#### CARD OF COURSE

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| Subject name | Decision-making games (simulations) |

1. The placement of the subject in the study system

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| 1.1. Field of study | Management |
| 1.2. Form and path of study | Full-time/Part-time |
| 1.3. Level of education | First-cycle studies |
| 1.4. Study profile | Practical |

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| 1. 5. Specialty | - |
| 1.6. Subject Coordinator | Dr inż. Tomasz Żminda |

2. General characteristics of the subject

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| 2.1. Belonging to a subject group | Directional/Practical |
| 2.2. Number of ECTS | 2 |
| 2.3. Language of lectures | English |
| 2.4. Semesters in which the subject is taught | V |
| 2.5.Criteria for selecting course participants | - |

1. Learning outcomes and course delivery
   1. Subject Objectives

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| No. | Subject Objectives |
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| C1 | Students will acquire knowledge in the field of enterprise management in various market conditions, including knowledge about the factors shaping the competitiveness of an enterprise, sources of competitive advantage of an enterprise and types of enterprise development strategies. |
| C2 | Shaping students’ skills in analysing and assessing the current situation of an enterprise and predicting, identifying and analysing the effects of management decisions made as part of running a business, in particular the impact of decisions on the broadly understood competitiveness of the enterprise. |

* 1. Subject-specific learning outcomes, divided into knowledge , skills and competences , with reference to the directional learning outcomes

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| No. | Description of subject  learning outcomes | Reference to  directional effects  learning (symbols) | Method of implementation (mark "X") | | | |
| ST | | NST | |
| Classes at the University | Activities on  the platform | Classes at the University | Activities on  the platform |
| After passing the course, the student knows and understands **the knowledge** | | | | | | |
| W1 | Various functional areas of the enterprise and the relationships between them, their role and importance in the enterprise development process, and the impact of the external environment on its functioning | Z1\_W04  Z1\_W05  Z1\_W06 | X |  | X |  |
| W2 | The role of a manager in an organization and his or her tasks, in particular in the area of making decisions regarding the organization of business activities | X |  | X |  |
| W3 | Has knowledge about the factors that shape the competitiveness of an enterprise, the sources of the enterprise's competitive advantage and the types of enterprise development strategies |  | X |  | X |  |
| After passing the course, the student is **able** to: | | | | | | |
| U1 | Analyze and evaluate the impact of management decisions on the achieved business results and the level of competitiveness of the enterprise | Z1\_U01  Z1\_U02  Z1\_U09  Z1\_U17 | X |  | X |  |
| U2 | Analyze processes and phenomena occurring inside and outside the organization and identify factors that determine the competitiveness of the enterprise | X |  | X |  |
| U3 | Shape a pricing policy aimed at achieving the intended level of revenue | X |  | X |  |
| U4 | Adjust the strategy and scale of the company's development to external conditions | X |  | X |  |
| After completing the course, the student is ready to take part in **social competences.** | | | | | | |
| K1 | Defining and resolving dilemmas related to the implementation of specific tasks aimed at the development of the organization | Z1\_K03  Z1\_K06 | X |  | X |  |
| K2 | Compliance with applicable rules and ethical conduct when carrying out managerial tasks | X |  | X |  |

3.3. Forms of teaching and their number of hours - Full-time studies (ST), Part-time studies (NST)

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| Path | Lecture | Exercises | Design | Workshop | Laboratory | Seminar | Lecturer | Classes conducted using distance learning methods and techniques in the form of ………………. | Other | **ECTS points** |
| **ST** |  |  |  |  | 30 |  |  |  |  | 2 |
| **NST** |  |  |  |  | 10 |  |  |  |  | 2 |

3.4. Content of education (separately for each form of classes: (W, ĆW, PROJ, WAR, LAB, LEK, OTHER). It should be marked (X) how the given content will be implemented (classes at the university or classes on the e-learning platform conducted using distance learning methods and techniques)

TYPE OF CLASS: LABORATORY

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| No. | Content of the course | Reference to subject-specific learning outcomes | Method of implementation (mark "X") | | | |
| ST | | NST | |
| **Classes at the University** | **Activities on  the platform** | **Classes at the University** | **Activities on  the platform** |
| 1. | Introduction to classes. Presentation of the simulation game. Discussion of the initial situation of the enterprise in the simulation game. Functional areas of the enterprise. Areas of competition of the enterprise. Basic indicators of the assessment of the results of the enterprise's activities. | W1, W3 | X |  | X |  |
| 2. | Functional areas of the (simulation) enterprise | W1 | X |  | X |  |
| 3. | Managing an enterprise operating on the local market – simulation I | W2, U1, U2, U3, U4, K2 | X |  | X |  |
| 4. | Enterprise development based on the retrospective model – simulation II | W2, U1, U2, U3, U4, K1, K2 | X |  | X |  |
| 5. | Enterprise development based on the prospective model – simulation III | W2, U1, U2, U3, U4, K1, K2 | X |  | X |  |
| 6. | Expansion of the company into foreign markets – simulation – IV | W2, U1, U2, U3, U4, K1, K2 | X |  | X |  |
| 7. | Enterprise management in the economic crisis – simulation - V | W2, U1, U2, U3, U4, K1, K2 | X |  | X |  |
| 8. | Managing an enterprise in good economic times - simulation - VI | W2, U1, U2, U3, U4, K1, K2 | X |  | X |  |
| 9. | Summary of classes and discussion of grades |  | X |  | X |  |

3.5. Methods of verifying learning outcomes (indication and description of methods of conducting classes and verification of achievement of learning outcomes and method of documentation)

Simulation:

Students take part in a simulation of running a business. They make management decisions, design and develop their business by competing on the common market (in simulation conditions). They learn about the functional areas of the company they run and, based on the analyses conducted , they make decisions about the business development strategy, acting as managers. In the simulation, the correctness of the analyses conducted and the accuracy of the decisions made determine the indicator of the company's competitiveness, which is the resultant of the company's revenues, financial result, balance sheet total and indicators of the level of product development (quality and functionality).

Methods of verifying achievement of learning outcomes:

Enterprise development project and implementation in simulation conditions. The assessment is relative to enterprises designed and run by other students (the simulation takes into account the "common" market for all students). On this basis, the enterprise run by the student receives a rating on a scale of 1 to 100. The highest rating of the best designed and managed enterprise is a reference point for assessing the competitiveness of other enterprises. The assessment scale is given below, where X - denotes the rating of the best designed and managed enterprise.

X-85% X – very good 5.0

85%X-70%X – good plus 4.5

70%X-55X - good 4.0

55%X-40%X – 3.5

40%X-25%X -3.0

25%X- less – 2.0

The partial criteria for assessing the competitiveness of the enterprise correspond to the learning outcomes: the W1 measure is the level of development of individual functional areas, the W2 measure is the level of development of the entire enterprise, the U1 measure is the financial result achieved, the U2 measure is the level of technological advancement of the products offered, the U3 measure is the revenue, the U4 measure is the balance sheet total, the K1 measure is a synthetic indicator of the enterprise's result, the K2 measure is the level of compliance with the rules of the game and adherence to ethics during the final simulation.

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| Subject Effects | Teaching methods | Methods of verifying learning outcomes | Documentation methods |
| KNOWLEDGE | | | |
| W1-W2 | Discussion of issues, simulations, case studies | Assessment simulation (business management simulation) | Simulation Report |
| SKILLS | | | |
| U1-U4 | Simulation method (business simulation) | Assessment simulation (business management simulation) | Simulation Report |
| SOCIAL COMPETENCES | | | |
| K1-K2 | Simulation method (business simulation) | Assessment simulation (business management simulation) | Simulation Report |

3.6. Assessment criteria for the achieved learning outcomes

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| Learning effect | For a grade of 3 or "pass."  the student knows and understands/is able to/is ready to | For a grade of 3.5, the student knows and understands/is able to/is ready to | For a grade of 4, the student knows and understands/is able to/is ready to | For a grade of 4.5, the student knows and understands/is able to/is ready to | For a grade of 5, the student knows and understands/is able to/is ready to |
| W | 51-60% of knowledge indicated in learning outcomes | 61-70% of knowledge indicated in learning outcomes | 71-80% of knowledge indicated in learning outcomes | 81-90% of knowledge indicated in learning outcomes | 91-100% of knowledge indicated in learning outcomes |
| U | 51-60% of skills indicated in learning outcomes | 61-70% of skills indicated in learning outcomes | 71-80% of skills indicated in learning outcomes | 81-90% of skills indicated in learning outcomes | 91-100% of skills indicated in learning outcomes |
| K | 51-60% of skills indicated in learning outcomes | 61-70% of skills indicated in learning outcomes | 71-80% of skills indicated in learning outcomes | 81-90% of skills indicated in learning outcomes | 91-100% of skills indicated in learning outcomes |

3.7. Literature

**Basic**

1. Bielecki Witold Tomasz (red), Bonds & bridges: facing the challenges of the globalizing world with the use of simulation and gaming, Poltext Warszawa 2012
2. Matejun Marek (red.), Managing the potential of small and medium-sized enterprises in business practice, Technical University of Lodz, Lodz. 2010
3. Makieła Z., Przedsiębiorczość i zarządzanie innowacjami. Wiedza, technologia, konkurencyjność, przedsiębiorstwo, C.H. Beck Wydawnictwo Polska, Warszawa 2018

**Supplementary**

1. Sitko Włodzimierz Jan (red.), Entrepreneurship creation in modern organizations, System-Graf Lublin 2010
2. Zarębska Anna (red.), Using modern solutions in business, System-Graf, Lublin 2010
3. Osterwalder, Y. Pigneur, Tworzenie modeli biznesowych. Podręcznik wizjonera, Wydawnictwo HELION, Gliwice 2012.

4. Student workload - ECTS points balance

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| **Types of student activity** | **Student Load** | |
| **ST** | **NST** |
| **Classes requiring direct contact between the student and the academic teacher at the university premises** | **30** | **10** |
| Classes included in the study plan | 30 | 10 |
| **Student's own work** | **20** | **40** |
| Ongoing preparation for classes, preparation of project work/presentations/etc. | 10 | 20 |
| Preparation for passing classes | 10 | 20 |
| **TOTAL STUDENT HOURLY LOAD** | **50** | **50** |
| **Number of ECTS points** | **2** | **2** |

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| Last change date | 30/09/2024 |
| The changes were introduced | ZAZ Education Quality Team |
| The changes were approved | Mgr Anna Bielak |