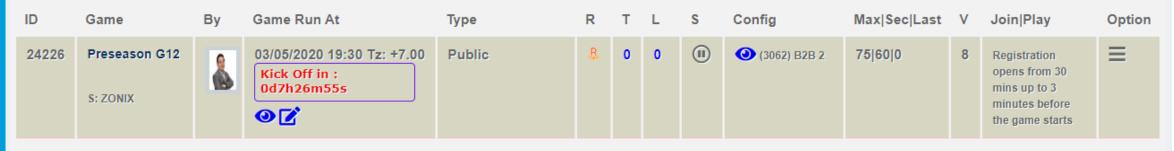
8. Choose the 3bars menu and choose Run in Game Server



Facilitator will need to - choose the related module

- change configurations as you intended
- Set the Score Matrix

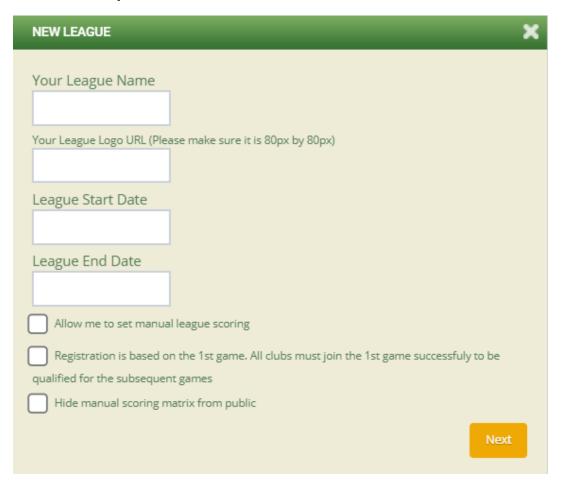
After the club game is over, system will use the setup score matrix to evaluate the game. Learner will able to see the config before playing the game and also the score matrix and any note from Facilitator in Club game panel



MONSOONSIM THAILAND

How to create LEAGUE

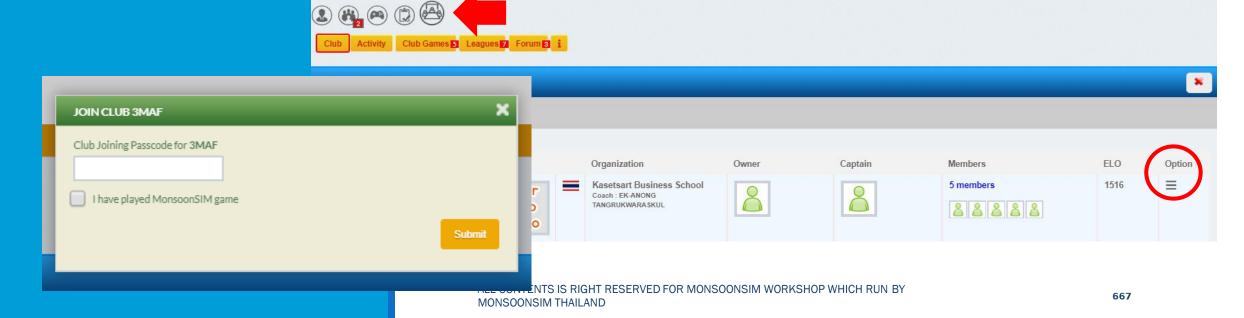
- 1. Login with your Facilitator username/password
- 2. Choose MonsoonSIM Club
- 3. Choose League
- 4. Choose +new League
- 5. Put all required info and click Next



How Learner can join the Club

Note: the Facilitator will create the 'BLANK Club" learner need to join as member. After you was a member, you can able to play club game.

- contact your Facilitator to build the 'CLUB' for you
- 2. Login with your username/password
- 3. Choose MonsoonSIM Club
- 4. Choose Club, Search your club name. choose 3 bar menu and join the club
- 5. Will have your avatar showed once you have completed





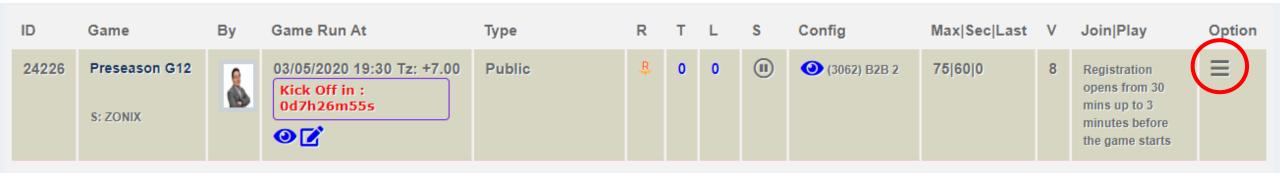
How to register to club game??



- 1. Log in with your username/password. Choose MonsoonSIM Club icon
- 2. Choose Club Game
 in example show number of 6 whichMeans have 6 club game will be kicked off



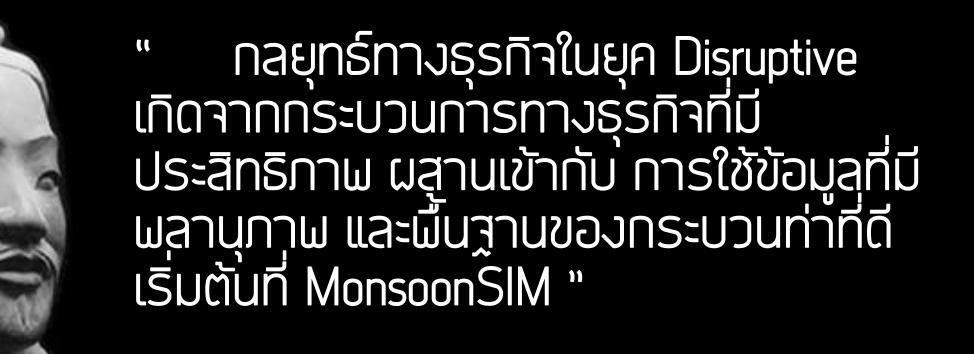
If the type of club game show public, you are able to join. If it show the LOCK icon., you are need to put passcode to join



Data Analytics with MSIM



(·) MONSOONSIM



Facebook: MonsoonSIMTH Monsoonsimthailand.com ปรมินทร์ เยาว์ยืนยง

Data Analytics Learning with MSIM



Business Fundamental / Understanding

Business Experienced by MonsoonSIM

- Business Processes/Concepts
- Action in Business to Data
- Basic Business Decision (Business Information)
- IntroduFacilitatorion
 to ERP; Enterprise
 Resources Panning
- Basic Business Plan

Basic to Advance Business Strategies

Business Decision
Making with
Integrated KPI from
many Business Units
to Business Plan

- MSIM Dashboard
- MSIM Business Intelligent
- Resources& Risk Management
- Utilization and Lean Management

Data Visualization

Visualize business
Data to make better
understanding in
Business Problem and
make better decision

- send out business game data to use with 3rd party BI; Tableau, Power BI or G-Data Studio with CSV or Live Access
- Integrated with
 Business perspective

Data Driven Business

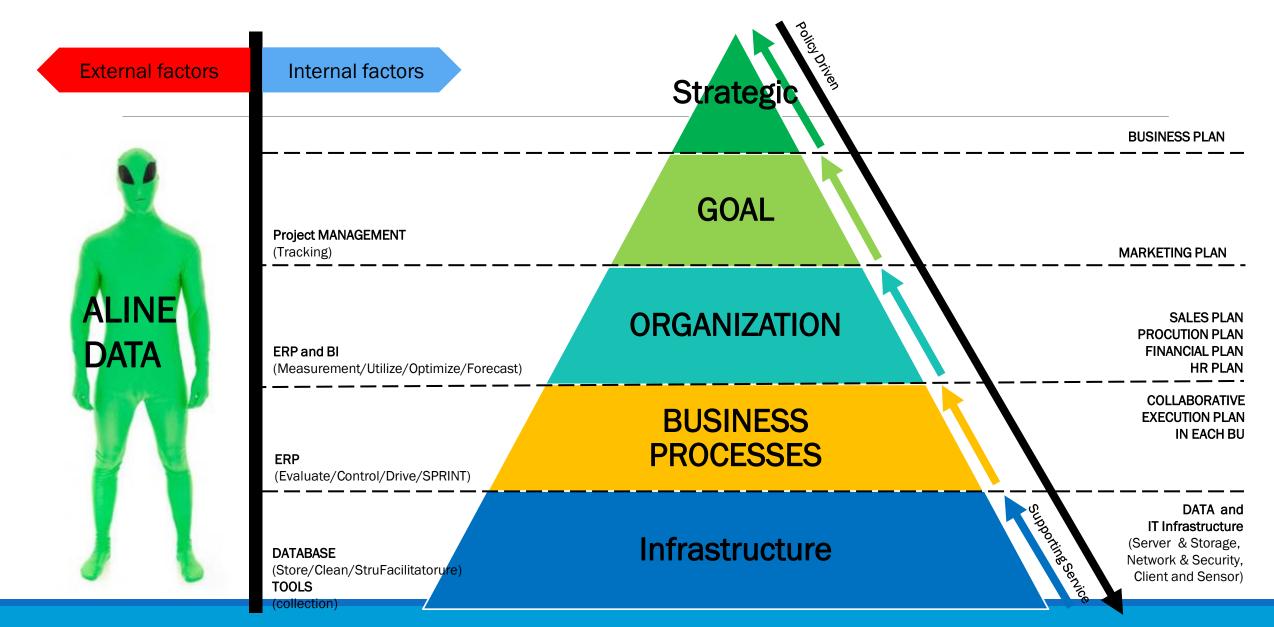
(Business Strategy by using Data)

Able to use Business Data to create Business Strategies

- Able to investigate business problem and find the root causes and having better solutions
- Able to use the Data to drive business to run smooth and create methodology match to business plan
- Build adaptive business plan

Relationship between Data VS Business (A)







Business Analytics Maturity

original slide by Dr.Thanachart Ritbumrung, NIDA

Descriptive Analytics

What happened?

Univariate Analysis Diagnostic Analytics

Why it happened?

Multivariate and Multidimensional

Predictive Analytics

What might happen?

Data mining and Machine learning

Prescriptive Analytics

What should we do?

Optimization



Descriptive / Diagnostic

activity

Data & Information

Decision

Cause

Data & Information

Result



Predictive / Prescriptive

Poculte
Poculte
Results
Results
Results
Results

Predictive & Prescriptive

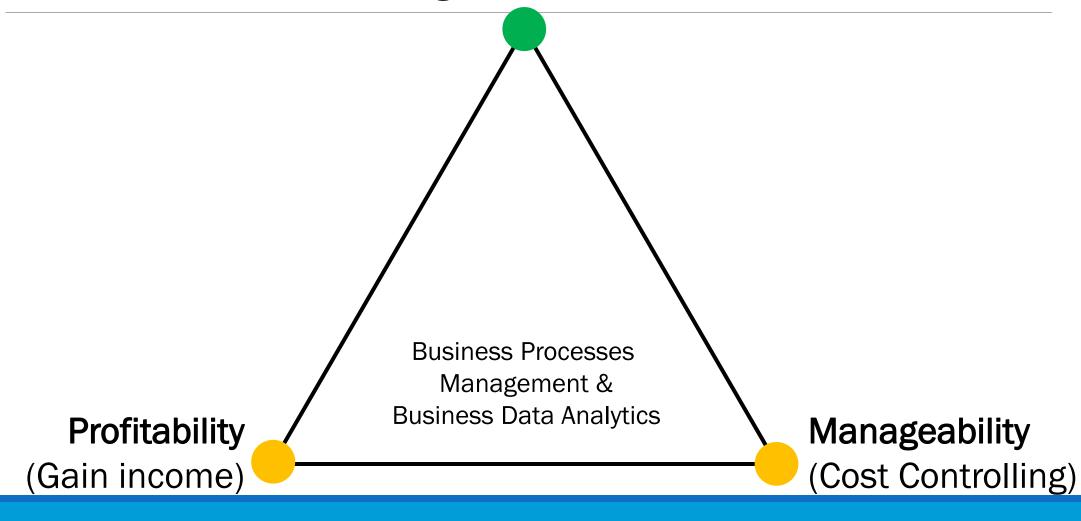
TIMING / SAMPLING

ENVIRONMENT (CAUSEs/RESULTs)



Fundamental Concept

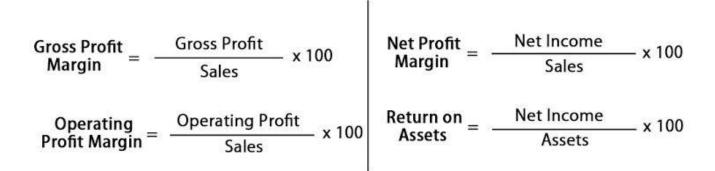
Highest Profit

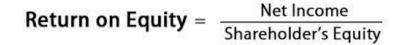






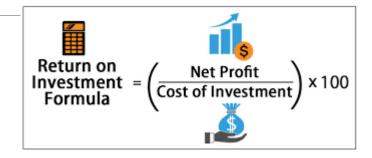
Profitability Ratios Formula











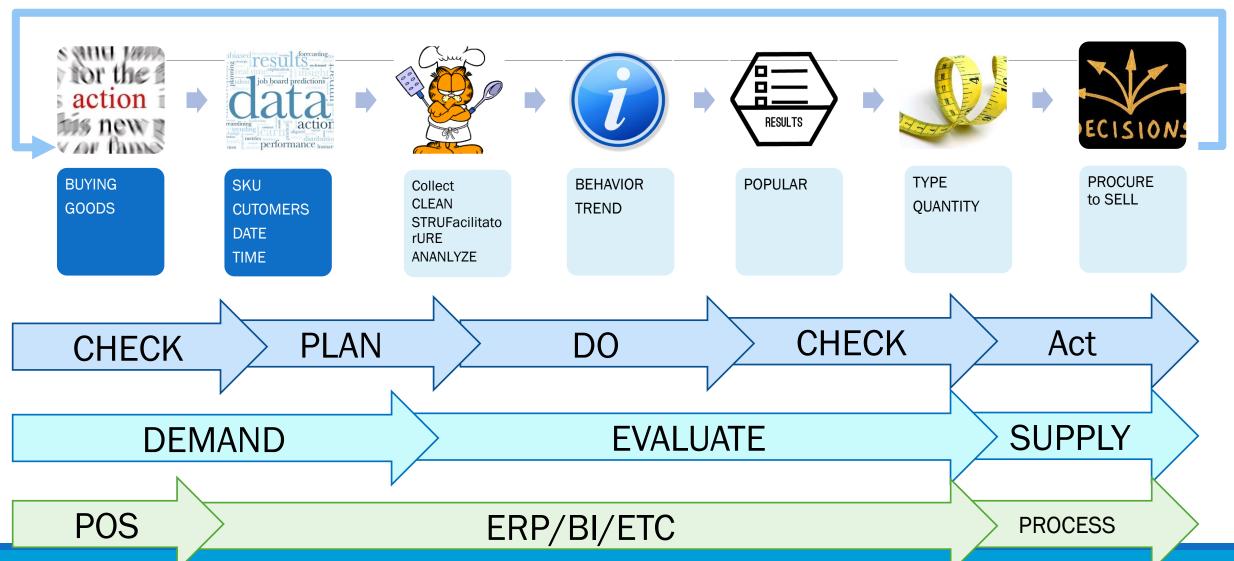








Relationship between Data VS Business (B)



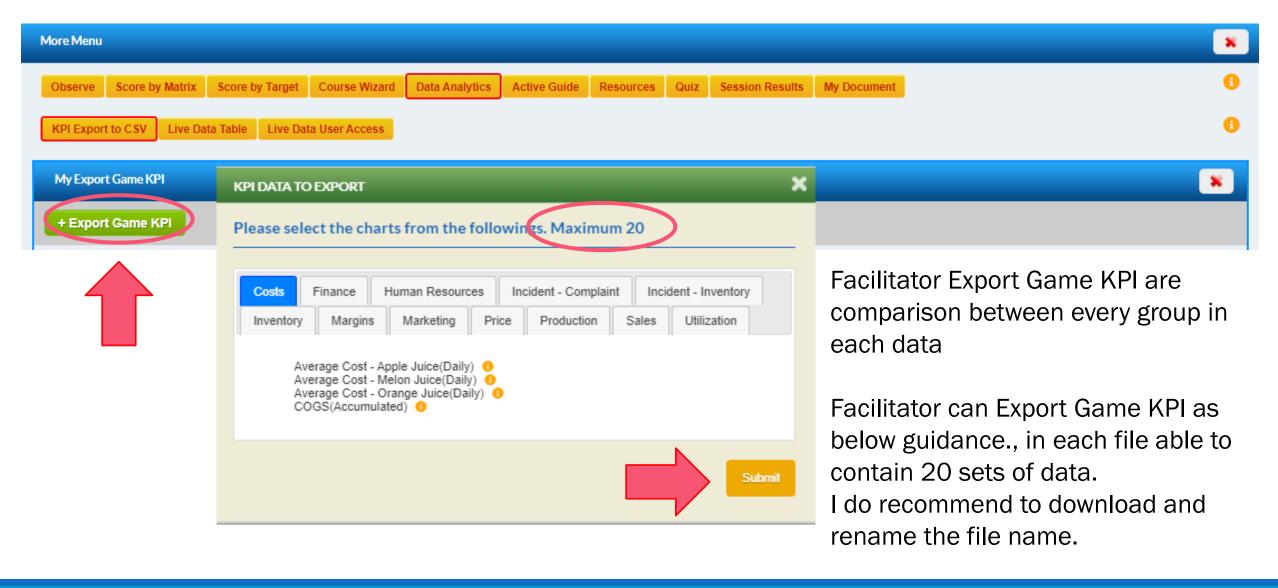


An Option to export business data from MonsoonSIM (Facilitator)





Facilitator: KPI Export to CSV





Export data from any graph in MSIM

Applicable to all graph in MSIM (Facilitator and Learner)

All the graph will have 3bar menu in right top corner, you can click at this menu and choose download CSV, download and save as, RENAME the file, reformat the data 'de-normalize, unpivot data' before use



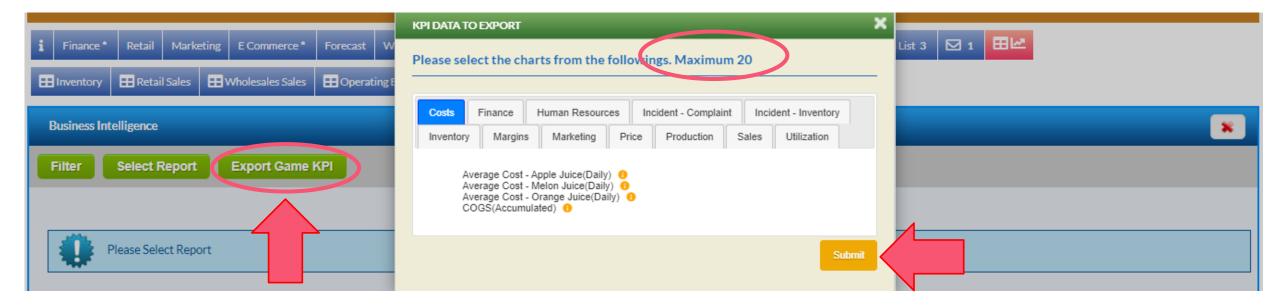






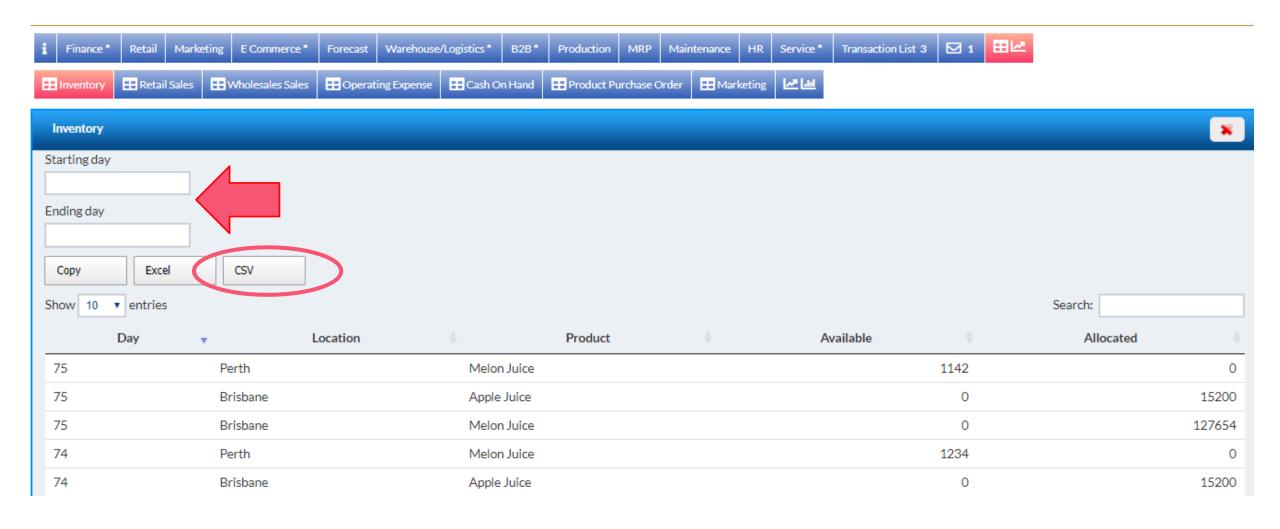
Learner will only export their virtual company KPI Data, but for Facilitator will be comparison between every group in each data

For Learner, They can Export Game KPI as below guidance., in each file able to contain 20 sets of data. I do recommend to download and rename the file name.





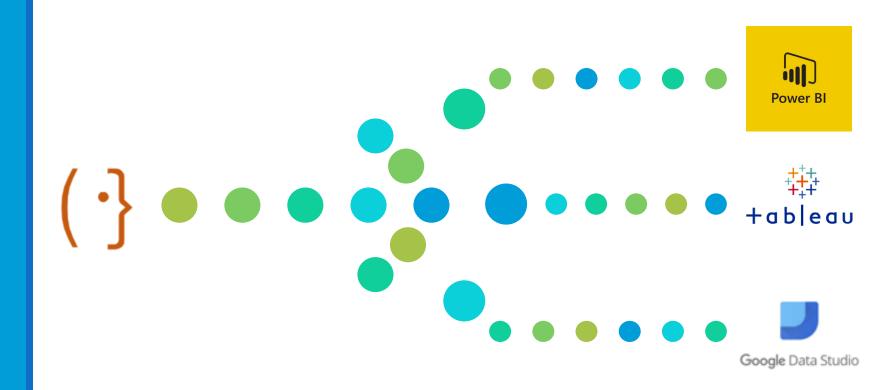




Data Analytics Live Access



Recommended to take a look





Data Analytics Live Access Step

Facilitator activate the Live Access Feature

Facilitator given related info

Learner put required info to 3rd Party Bl

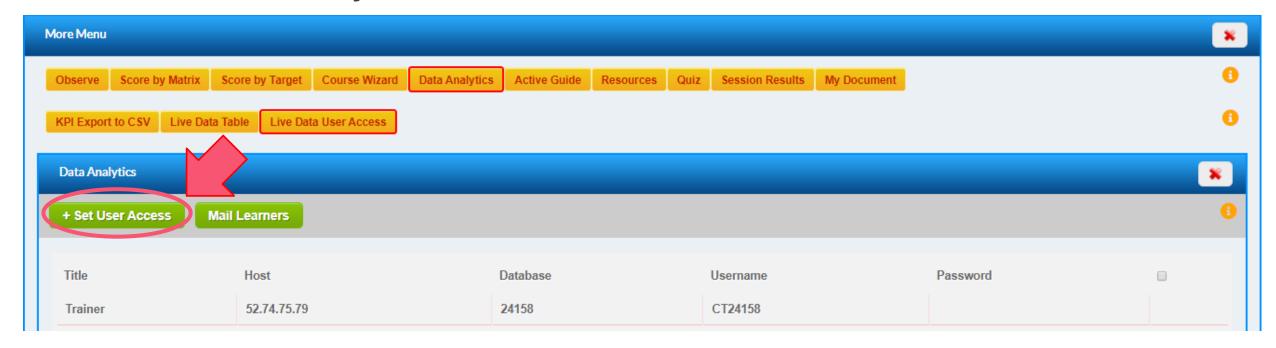
Learner prepare the dashboard for their purpose

Once the game has been played, Data will automatically send out to IP Address via SQL ConneFacilitatoror

IP Address, Databased number, Username, and Password



Facilitator: Data Analytics Live Access



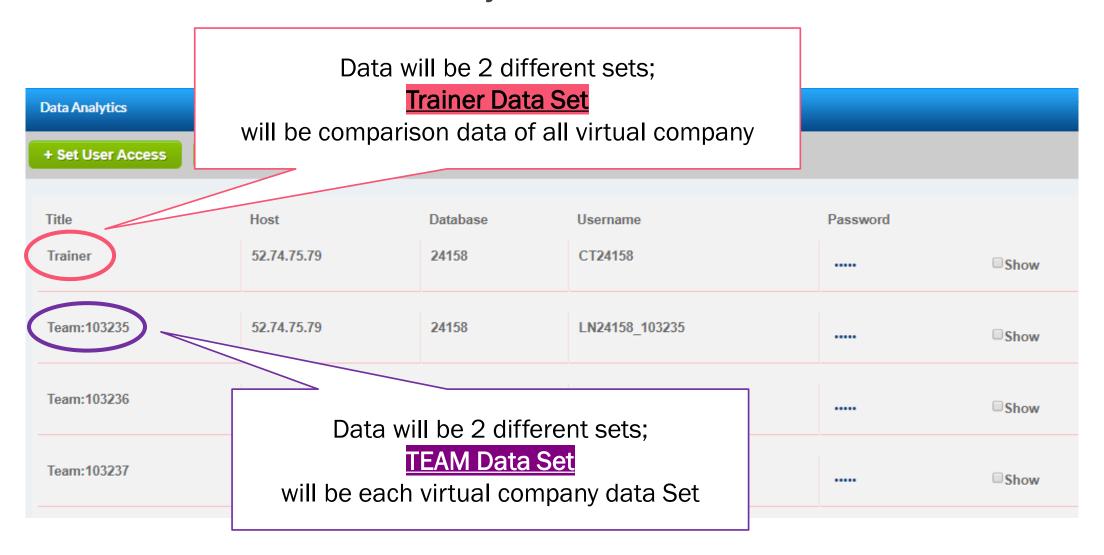


Facilitator will able to allow to send out the data to 3rd Party BI which support import data from SQL

After click Live Data User Access, Game will show an IP
Address, Databased number, Username, and Password
Facilitator need to share these information to Learner
Once you have allowed access, these access will longer for 2
weeks



Facilitator: Data Analytics Live Access





Facilitator: Data Analytics Live Access

Download SQL Connector

https://www.monsoonsimthailand.com/download1.html

To send out the data set as Live., The Learner need to prepare

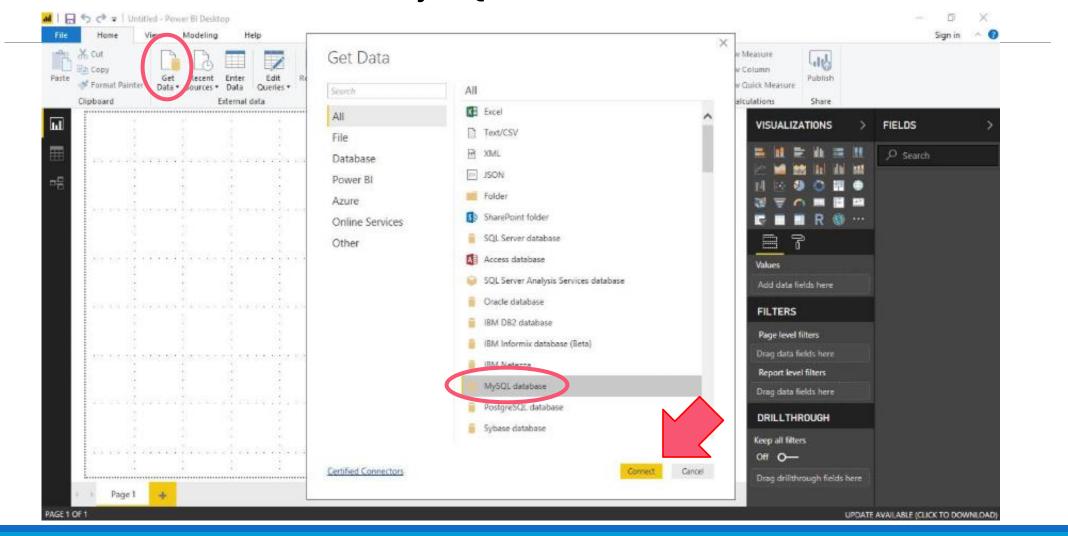
- 3rd Party BI like; Microsoft Power BI (Desktop), Tableau etc.
- Download SQL Connector to become agent to send out Dataset to those BI Software





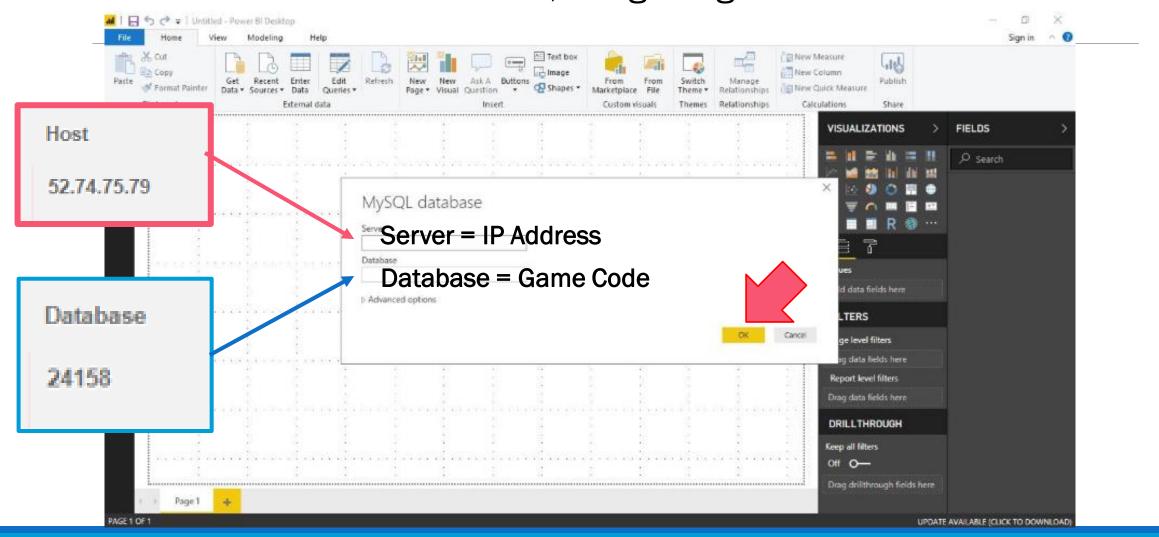


1. Get Data and choose My SQL Database



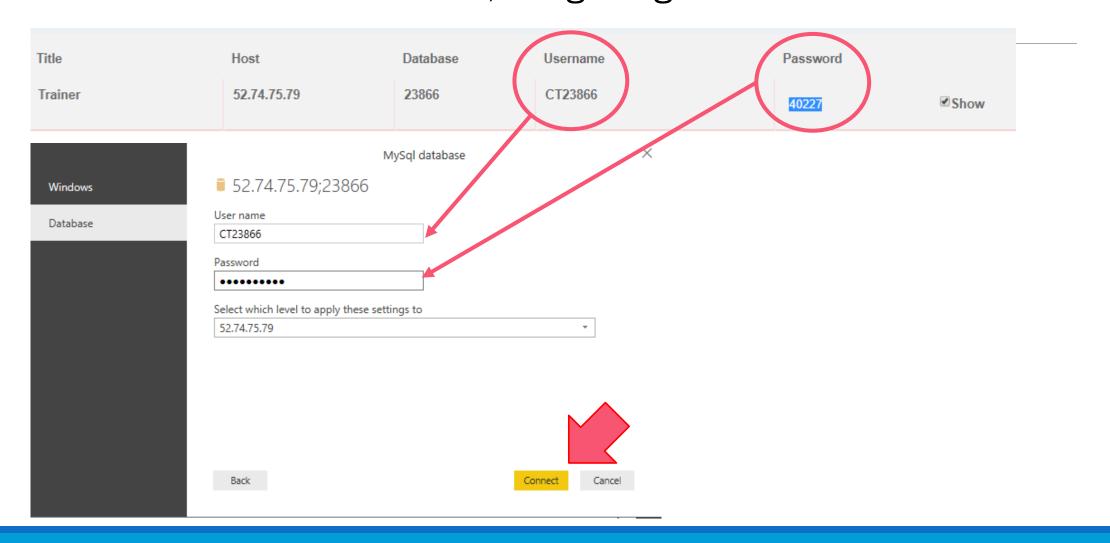


2. Fill in IP Address as Server, 5 digit of game code as Database



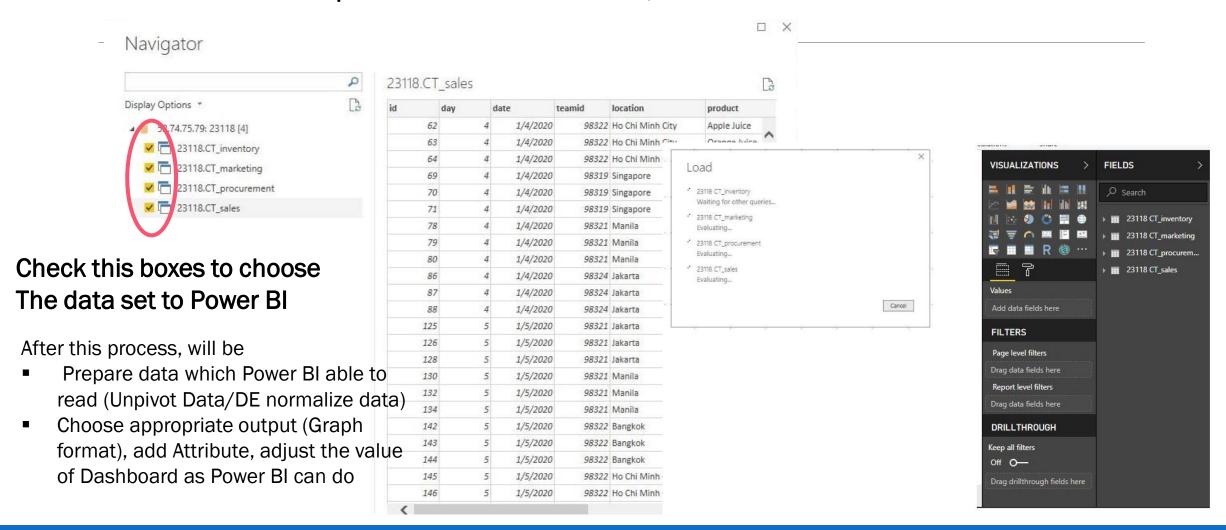


2. Fill in IP Address as Server, 5 digit of game code as Database





3. Data will be pulled into Power BI, after that





Guide from MonsoonSIM about Live Access



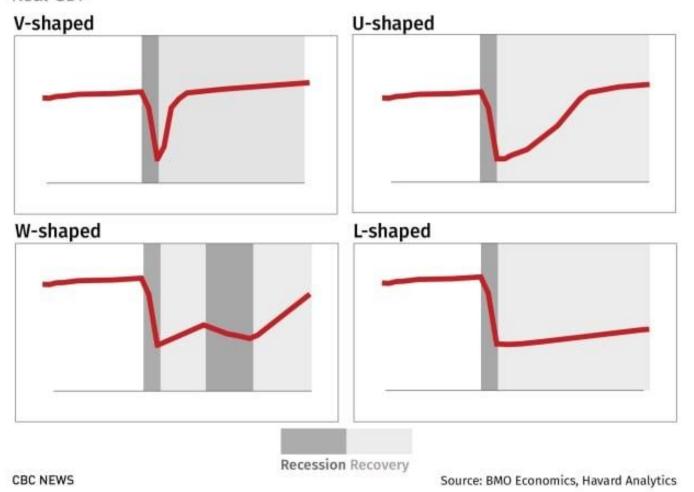
The guide by Mr.Sidhata Gunawan MonsoonSIM Indonesia

https://www.monsoonsimthailand.com/uploads/3/1/3/8/31385775/monsoonsim_google_data_studio_workshop.pdf

MSIM Crisis

The four letters of a possible economic recovery

Real GDP



MSIM Crisis Official Explanation from MSIM

https://docs.google.com/presentation/d/e/2PACX-1vQF-r81Wz9dJ1xiB6tR1A5Z8DTBly9ILEmPATLw_2EzRLiLILrRmPjWJRC35t3S9xtsJuXMf365rZcU/embed?start=false&loop=false&delayms=3000&slide=id.g5302f346d0_0_0



What is MSIM Crisis?

MonsoonSIM had been added the new Feature called "Crisis Allow" which about to simulate the crisis and effect to many parts Which effect to operation and management to business.



Learner will experience and learn how to survive the business during the crisis and learn about an effect of crisis which impact to business.

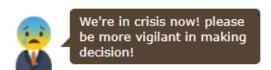


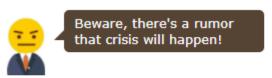
How learner will know the Crisis is coming

Normally, before crisis will have some sign to tell you that crisis is going to happen soon. For example, If having a thunderstorm and heavy rain, it seem the flooding is tentatively to happen.

In the MonsoonSIM, this is an option that learner may know that crisis is going to happen

- If Facilitator has activated the MSIM BOZZ, Bozz will tell you the sign of crisis
- If Facilitator has been configured the starting date of crisis and pre-warning period., the message will be showed at the notification bar.





Breaking News: COVID 19 looks imminent

Breaking News: COVID 19 is predicted to happen soon

 In case of Learner haven't notice about above notification., the effect of crisis will be show at normal dashboard like, selling rate has drop (which can refer to forecasting), the vendors has been delay the shipment (which can see from micro graph). Etc. the data in the game will tell leaner., hopefully leaner will suspeFacilitator



Crisis Type in MSIM

Change in Forex

All purchases in Foreign Currency Change in Interest

Loan interest rate

All sales in Foreign Currency Overdraft interest rate

Change in Inflation

Vendor prices

E Commerce

market price

Change in Transport

Transport cost

Change in Demand

Retail sales

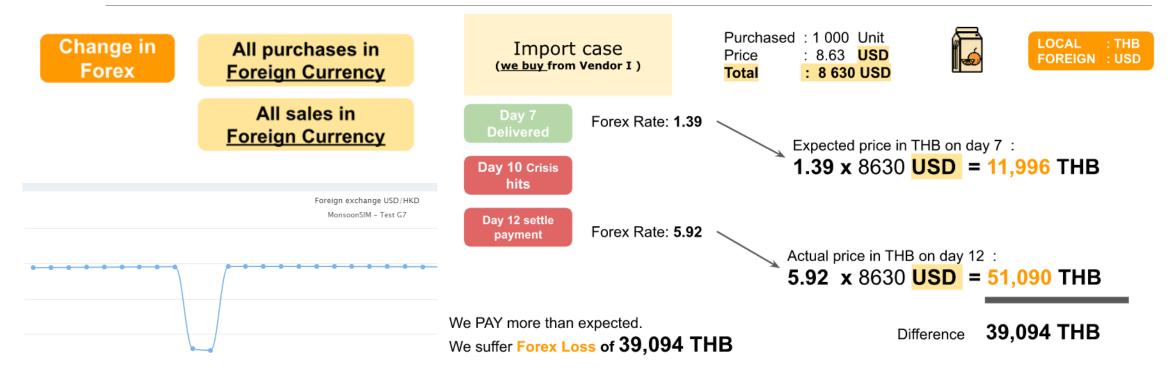
AR delay

Client ability to pay off debts (if their credit rating low)

B2B offer



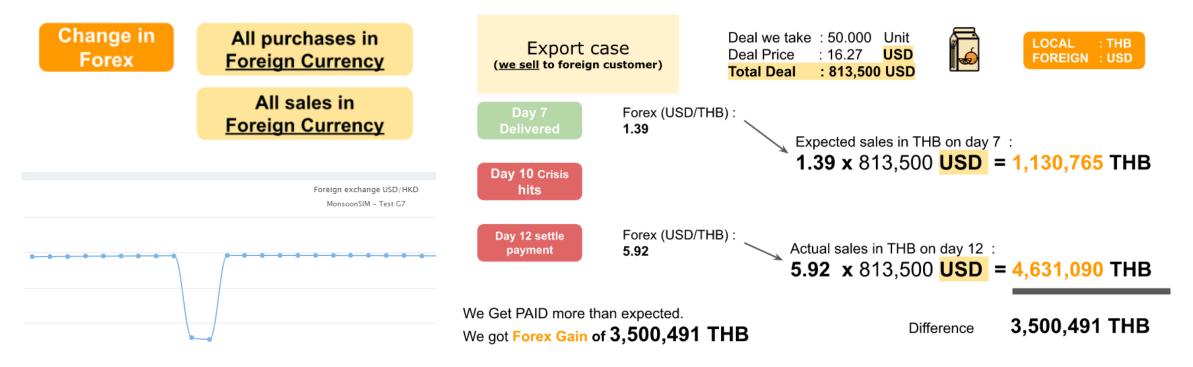
Sample what will happen during Crisis (1)



In some crisis, (like pandemic, political issue, etc) one of the effect of crisis is "confidence". Normally, the very short term and fast respond in these crisis is "Effect TO FOREIGN EXCHANGE" which will effect to COGS in case of you have purchase from importer. Or will effect to your profit margin in case of you have sell in other currency.



Sample what will happen during Crisis (2)



In some crisis, (like pandemic, political issue, etc) one of the effect of crisis is "confidence". Normally, the very short term and fast respond in these crisis is "Effect TO FOREIGN EXCHANGE" which will effect to COGS in case of you have purchase from importer. Or will effect to your profit margin in case of you have sell in other currency.



Sample what will happen during Crisis (3)

Change in Inflation

Vendor prices

E Commerce market price

Day 7

Vendor	Vendor I (importer)	Vendor L (local)		
Apple juice	0.38 <mark>USD</mark>	15 THB		
Orange juice	0.44 <mark>USD</mark>	17 THB		
Apple juice	0.49 <mark>USD</mark>	19 THB		

Day 12

Vendor	Vendor I (importer)	Vendor L (local)
Apple juice	0.38 <mark>USD</mark>	45 THB
Orange juice	0.44 <mark>USD</mark>	51 THB
Apple juice	0.54 <mark>USD</mark>	57 THB

- Importer prices do not change much
- Local vendor prices will be affected

These will impact your COGS (only if you purchase during crisis)

Inflation is a quantitative measure of the rate at which the average price level of a basket of seleFacilitatored goods and services in an economy increases over some period of time. It is the rise in the general level of prices where a unit of currency effectively buys less than it did in prior periods (Source: Investopedia)

Inflation is one of the economic crisis which always happen, mostly the COGS and COST of Living will raise up. The money had you Collect in same amount will be devalued. Same amount you can purchase lesser in quantity. Or same quantity, you need to pay more money.



Sample what will happen during Crisis (4)

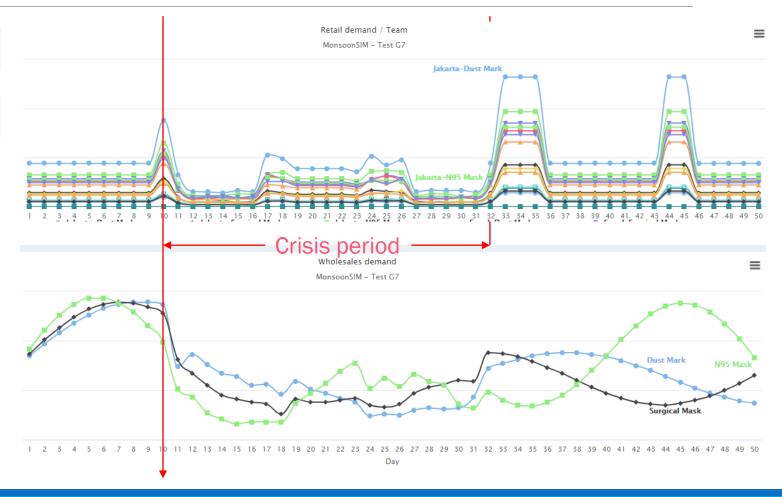
Change in Demand

Retail sales

B2B offer

In every situation of crisis, the consumption rate or demand will decrease.

Cause of people willing to save their 'CASH liquidity' to spend in important thing due to the can not prediFacilitator what will happen in the crisis or how long for crisis. Which normal market responding in every crisis.





 \equiv

Sample what will happen during Crisis (4)

Change in Interest

Loan interest rate

Overdraft interest rate

Day 7

Loan	Easy Money
Base Interest rate	1%
Central Bank Rate	1.2

Loan :100,000 THB

Interest expense: 20,730 THB

Day 12

Loan	Easy Money
Base Interest rate	1%
Central Bank Rate	3.85

Loan :100,000 THB

Interest expense: 23,948 THB

We will need to pay more loan interest because the crisis

This will affect Overdraft and loan Interest

Interest rate is one of important tool during the crisis. The changing rate of interest will be a problem or opportunity which depends on which role you are.

- In the left bottom picture, showed the financial cost which raise up if you loan during the up sizing of interest rate.
- The below picture show the interest rate is lower down. Mostly the government will lower the interest to let's people have lesser financial cost during the crisis. And hopefully people will spend more money back to the market. If your business loan during these period., and have a very good business plan. This is opportunity to get lowest financial cost when loan.





Sample what will happen during Crisis (5)

Change in Transport

Transport cost

Some crisis, even the transportation will delay (longer lead-time) cause of difficulty to access to some certain area. The transporter will have to bear for more cost like petrol fee which effect from inflation, foreign exchange. The transportation cost will raise up.

Transportation cost if part of OPEX which will effect to your profit margin and at the end is Net Profit.

Day 7

Client	Big Co.
Distance	449
Shipment fee	7,245 THB

Day 12

Client	Big Co.	
Distance	449	
Shipment fee	21,710 THB	

We will need to pay more shipment fee because of the crisis

This will affect:

- B2B shipment
- Moving stock (e.g from warehouse to retail store)



Sample what will happen during Crisis (6)



Client ability to pay off debts (if their credit rating low)

During the crisis, when consumer consume lesser. The B2B business will get the effect, their revenue will going down. To keep their liquidity. The delay payment will happen.

This is normal situation during crisis.



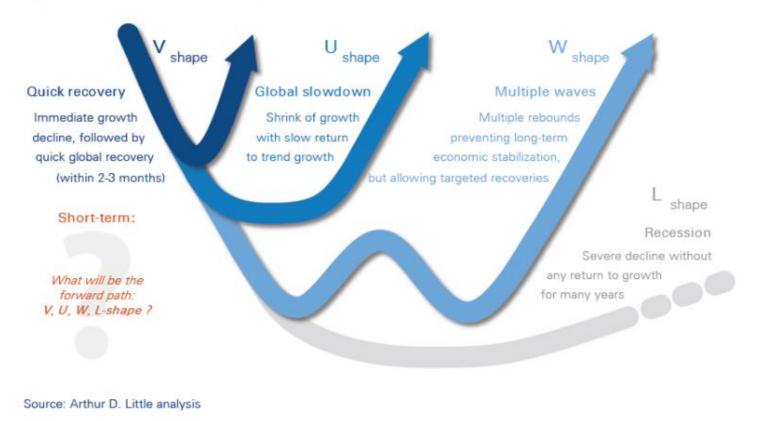
This will affect clients who have low credit rating (BBB and below)

They will likely be paying their debt later than usual



The Economic recovery Scenario





The Economic recovery scenario mostly will use the charaFacilitatorer of alphabet to represent who fast and effect of each model.

- V shape; fast fail and fastest recovery term
- U shape; take longer time to recovery compare to V shape
- W shape; will be multiple wave of crisis (like covid-19 1st spreading and 2nd spreading effect)
- L shape; take a longest time to recover

MSIM Crisis has covered these four recovery scenarios in the Configurations



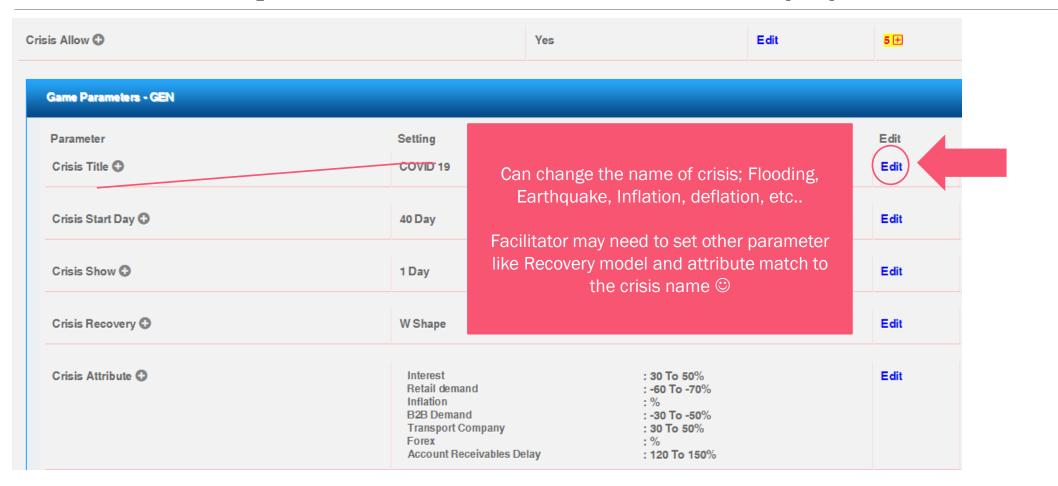
Where to find Crisis Allow in MSIM



- Crisis Allow is under GEN configurations. Please make sure that you have marked "YES"
- Based on v.8 update (OFacilitator 2020) Crisis is not run-time parameter. Facilitator need to set
 it up before initialize day zero

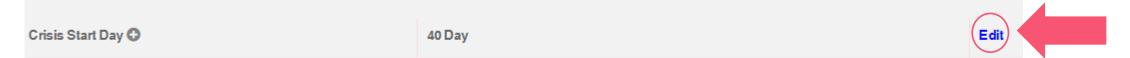


How to set parameter in Crisis (1)





How to set parameter in Crisis (2)



Facilitator able to set that when you want the crisis will happen to the game.

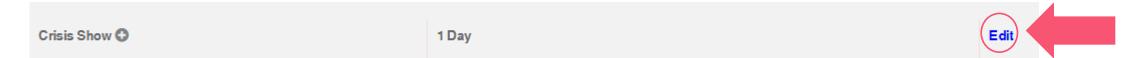
BTW., to put the day of crisis beginning is refer to how hard of the game will you design.

- If put the starting crisis very in the beginning of the game, please make sure that the resources that you presetting had align to the crisis period.
- If put the starting crisis in the middle of the game, please make sure that align with recovery model that you have choose.
- If put the starting crisis slightly close to the end of that game,
 maybe the student won't see the recovery period





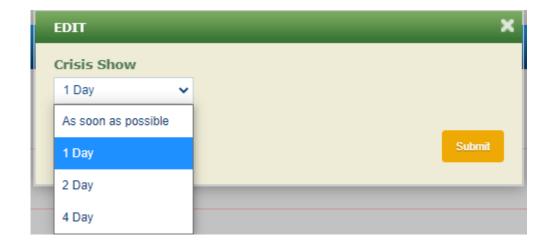
How to set parameter in Crisis (3)



Facilitator able to set the pre-notification period. 1, 2 and 4 days and as soon as possible are option to be chosen.

NOTE:

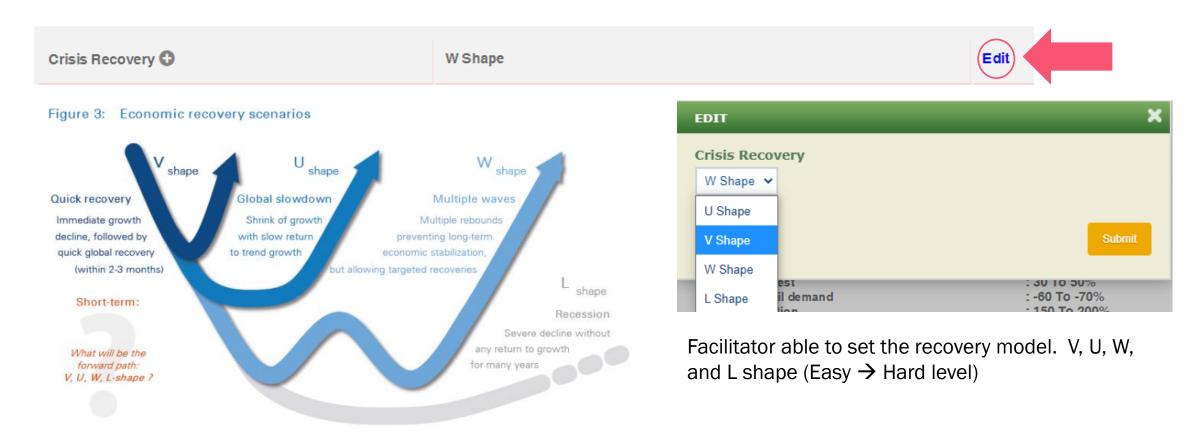
- Before starting crisis date., the forecast data still show as normal. When the first day of crisis has arrived. The form of forecast and all the crisis attribute will effect to the game.
- Forecast will not show the crisis data until the crisis happened.



Source: Arthur D. Little analysis



How to set parameter in Crisis (4)





How to set parameter in Crisis (5)

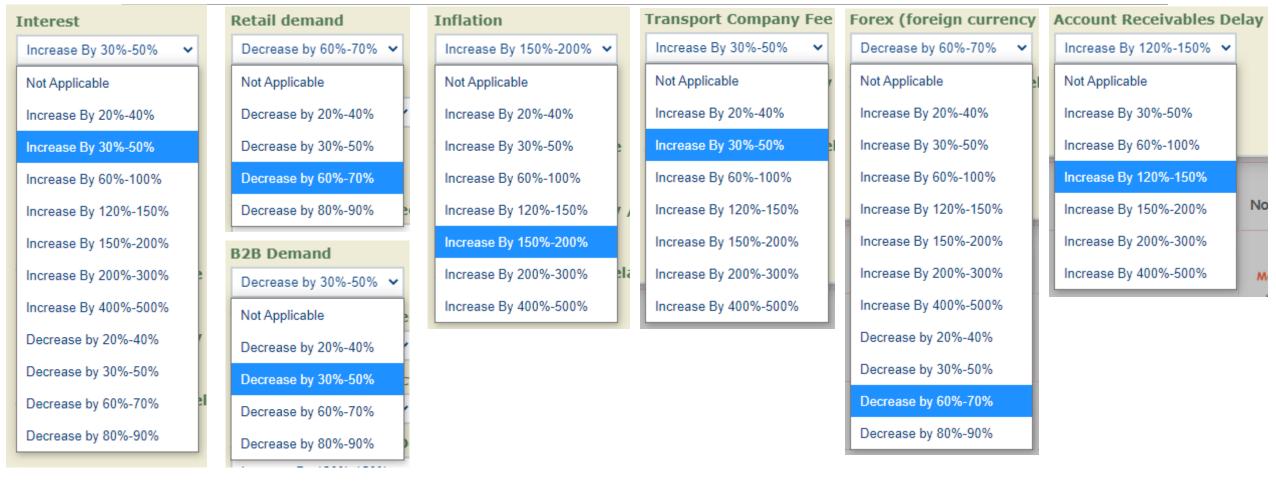


Facilitator able to set crisis attribute, each attribute will have more choices to be chosen

- Interest
- Retails demand
- Inflation
- B2B demand
- Transport Company fee
- Foreign Exchange
- Account Receivable Delay



How to set parameter in Crisis (6)



"EXPERIENCE TELLS YOU WHAT TO DO, CONFIDENCE ALLOWS YOU TO DO IT"

- STAN SMITH -



Paramintara Yaoyuenyong

paramintara@zonixservices.com

MonsoonSIM Thailand by Zonix Services Co.,LTD.



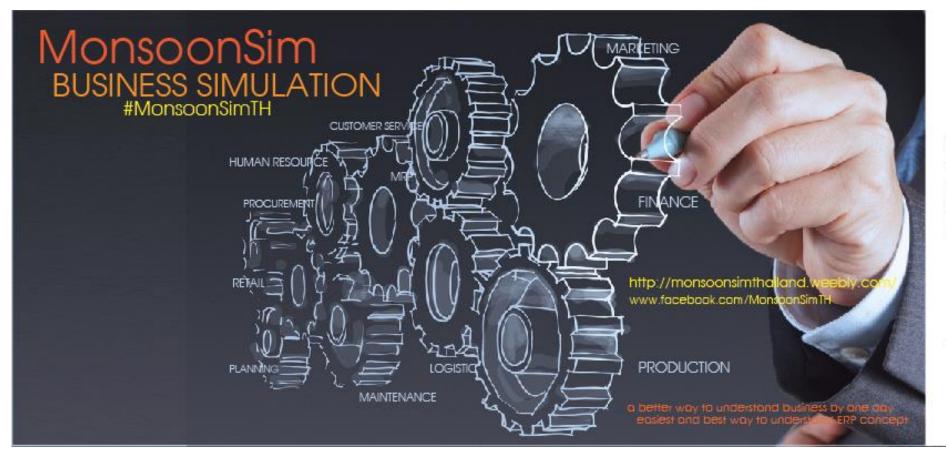
Benjamin Franklin

Tell me I forget, Teach me and I remember, Involve me and I learn

บอกฉัน ฉันจะลื่ม

สอนฉัน ฉันจะจำ

แต่กำให้ฉันใด้ทำ ฉันจะเรียนรู้



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Authorized Reseller in Thailand



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Latest Video clip about Version 3.0 >> https://prezi.com/ao_twyy9ts8d/monsoon-sap-learner-academy/

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