

# Appendix B – Software Process Flows

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## Introduction

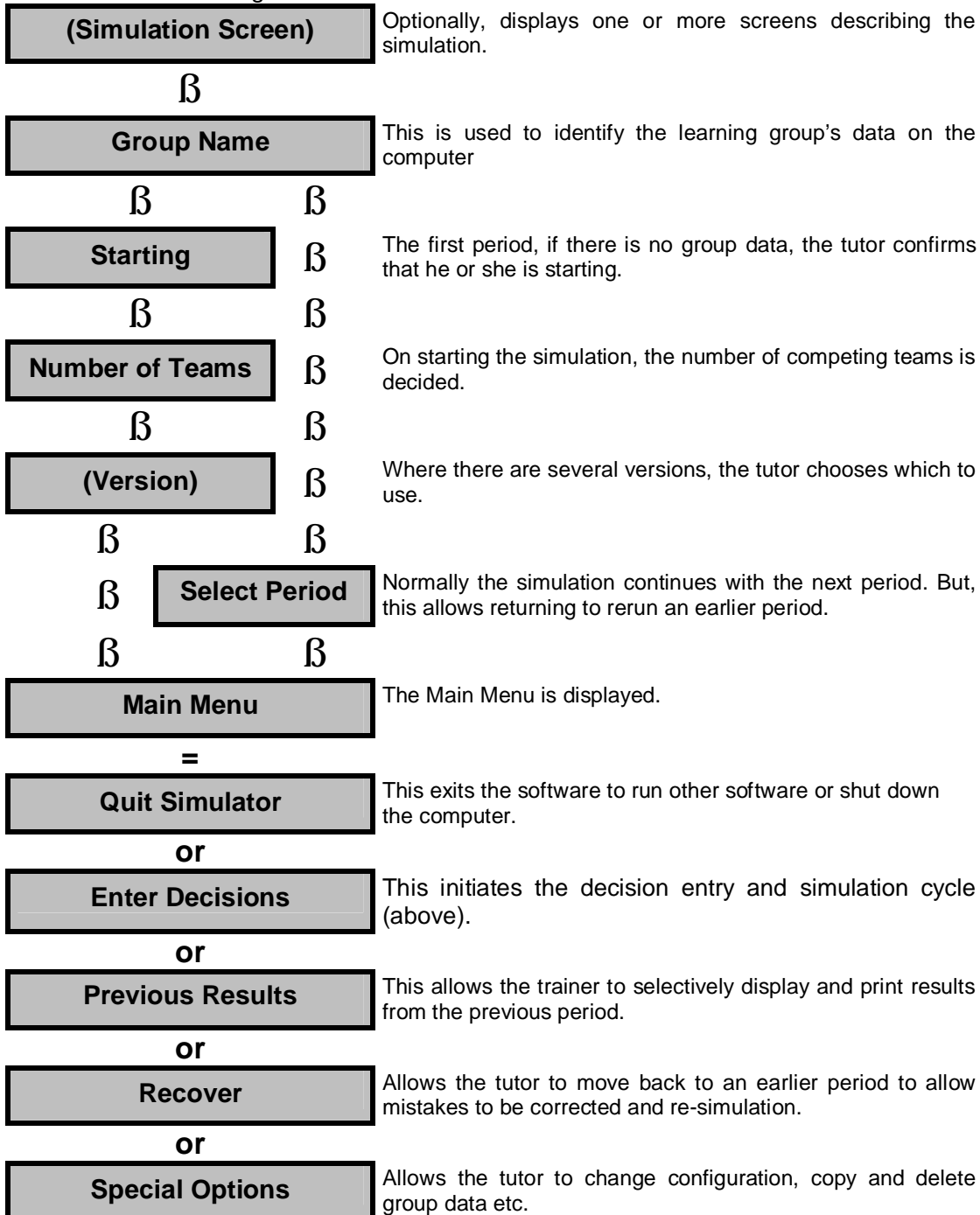
This appendix provides information about the software process flows for a range of different types of simulations. For each, the key process steps are shown. Where a step is optional it is shown in brackets.

## Tutor Mediated Simulations

This type of simulation is used by the trainer rather than directly by the learners. The teams' decisions are submitted to the tutor who enters them into a single computer with printer. Usually, but not always, these simulations are interactive with a team's actions not only influencing their own results but those of the others via the marketplace.

### Main Menu

This shows the starting the simulation and the main menu.



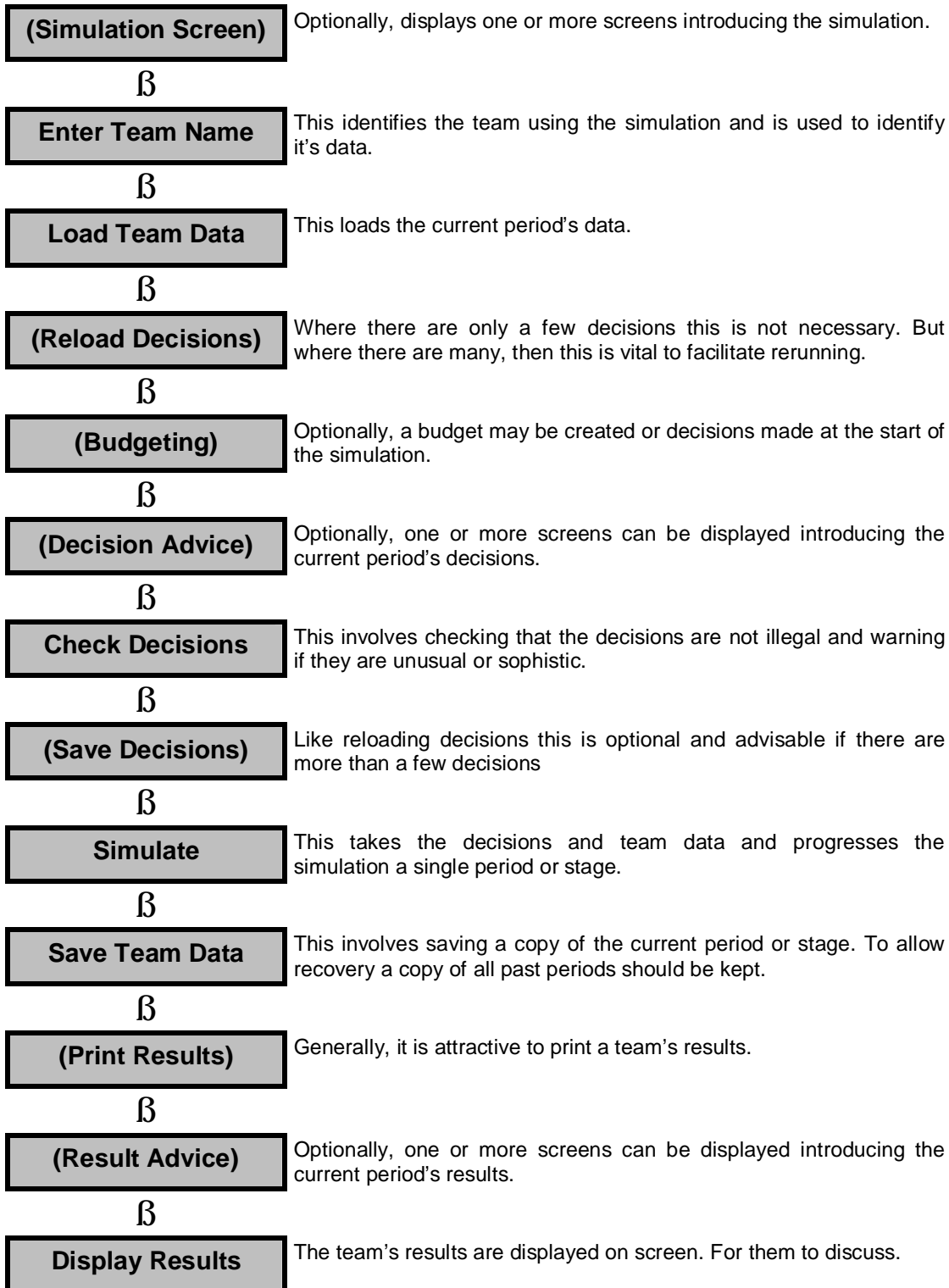
## Decision Entry/Simulation Cycle

<b>(Period Help)</b>	Optionally a screen providing help for the current period.can be , displayed/
β	
<b>Printing Options</b>	Decision whether or not the results are going to be printed automatically or only printed on demand.
β	
<b>Reload Decisions</b>	If the period is being rerun then the decisions made for the original run are reloaded here.
β	
<b>(Load Decisions)</b>	Where decisions have been made using a Decision Support System they are loaded at this point.
β	
<b>(Change Economy)</b>	This allows the tutor to optionally change market sizes, costs etc. to increase or reduce economic pressure
β	
<b>Decision Entry Menu</b>	A menu showing a list of teams and the option to simulate is displayed.
β	
<b>Enter Decisions</b>	This involves entering, checking and, optionally, printing a team's decisions.
β	
<b>Save Decisions</b>	Like reloading decisions this is optional and advisable if there are more than a few decisions
β	
<b>Simulate</b>	This takes the decisions and team data and progresses the simulation a single period or stage.
β	
<b>Save Team Data</b>	This involves saving a copy of the current period or stage. To allow recovery a copy of all past periods should be kept.
β	
<b>(Print Results)</b>	If automatic printing was selected earlier the results for the teams and tutor are now printed.
β	
<b>Display Results Menu</b>	Finally a menu is displayed to allow the tutor to print additional reports and analyse which teams need coaching or challenging.

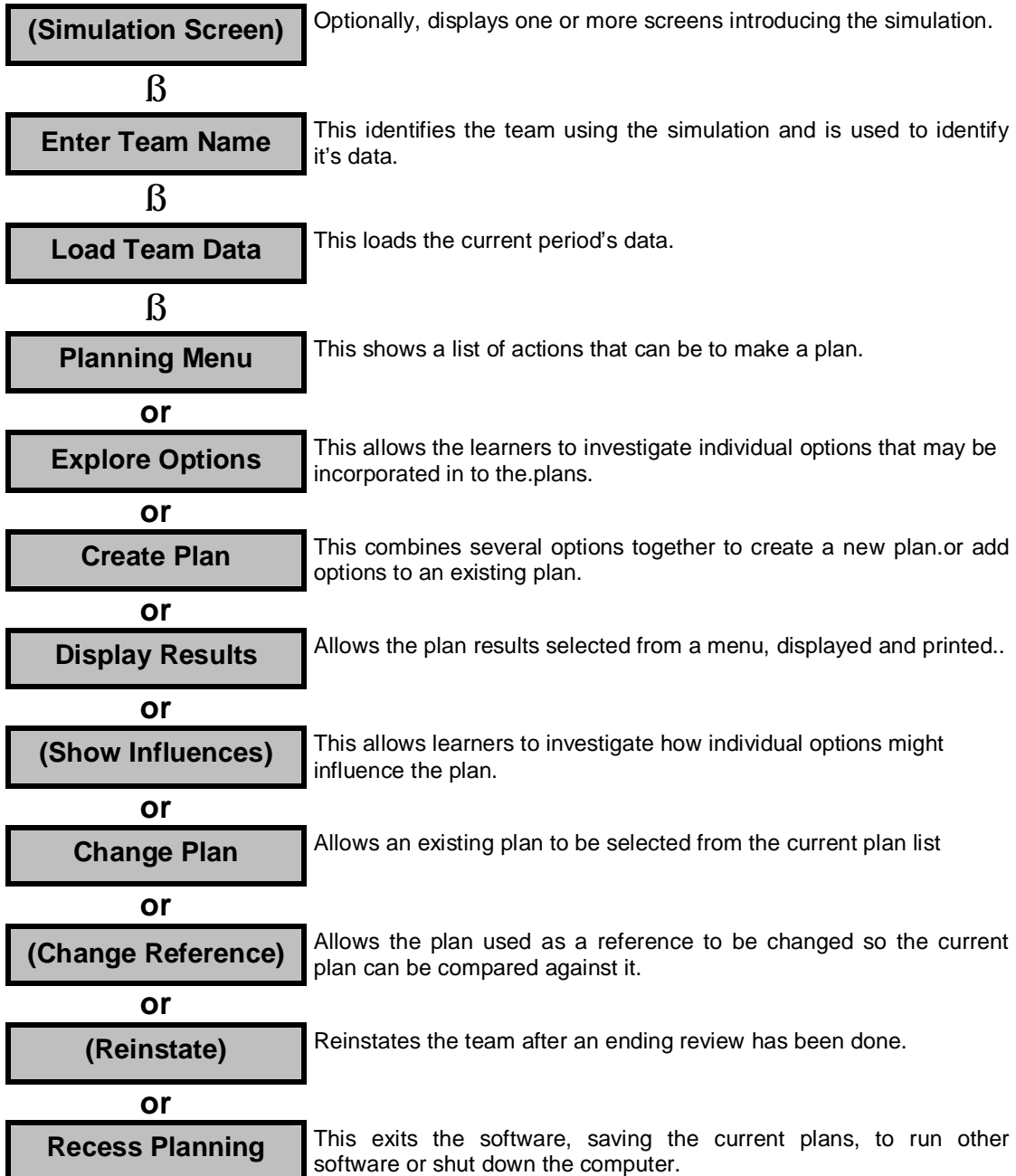
## Direct Use Simulations

These simulations involve the teams enter their decisions directly into the computer. They include Concepts, some Functional, Planning, Processing and Negotiation Role-Plays

### Processing Cycle for Concepts and Non-interactive Functional Simulations

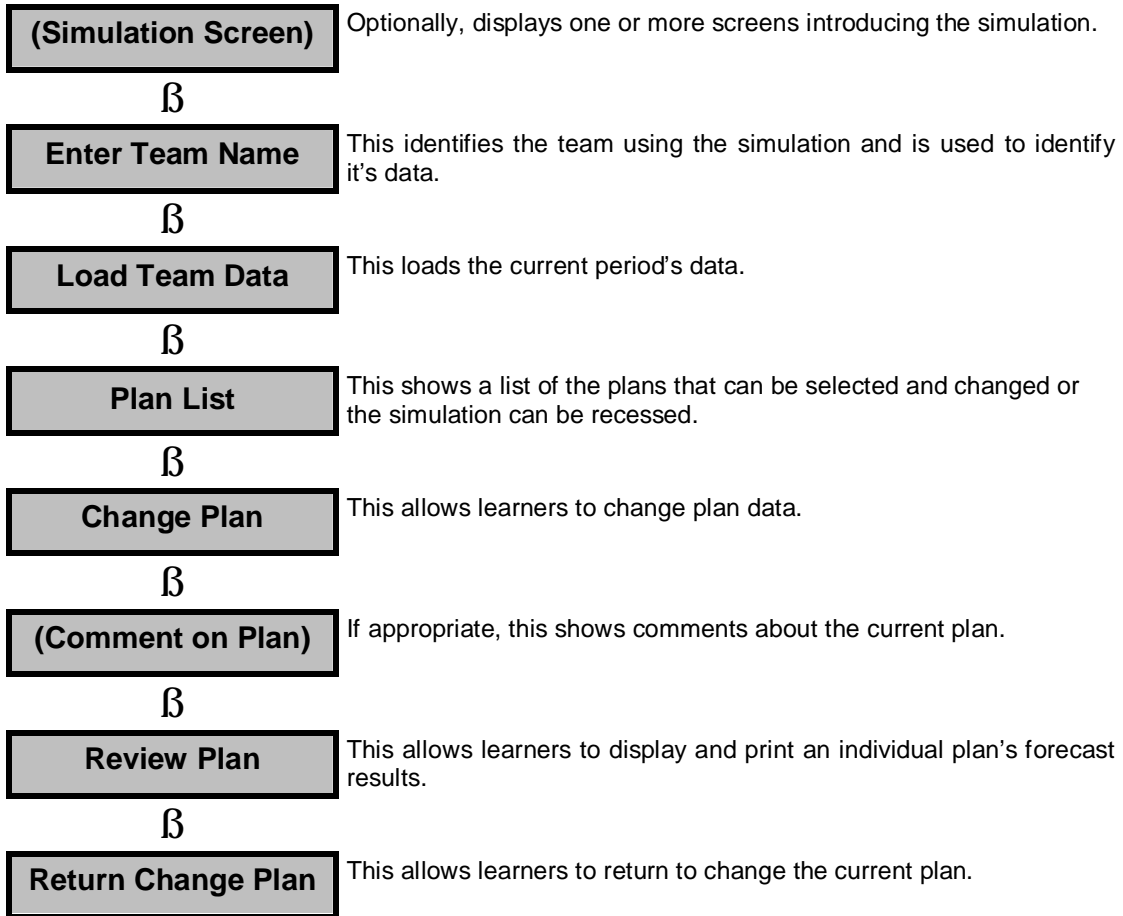


## Processing Cycle for Planning Simulations



This process is from my Financial Analysis Simulation where plans are created by combining together several options each of which impact revenue, costs, assets and liabilities to some extent.

## Processing Cycle for Simple Planning Simulations



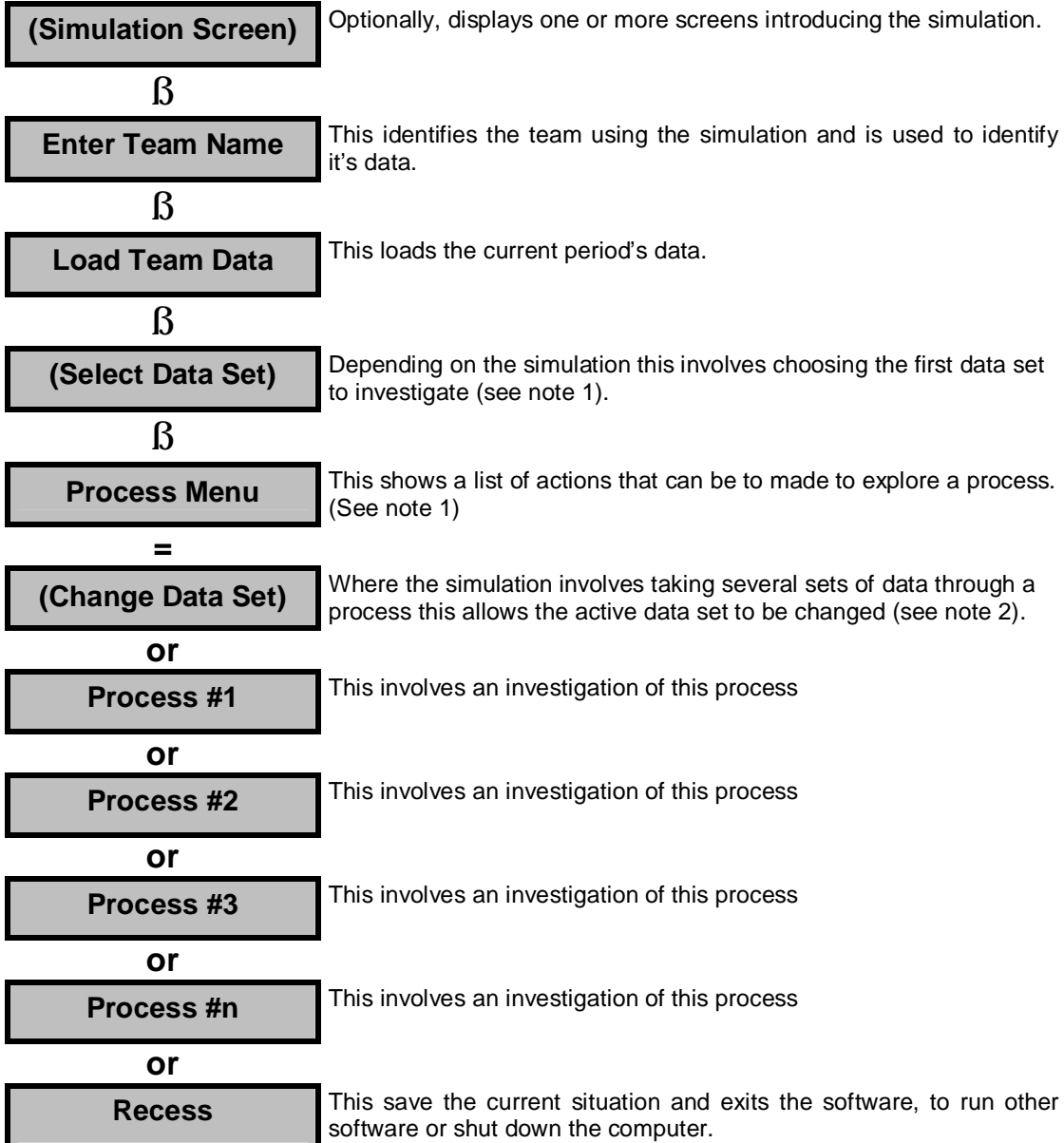
### Notes

This is the process incorporated in the Market Strategy simulation. A simulation that involves changing the assumptions (unit price, sales promotion, product performance, inventory availability, debtor policy and time of market entry) for four predefined market situations (Export – Own Staff, Export – Dealers, Export – Agents and Domestic).

## Processing Cycle for Process Simulations

Process Simulations explore a business process such as Stage-Gate Process (Prospector) or medium-term forecasting (ForeTime).

1. With Prospector, the Change Data Set option is not used and the Process Menu builds as individual projects populate later parts of the process.
2. With ForeTime, a dataset is selected before entering the Process Menu and is used until changed using the Change Data Set option.



## Tutor's Options

This shows the options built into the Direct Use simulation for the tutor.

<b>Team Name</b>	The trainer responds to the team name question with a special key
<b>β</b>	
<b>Enter Password</b>	The trainer enters a password that gives access to the tutor's options.
<b>β</b>	
<b>Options Menu</b>	The Tutor's Options Menu is displayed.
<b>=</b>	
<b>End Selection</b>	This exits the Tutor's Options and returns to the Team Name question.
<b>or</b>	
<b>Quit Simulator</b>	This exits the software to run other software or shut down the computer.
<b>or</b>	
<b>Reconfigure</b>	This allows printers and paper size to be changed together with the folders being used for the data and parameters..
<b>or</b>	
<b>Delete Team Files</b>	This allows team data files to be deleted from the hard disc.
<b>or</b>	
<b>Copy Team Files</b>	This allows team files to be copied to removable media.
<b>or</b>	
<b>Tutor's Review</b>	This provides access to a group of reports provided especially for the tutor providing additional analysis and reconciliations.
<b>or</b>	
<b>(End and Review)</b>	Allows the tutor to force an ending review of a team's performance (where such a review is provided).
<b>or</b>	
<b>(Reinstate)</b>	Reinstates the team after an ending review has been done.
<b>or</b>	
<b>Recover</b>	Allows the tutor to move back to an earlier period or plan set to allow a team to repeat decisions and re-simulate.
<b>or</b>	
<b>(Change Version)</b>	Allows the tutor to change the default version when there are several versions.