



Pre-Work	Start Time	Location	Resources	Duration
Complete Pre-work Questionnaire (participant's backgrounds)			Self-Study	0:05
Watch Course-Introduction and Insurance Challenge Demo Videos			Self-Study	0:30
Read Case Study Guide and HBR articles			Self-Study	0:30

Day One - Wed., Nov. 4 (Eastern Times)	Start Time	Location	Resources	Duration
Opening Comments and Introductions	12:00 PM	Main Room		0:30
Insurance Challenge Overview	12:30 PM	Main Room		0:15
Team Intro and Pop Quiz Exercise	12:45 PM	Team CloudRooms		0:45
Team Intros and Pop Quiz Review	1:30 PM	Main Room		0:30
Overview of SWOT Exercise	2:00 PM	Main Room		0:15
Round 0: SWOT ("As-Is" Analysis)	2:15 PM	Team CloudRooms		0:45
Strategy and MOST Framework ("To-Be" Planning)	3:00 PM	Main Room		0:15
Round 1 Competition: Strategy, MOST, and Execution	3:15 PM	Team CloudRooms		1:45
End of Day	5:00 PM			

Day Two - Thurs., Nov. 5 (Eastern Times)	Start Time	Location	Resources	Duration
Individual Reflections and Takeaways			Self-Study	0:10
Financial Reporting and Round 1 Results	12:00 PM	Main Room		0:45
Round 2 Competition: Financial Analysis and Execution	12:45 PM	Team CloudRooms		2:00
Break	2:45 PM			0:15
Financial Ratios and KPIs	3:00 PM	Main Room		0:45
Round 2 Results and Performance Measures	3:45 PM	Main Room		0:15
Round 3 Competition - Part 1: KPIs and Execution	4:00 PM	Team CloudRooms		1:00
End of Day	5:00 PM			

Day Three - Fri., Nov. 6 (Eastern Times)	Start Time	Location	Resources	Duration
Individual Reflections and Takeaways			Self-Study	0:10
Round 3 Competition - Part 2: Performance Measures	12:00 PM	Team CloudRooms		1:00
Break	1:00 PM	Main Room		0:15
Round 3 Results and Debrief	1:15 PM	Main Room		0:15
Round 4: "Lightning" Round	1:30 PM	Team CloudRooms		1:00
Overview of "Earnings Call" Presentation Assignment	2:30 PM	Main Room		0:15
Prepare Earnings Call Presentations	2:45 PM	Team CloudRooms		0:45
Earnings Call Presentations	3:30 PM	Main Room		1:00
Exercise Debrief and Awards	4:30 PM	Main Room		0:15