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group, bouncing ideas among your teammates. In Comp-XM Basix, you are the sole decision maker. At the start of the simulation, all companies are not equal. You are running the Andrews Company, and it is behind the competition, so you have your work cut out for you. In Comp-XM Basix, you will not have access to an Excel® spreadsheet.

Team Andrews Fall I 2009 BUSN 6200 The Secret to Capsim Success it's all about the sweet spot... Presented By Team Andrews: Brad White, Tim Fish, Christina Vance, Stephanie Bogan, & Anthony Vatterott

Comp-XM® business unit and its tactical execution. At the beginning of every year, the board of directors will ask you to respond to a set of questions about your situation. The questions will be drawn from recent activities within the industry as described in last year's results, and from the situation that you

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Comp-XM has 1000 possible points, 500 for your Board Query results and 500 for your Balanced Scorecard. 2.1 Board Queries Board Queries are unique to each participant, although each question covers the same content. If a question applies to a product, the question might be posed about any of the products

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Team Member uide Buying Criteria 3 to success! Companies compete for up to eight rounds, with each round simulating one year in the life of your company.

Forecasting sales and production Forecasting requires a little math and a little logic. For example, does your forecast predict your product will take half a segment's sales when there are four or five products in the segment?