

INDEX

- ABSEL, INF-1
- Abstract Conceptualisation, B6
- Accountants - eliminating, B11
- Accretion, B2
- Active Experimentation, B6
- Active learning to enhance learning, B14
- Administration - tutor mediated simulations, D11
- Adult learners - motivational needs, B16
- Affection - definition, INT-6
- Analgesics, coffee, fruit juice and fizzy drinks, C4
- Analysing Performance - cumulative results, D19
- Analysing Performance - direct use simulations, D25
- Analysing Performance - ending position, D19
- Analysing Performance - inefficiencies, D19
- Analysing Performance - team results, D19
- Analysing Performance - the future, D19
- Analysing Performance - tutor mediated simulations, D18
- Analysing Teams - analysing decisions, D16
- Analysing Teams - observing teams, D16
- Analysing Teams - reviewing results, D16
- Analysing Teams - tutor mediated simulations, D16
- Analysing Teams - tutor's reports, D16
- Analysis & Diagnosis Practice, B9
- Analysis Exercises, A6
- Analysis of sales performance - practical use of, A6
- Andragogy - definition, INT-6
- Andragogic Learning, B5
- Andragogy in Action, INF-1
- Applying knowledge to "real world" problem, B8
- Appreciation of Finance, B8
- Appreciation of Management, B8
- Appreciation of Marketing, B8
- Appreciation Simulations, A3
- Apprehensional Learning, B2
- Apprehension - definition, INT-6
- Apprehension, A7
- Areas to explore, B8
- Assessing graduate capabilities, C18
- Assessing learning needs at start of course, C4
- Assessing range of skills, C15
- Assessment - course needs, B17
- Assessment - delegate needs, B17
- Assessment - formal assessment, B17
- Assessment - informal assessment, B17
- Assessment - prior learning, B17
- Assessment - remedial needs, B17
- Assessment - self assessment, B17
- Assessment Aspects, B16
- Assessment centre facilities, C16
- Assessment Centres - reducing pressure, C16
- Assessment Centres - training dimension, C16
- Assessment Policy, B18
- Assessor Support, C16
- Association for Business Simulation & Experiential Learning, INF-1
- Attractive members of staff, B10
- Author, INT-6
- Balancing active and passive sessions, B14
- Balancing reward and risk, B9
- Balancing the Experiential - direct use simulations, D24
- Basic simulation process, A1
- Black cats - lucky for some, B9
- Bloom's Taxonomy, B2
- Board Presentation, APX-5
- Break - examples, C10
- Break - use, C10
- Breaking down inhibitions to motivate, B15
- Breaking down inhibitions, C4
- Briefing & Preparation - tutor mediated Simulations, D8
- Building & mixing teams in spare time, C17
- Building knowledge from a zero base, B4
- Building relationships with graduates, C19
- Building the team at start of course, C5
- Business appreciation for graduates, C18
- Business concepts, A6
- Business goals understanding, B9
- Business issues, A6
- Business Modelled, E6
- Business Modelled - generic, E7
- Business Modelled - industry reflection, E8
- Business Modelled - replica, E6
- Business Plan, APX-9
- Business Portfolios, A5
- Business Presentation Practice, B11
- Business Simulations - definition, A1
- Calibrating the Model, E8
- CAME - definition, INT-6
- CAME - discussion, A8
- CAME vs. CBT, A7
- Case Studies - complementing, C9
- CBT - definition, INT-6
- CBT - discussion, A8
- Cerebral Learning, B2
- Changing pace, C6
- Changing the pace to motivate, B15
- Check List - choosing simulations, E24
- Check List - tutor mediated simulation, D5
- Check List - session planning, B19
- Choice of Winner, C21
- Choosing a Winner, C15
- Choosing Simulations - complexity & realism, E5
- Choosing Simulations - development objectives, E1
- Choosing Simulations - duration & complexity, E2
- Choosing Simulations - duration, E2
- Choosing Simulations - effectiveness, efficiency & consistency, E2
- Choosing Simulations - learning objectives, E1
- Choosing Simulations - manner of use, E4
- Choosing Simulations - overview, INT-4
- Choosing Simulations - simulation model, E4
- Choosing Simulations - software aspects, E10
- Choosing Simulations - target audience, E3
- Churchill Fellowship, INF-2
- Clarifying Rules - tutor mediated simulations, D12
- Coach - team, APX-19
- Coaching - tutor mediated simulations, D13
- Coffee breaks for wimps, B15
- Coffee, analgesics, fruit juice and fizzy drinks, C4

Cognition - definition, INT-7
 Cognitive psychologists view of learning, B2
 Commercial Aspects - copy protection, E21
 Commercial Aspects - development costs, E21
 Competition & deep processing, B12
 Complementing Case Studies, C9
 Complex time-bases, A4
 Comprehension - definition, INT-7
 Comprehension - discussion, A7
 Computational Power - direct use simulations, D23
 Computer Aided Management Education, A8
 Computer Based Training & Learning, B4
 Computer Based Training, A8
 Computer Enhanced Role-plays, A6
 Computer's role and responsibilities, D16
 Computers - fear and loathing, B11
 Concept Simulations, A5
 Concepts Exploration, B8
 Concrete Experiences, B6
 Conditioned to loath mathematics, B11
 Conditioning - school & college, B5
 Conference Facilities, C14
 Conference Game examples, C14
 Conference Game use, C13
 Course derived knowledge, B7
 Course Dinner, C4
 Course Finale - examples, C2
 Course Finale - use, C1
 Course Integration, C1
 Course Needs Assessment, B18
 Course Starter examples, C5
 Course Starter use, C4
 Course structure and methods, B4
 Course structure and prior knowledge, B4
 Course Theme examples, C7
 Course Theme use, C6
 Creating Plans, A5
 Cross Functional Teams, B11
 Custom Design, E16
 Deciding Strategies - tutor mediated simulations, D10
 Decision cycle, A1
 Decision Entry - tutor mediated simulations, D11
 Decision Making Practice, B9
 Delegate Needs Assessment, B17
 Deprived participants, A9
 Design & Development Time, E19
 Design Experience, E17
 Design Provenance, E15
 Deterministic Simulation Models, A3
 Developer's Background, E15
 Developments in Business Simulation & Experiential Exercises, INF-2
 Development/Assessment Centre example, C15
 Development/Assessment Centre use, C15
 Diagnosing Problems - tutor mediated simulations, D16
 Differences CAME & CBT, A7
 Different levels of decisions, A4
 Different sponsorship, C20
 Difficult spots, B14
 Direct Use Simulations, A10
 Direct Use Simulations, D22
 Direct Use Simulations - balancing the experiential, D24
 Direct Use Simulations - computational power, D23
 Direct Use Simulations - hardware needs, D25
 Direct Use Simulations - increasing learning productivity, D23
 Direct Use Simulations - information sharing, D25
 Direct Use Simulations - knowledge needs, D26
 Direct Use Simulations - process, D22
 Direct Use Simulations - review and debriefing, D26
 Direct Use Simulations - room layout, D26
 Direct Use Simulations - short circuited experiential, D24
 Direct Use Simulations - team facilities, D26
 Direct Use Simulations - team formation, D25
 Direct Use Simulations - tutoring considerations, D24
 Direct Use Simulations - tutoring need, D23
 Direct Use Simulations - types, D22
 Discussion, B4
 Distant Learning, C17
 Dragging participants' screaming and kicking, D24
 Economic Models, E4
 Efficient use of delegate time, D8
 Eliminating Accountants, B11
 Emphasis on dynamic, quantitative analysis, B9
 Emphasis on static, qualitative analysis of the past, B9
 Emphasising profit to motivate, B16
 Encapsulating skills, A6
 Encouraging competition to motivate, B15
 Ending Examination, C2
 Energy gap, B16
 Energy gap - overcoming, C11
 Engendering excitement to motivate, B15
 Enhancing Learning, B11
 Enhancing Learning - active learning, B14
 Enhancing Learning - integrating knowledge, B11
 Enhancing Learning - linking theory with practice, B14
 Enhancing Learning - memorable assimilation, B12
 Enhancing Learning - participant centring, B14
 Enhancing Learning - revise, review & reinforce, B13
 Enhancing Learning - testing understanding, B13
 Evaluating Participant's Briefs, E14
 Evaluating Simulation Documentation, E14
 Evaluating the Tutor's Manual, E15
 Examinations, motivation & raison d'être, B5
 Experiential Exercises, A5
 Experiential Exercises - analysis exercises, A6
 Experiential Exercises - computer enhanced role-plays, A6
 Experiential Exercises - planning exercises, A5
 Experiential Learning, B4
 Experiential Learning - tutor mediated simulations, D15
 Experiential Learning Process, B5
 Experiential Learning, INF-1
 Exploration of Business Dynamics, B10
 Exploration of Concepts, B8

Exploration of Financial Management, B8
 Exploration of Management Techniques, B8
 Exploration of Marketing Management, B8
 Exploration of Operations Management, B8
 Exploration of Strategic Management, B8
 Exploration of Tactical Management, B8
 Exploring how businesses operate, A3
 Exploring Knowledge - course derived knowledge, B7
 Exploring Knowledge - group knowledge, B7
 Exploring Knowledge - individual knowledge, B7
 Exploring Knowledge - needed by the simulation, B7
 Exploring Knowledge - prior learning & experience, B7
 Exploring open ended questions, B14
 External business aspects, A3
 Facilitation - tutor mediated simulations, D12
 Fear and loathing - computers, B11
 Feedback - amount, D17
 Feedback - content, D16
 Feedback - style, D16
 Feedback - tutor mediated simulations, D16
 Financial Terms - definition, INT-7
 Financial Appreciation, B8
 Financial Management Exploration, B8
 Financial/Corporate Models, E4
 Focusing on business issues and concepts, A5
 Focusing on results to motivate, B16
 Formal Assessment, B17
 From war game to management game, A1
 Fulfilling adult learning needs to motivate, B14
 Functional simulations, A4
 Generic Business Model, E7
 Geographically spread organisations - motivation needs, B16
 Graduate Recruitment example, C19
 Graduate Recruitment use, C18
 Group - definition, INT-7
 Group Knowledge, B7
 Grownups needs, B5
 Guide A - overview, INT-2
 Guide B - overview, INT-2
 Guide C - overview, INT-3
 Guide D - overview, INT-3
 Guide E - overview, INT-4
 Guide to Business Gaming and Experiential Learning, INF-1
 Handling Ambiguity, B10
 Handling Uncertainty, B10
 Hard objective feedback, B9
 Hardware Needs - direct use simulations, D25
 Hidden Agenda, E1
 High-flying junior management, A3
 How businesses operate, A3
 Hybrid Simulations, A7
 Identifying future development needs, B17
 Improving & refreshing knowledge in spare time, C17
 Increasing Learning Productivity - direct use simulations, D23
 Individual Knowledge, B7
 Industry Reflection Model, E8
 Informal Assessment, B17
 Information Sharing - direct use simulations, D25
 Inhibitions - breaking down, C4
 Innovative solutions, B9
 Integrating course content, B12
 Integrating knowledge to enhance learning, B11
 Integrating previous learning, C11
 Integrating the programme, C6
 Integration with prior knowledge, B12
 Interactive simulations, A2
 Internal business aspects, A2
 International Simulation and Gaming Association, INF-2
 Internet as discussion medium, B4
 Inventory planning - practical use of, A6
 Involvement to motivate, B15
 ISAGA, INF-2
 Japanese Simulation and Gaming Association, INF-2
 JIT - a panacea!, B6
 JSAGA, INF-2
 Just In Time - a panacea!, B6
 Just-In-Time Learning, B3
 Key and Secondary Objectives, D24
 Key Results Forecasts, APX-6
 Knowledge needed for the simulation, B7
 Knowledge Needs - direct use simulations, D26
 Knowles, INF-1
 Kolb, INF-1
 Learning & Simulation - overview, INT-2
 Learning & Simulation - purpose, B1
 Learning from Simulations, APX-16
 Learning half-life, B14
 Learning Levels, B1
 Learning Management - tutor mediated simulations, D13
 Learning Methods, B3
 Learning Pyramid, B12
 Learning Revision, C11
 Lecture, B3
 Linking knowing and doing, B5
 Linking new learning to old knowledge, B5
 Linking theory with practice to enhance learning, B14
 Linking Theory with Practice, C6
 Loss of control with participant centred learning, B14
 Management Appreciation, B8
 Management Briefing, APX-7
 Management Knowledge, speckled & shaded, B1
 Management Techniques Exploration, B8
 Managerial Needs for Learning, B3
 Managing Business Dynamics, B10
 Market segmentation, A5
 Marketing Appreciation, B8
 Marketing Management Exploration, B8
 Mathematical Techniques - practical use of, A6
 Measure of Success , APX-20
 Measuring, Controlling & Feedback, D15
 Memorable assimilation to enhance learning, B12
 Memorable Highlight, C2
 Memory & Attention, B12
 Mental Workouts, B14
 Methods and Learning, B3
 Mid-term exam, C10
 Middle Management Simulations, A3

Model Calibration, E8
 Model Dynamics, E6
 Model Focus, E5
 Modifying Existing Simulations, E17
 Motivation in geographically spread organisations, B16
 Motivational Needs, B15
 Motivational Needs - breaking down inhibitions, B15
 Motivational Needs - changing the pace, B15
 Motivational Needs - emphasising profit, B16
 Motivational Needs - encourage competition, B15
 Motivational Needs - engendering excitement, B16
 Motivational Needs - focusing on results, B16
 Motivational Needs - fulfilling adult learning needs, B16
 Motivational Needs - involvement, B15
 Motivational Needs - relationship building, B16
 Motivational Needs - team building, B16
 Multidimensional and multifunctional view, B12
 NASAGA, INF-2
 Needs of Adult Learners, B16
 No universal truths, A8
 Non-interactive simulations, A2
 North American Simulation and Gaming Association, INF-2
 Nostalgics, B11
 Not getting it right the first time, B9
 Number of periods simulated, A2
 Numeracy Practice, B11
 Oldest form of simulation, A9
 Ongoing test of understanding, C6
 Open ended questions - exploring them, B14
 Operations Management Exploration, B8
 Organisational Structure, APX-10
 Overcoming the energy gap, C10
 Overlap, marketing and business strategy, A5
 Participant centring to enhance learning, B14
 Participant Familiarisation - tutor mediated simulations, D9
 Participant - definition, INT-7
 Participants - computer illiterate, A9
 Participants' roles and responsibilities, D13
 Patterns of cognition, affection and work load, D13
 Pedagogy - definition, INT-7
 Planning Exercises, A5
 Political correctness & coffee breaks, B4
 Poor lectures & team working, B11
 Practical analysis of sales performance, A6
 Practical inventory planning, A6
 Practical sales forecasting, A6
 Practical use of mathematical techniques, A6
 Practising Analysis & Diagnosis, B9
 Practising Business Presentation, B11
 Practising Decision Making, B9
 Practising Handling Ambiguity, B10
 Practising Handling Uncertainty, B10
 Practising Managing Business Dynamics, B10
 Practising Numeracy, B11
 Practising Problem Solving, B9
 Practising Team Working, B10
 Prescient use of Time-Sharing, A10
 Pricing knowledge & pricing issues, B2
 Prior learning & experience, B7
 Prior learning - integration, C11
 Prior Learning Assessment, B17
 Problem solving in a controlled, coached environment, B10
 Problem Solving Practice, B9
 Process - analysis exercises, D26
 Process - basic simulation, A1
 Process - enhanced role-plays, A6
 Process - direct use simulations, D26
 Process - hybrid simulations, A7
 Process - planning exercises, A5
 Procurement Options - fully tutored, E22
 Procurement Options - outright purchase, E22
 Procurement Options - rental & hire, E22
 Professors, high esteem & culture, B5
 Promotional Contests examples, C20
 Promotional Contests use, C20
 Quantitative Issues, C8
 Questioning relevance of learning, B5
 Questions to ask when choosing simulations, E24
 Raising Expectations about the course, C5
 Randomness, A4
 Reading, B3
 Real world uncertainty is uncertain, B10
 Real-time simulation, A5
 Received wisdom and women, D9
 Recognising existing knowledge and experience, B5
 Record Keeping - tutor mediated simulations, D12
 Reducing pressure on assessment centres, C15
 Reflective Observation, B6
 Reinforcing Functional Learning, B8
 Reinforcing Topics examples, C9
 Reinforcing Topics use, C8
 Relationship building to motivate, B16
 Remedial Needs Assessment, B17
 Replica Business Model, E7
 Requiring single computer & printer, A9
 Restructuring, B2
 Result orientated learning, C7
 Review & Debriefing - a schedule, D18
 Review & Debriefing - analysing performance, D18
 Review & Debriefing - introduction, D17
 Review & Debriefing - possible problems, D19
 Review & Debriefing - qualitative discussion, D18
 Review & Debriefing - review of results, D18
 Review & Debriefing - team presentations, D18
 Review & Debriefing - tutor mediated simulations, D17
 Review and Debriefing - direct use simulations, D26
 Review Problems - exhaustion!, D20
 Review Problems - inadequate preparation, D19
 Review Problems - inadequate records, D20
 Review Problems - poor presentations, D20
 Review Problems - stress, D20
 Revise, review & reinforce to enhance learning, B13
 Revising learning, C11
 Riding a bicycle, B10
 Risk and reward balance, B9

Risk of forgetting, B13
 Role-playing, tutors', A4
 Room Layout - direct use simulations, D26
 Running the Model - tutor mediated simulations, D11
 Running the Simulation - tutor mediated simulations, D10
 Safe team building, C13
 SAGSET - Society for Interactive Learning, INF-2
 Sale forecasting - practical use of, A6
 Sales Negotiation, A6
 Same sex teams to motivate, B15
 Self Assessment, B17
 Self Tutored or Specialist Tutor, E19
 Selling Ideas, B11
 Send them on Courses, B17
 Senior Management Simulations, A3
 Separating course phases, C10
 Setting Objectives - tutor mediated simulations, D10
 Short Circuited Experiential - direct use simulations, D24
 Short, two to three hour simulations, A5
 Simulation - definition, INT-7
 Simulation & Gaming, INF-1
 Simulation and Gaming Yearbook, INF-1
 Simulation Newspaper, APX-17
 Simulation Process, A1
 Simulation Process, D13
 Simulation Session Needs, B7
 Simulation Session Needs - assessment aspects, B16
 Simulation Session Needs - enhancing learning, B11
 Simulation Session Needs - exploring knowledge, B7
 Simulation Session Needs - motivational needs, B15
 Simulation Session Needs - skills practice, B8
 Simulation Types, A2
 Simulation Types - Appreciation, A3
 Simulation Types - Concept, A5
 Simulation Types - Functional, A4
 Simulation Types - Strategy, A2
 Simulation Types - Tactical, A3
 Simulation Types - Total Enterprise, A2
 Simulation Types - Totality, A4
 Simulator - definition, INT-7
 Skills Learning, B2
 Skills Practice, B8
 Society for Interactive Learning , INF-2
 Software Aspects - decision checking, E12
 Software Aspects - printer problems, E13
 Software Aspects - processing time, E10
 Software Aspects - rerunning, E14
 Solitary Activity, B3
 Spare Time Learning example, C16
 Spare Time Learning use, C16
 Spoken Brief - tutor mediated simulations, D9
 Sponsored Contests, C20
 Stamina to sit through lectures, B4
 Stand Alone examples, C12
 Stand Alone use, C11
 Stochastic Simulation Models, A4
 Strategic Business Management, A2
 Strategic Management Exploration, B8
 Strategy Simulations, A3
 Summary of features of simulation types, A11
 Supplementary Tasks, APX-1
 Supplementary Tasks - board presentation, APX-5
 Supplementary Tasks - business plan, APX-9
 Supplementary Tasks - key results forecasts, APX-6
 Supplementary Tasks - learning from simulations, APX-16
 Supplementary Tasks - management briefing, APX-7
 Supplementary Tasks - measure of success, APX-20
 Supplementary Tasks - organisational structure, APX-10
 Supplementary Tasks - simulation newspaper, APX-17
 Supplementary Tasks - team coach, APX-18
 Supplementary Tasks - visitor's brief, APX-14
 Supplementary Tasks - work sheet examples, APX-11
 Supporting the Assessor, C16
 Supporting the Simulation - tutor mediated simulations, D15
 Synchronous decisions, A9
 Syndicate - definition, INT-7
 Synergy with sponsor, C20
 Tactical Management Exploration, B8
 Tactical Simulations, A3
 Tailoring learning towards individual needs, B14
 Targeting, C20
 Task oriented managers, B16
 Team - definition, INT-7
 Team Balance - tutor mediated simulations, D9
 Team building to motivate, B16
 Team Coach, APX-19
 Team Facilities - direct use simulations, D26
 Team Formation - direct use simulations, D25
 Team Formation - tutor mediated simulations, D8
 Team Organisation - tutor mediated simulations, D9
 Team Rooms, D3
 Team Size - tutor mediated simulations, D8
 Team Working Practice, B10
 Technological change & analysis and diagnosis, B9
 Terminology, INT-6
 Testing understanding of a topic, C8
 Testing understanding to enhance learning, B13
 Thought - arse, alligators & piranha, B15
 Thought - collapsing in disarray, E12
 Thought - deselection or without paper, E13
 Thought - mice & tummy rubbing, E12
 Thought - piracy & dog food, E21
 Thought - road maps & aerial photographs, E5
 Thought - screaming sales person, E14
 Thought - strange computers & technical experts, E13
 Thought - the best & most knowledgeable in the whole wide world, E3
 Thought - why don't session tutors inform each other?, B12
 Thought - wild decisions, E12

Time Table Planning - efficient use of time, D8
 Time Table Planning - positioning the simulation, D6
 Time Table Planning - structure, D7
 Time Table Planning - tutor mediated simulations, D6
 Time-Sharing, prescient use, A10
 Total enterprise simulations, A2
 Total enterprise simulations - Appreciation, A3
 Total enterprise simulations - Strategy Simulations, A2
 Total enterprise simulations - Tactical Simulations, A3
 Total enterprise simulations - Totality Simulations, A4
 Totality simulations, A4
 Trainer peripheral to process, A10
 Trainer's dilemma, B9
 Transformational Learning, B2
 Tuning, B2
 Tutor - definition, INT-7
 Tutor Mediated Simulations, A8
 Tutor Mediated Simulations, D1
 Tutor Mediated Simulations - administration, D11
 Tutor Mediated Simulations - analysing teams, D16
 Tutor Mediated Simulations - briefing & preparation, D8
 Tutor Mediated Simulations - checklist, D4
 Tutor Mediated Simulations - clarifying rules, D12
 Tutor Mediated Simulations - coaching, D13
 Tutor Mediated Simulations - deciding strategies, D10
 Tutor Mediated Simulations - decision entry, D11
 Tutor Mediated Simulations - diagnosing problems, D16
 Tutor Mediated Simulations - directing staff, D5
 Tutor Mediated Simulations - experiential learning, D15
 Tutor Mediated Simulations - facilitation, D12
 Tutor Mediated Simulations - learning management, D13
 Tutor Mediated Simulations - participant familiarisation, D9
 Tutor Mediated Simulations - pre-course preparation, D1
 Tutor Mediated Simulations - providing feedback, D16
 Tutor Mediated Simulations - record keeping, D12
 Tutor Mediated Simulations - review & debriefing, D17
 Tutor Mediated Simulations - running the model, D11
 Tutor Mediated Simulations - running the simulation, D13
 Tutor Mediated Simulations - setting objectives, D10
 Tutor Mediated Simulations - spoken brief, D9
 Tutor Mediated Simulations - supporting the simulation, D12
 Tutor Mediated Simulations - team balance, D9
 Tutor Mediated Simulations - team formation, D8
 Tutor Mediated Simulations - team organisation, D9
 Tutor Mediated Simulations - team size, D8
 Tutor Mediated Simulations - the process, D13
 Tutor Mediated Simulations - time table planning, D6
 Tutor Mediated Simulations - tutor familiarisation, D2
 Tutor's Role, A8
 Tutoring Aspects - computer literacy, E20
 Tutoring Aspects - frequency of use, E20
 Tutoring Aspects - getting up to speed, E19
 Tutoring Aspects - logistics, E20
 Tutoring Aspects - number of teams, E20
 Tutoring Aspects - simulation complexity, E20
 Tutoring Aspects - simulation scope, E20
 Tutoring Considerations - direct use simulations, D24
 Tutoring Need - direct use simulations, D23
 Tutoring Simulations, D1
 Tutoring Simulations - overview, INT-3
 Tutors' role-playing, A4
 Types of Simulation - overview, INT-2
 Types - direct use simulations, D22
 Types of total enterprise simulations, A2
 Typical Time Table, D6
 Under estimating uncertainty, B10
 Understanding - ongoing test of, C6
 Understanding - testing about a topic, C8
 Understanding business implications of plan, A6
 Understanding business goals, B9
 Untidy real world, B14
 Use & Usage Provenance, E16
 User Costs - consumables, E22
 User Costs - preparation time, E22
 User Costs - support costs, E22
 Using Simulations, C1
 Using Simulations - overview, INT-3
 Using Simulations - As a "Break", C10
 Using Simulations - Conference Game, C12
 Using Simulations - Course Finale, C1
 Using Simulations - Course Starter, C4
 Using Simulations - Course Theme, C6
 Using Simulations - Development/Assessment Centre, C15
 Using Simulations - Graduate Recruitment, C18
 Using Simulations - Promotional Contests, C20
 Using Simulations - Spare Time Learning, C16
 Using Simulations - Stand Alone, C11
 Using Simulations - To Reinforce a Topic, C8
 Using spare time, C17
 Visitor's Brief, APX-14
 War Game, A1
 Weekend task, C10
 What-If simulations, A5
 Why don't session tutors inform each other?, B12
 Win-Win Results, A7
 Winner - choice of, C15
 Winner - choosing, C21
 Winston Churchill Memorial Trust, INF-2
 Work & Knowledge, B13
 Work Sheet Examples, APX-11
 Zero Base knowledge building, B4