

Approaching a Simulation



Learning Objectives

1. Be familiar with CASB's suggested approach to simulations
2. Know what resources are available to assist mentors
3. Know how to access the CASB Mentor Centre
4. Know how to register for the Mentor Modules

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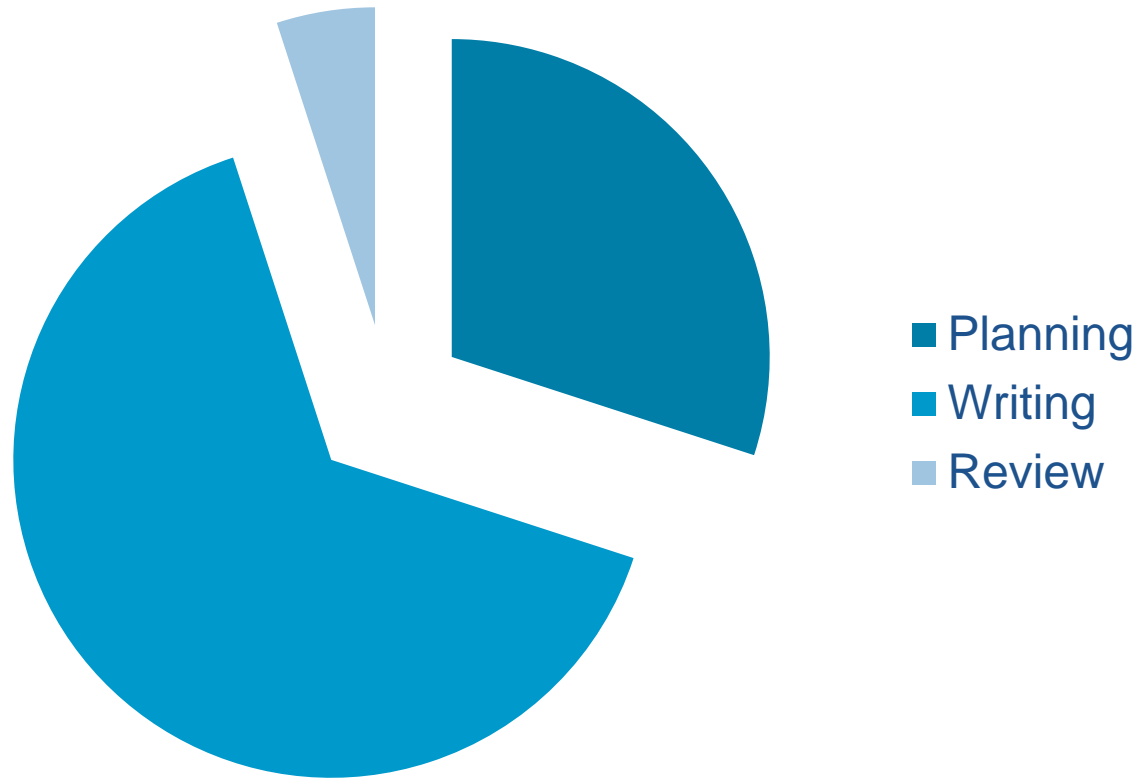
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Guide:
APPROACHING A SIMULATION

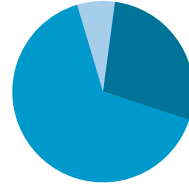
2012



Case-Writing Approach



Planning Stage



Purpose: Organize and outline the response

Planning Stage:

1

Allocate time to
planning.

Planning Stage:



2

Read the
narrative once.

Planning Stage:

3

Read the
narrative again.

Planning Stage:



4

Scan the
exhibits.

Planning Stage:

5

Carefully read
the exhibits.

Planning Stage:

6

Take a step back
and pause.

Planning Stage:

7

Plan what you
are going to do.

Planning Stage:



8

Rank and order
the issues.

Planning Stage:

9

Allocate your
time.

Planning Stage:

10

Rank the topics.

Planning Stage

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Guide:
APPROACHING A SIMULATION

2012

Homework - 30 min planning

Role → Asst

Users

Loaise:

- cont

HT mgmt

- r
- r

HT Bo

- sp

Today →

① Update Mission Stmt 10min

- Ex1
- 92 → old
- indust Δ
- need up
- % of real

② Perf Measures 20min

③ Analyze Proposed

- * impact on mgmt bc
- * will SH value ↑?

EBITDA

- amort + interest →
- cap cost excl.
- fin. costs excl. (ex)
- loss leader mktg
- neg margin
- won't imp
- tech loss

Not in line

- loss
- new
- loss

± Recommend

Rev/Employee

- morale
- won't ↑ profit
- integrate systems
- outsource - risks
- ↳ won't imp

④ Analyze Existing

IT Finance ③ 15min

conclude
* viable?

Print

- 800
- 300
- 200
- 5
- 10

OUT

IN

IN

IN

IT System ④ 10min

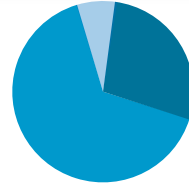
Risks	Benefits
- 16M	
- 7% int	
- cut jobs	
- all employ	
- PDA acc	
- no enerv	

⑤ Outsourcing 5min

- 13 jobs
- close call centre
- 3rd party → who? rep?
- risks
- sep. decision from IT → not related
- ± Recommend outsource or not

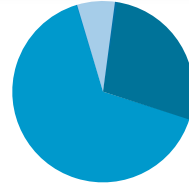
Find in the Mentor Modules

Writing Stage



- Quantitative analysis
- Qualitative analysis

Review Stage

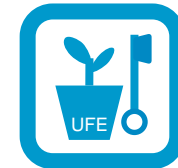


- Think about the big picture
 - Have you addressed users' needs?
 - Provided specific recommendations?
- Spell check

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Mentor Resources



	Mentor Centre	CASB Mentor Modules	UFE Prep Mentor Module
Content	<ul style="list-style-type: none"> Mentoring resources <ul style="list-style-type: none"> Common practices General framework Module-specific Topic-specific Webinar recordings 	<ul style="list-style-type: none"> Learning materials from modules 1 through 5 Links to Mentor Centre resources 	<ul style="list-style-type: none"> Learning materials from CASB's UFE Prep program Links to Mentor Centre resources
Location	www.casb.com	Desire2Learn	Desire2Learn
Access	Open	Registration required	Registration required

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CASB Mentor Modules Registration



Why	<ul style="list-style-type: none"> • Access to all learning materials from modules 1 through 5 • Advanced notice of mentoring events/new mentoring resources 	
Who	<ul style="list-style-type: none"> • Qualified CA • Senior CASB student 	<ul style="list-style-type: none"> • HR Contact • Student Contact
How	<p>Complete <i>CASB Mentor Registration Application</i> in Forms section of www.casb.com</p>	
When	<ul style="list-style-type: none"> • Register anytime • Content refreshed with each module offering • Registration renewed annually in October 	

UFE Prep Mentor Module Registration



Why	<ul style="list-style-type: none"> • Access to all learning materials from CASB’s UFE Prep • Advanced notice of UFE mentoring events/new UFE mentoring resources 	
Who	<ul style="list-style-type: none"> • Qualified CA • CASB student who successfully completed UFE 	<ul style="list-style-type: none"> • HR Contact • Student Contact
How	<p>Complete <i>UFE Mentor Registration Application</i> in Forms section of www.casb.com</p>	
When	<ul style="list-style-type: none"> • Register anytime • Content refreshed each May • Registration renewed annually in April 	

Mentoring Questions

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Thank you