

TEAM Challenge!™

Team-Based PriSim® Competition

Catapult your company's business-simulation experience to new competitive highs by implementing PriSim's TEAM Challenge!™ approach. Pit intact teams against each other in a no-holds-barred business competition! The thrill of victory for one team — and the agony of defeat for the others!

Just as in the real world, team members from different functional areas must come together to set strategy and make business decisions in a dynamic environment. Competing head-to-head with other teams, TEAM Challenge! will unleash the competitor-within in your high-potential future leaders and get them developing actual plans during the course!

A PriSim TEAM Challenge provides the same learning experience as a standard PriSim course with the addition of:

- ⇒ More intensive team building
- ⇒ Focused, real-world team planning assignments
- ⇒ Enhanced post-course implementation and support capabilities



Run a PriSim course with a different team-based spin:

- Attend as an intact team
- Learn as a team
- Apply concepts as a team
- Return to work as a more effective team
- Develop real business plans

Client Examples

Several PriSim clients currently run the TEAM Challenge! approach:

Harley-Davidson

QUESTION: What happens when you invite a dealer's Owner, General Manager, Sales, Service, and Finance Managers to PriSim's DealerSim™ Planning & Operations Seminar?

ANSWER: A phenomenal learning experience that builds financial acumen and produces 5-year plans. In addition, a more cohesive, communicative team that is ready to return to the dealership to implement new business strategies that increase sales and maximize profitability.

Chubb Insurance

QUESTION: What is most critical to Chubb's success?

ANSWER: The success of their independent agents. By running a course for regional teams of Branch Managers and Agency Managers, Chubb is able to strengthen relationships and develop more effective regional plans that benefit the carrier, the agency, and customers.



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The Approach

Intact, cross-functional teams of high-potential staff are formed from different divisions, business units, or regions. A date is set, a battleground (location) determined — and let the games begin! Using one of PriSim's many industry-specific business simulations, teams compete for profit and market share over several simulated years of competition. Between competitive rounds, lectures on strategy, finance, and operations are conducted to cement fundamental business concepts. Guest speakers and functional experts from business lines can also be included.



Immediately following the competition and lectures, teams will turn their attention towards the development of real-world plans for their office or market. Teams perform a SWOT analysis and then develop two to three objectives and goals that need to be accomplished. Each objective is then discussed and specific strategies and tactics are identified.

The goal of our meeting was to enhance the skills of our leadership team for effective business planning. Your lectures and the PriSim simulation "hit the nail on the head" by allowing our teams to put many of the concepts of business planning and execution into practice in a realistic simulated environment. We expect that this training session will not only improve the quality of our business plans for 2009, but pay dividends for many years to come.

Senior Vice President—Claims
Insurance Agency



Contact PriSim today to plan and implement a TEAM Challenge!™ competition!