



# BUSINESS ENTERPRISE SIMULATION

## Module



**2<sup>nd</sup> SEMESTER**

Name of Student \_\_\_\_\_

Strand/Year & Section \_\_\_\_\_

Prepared by: **Shirley S. Caffery**  
 Subject Teacher

**Case 1**

Mr. Antonio Cardeña is a graduate of Information Technology (IT) who is currently living in Miami City. He worked at an IT company for five years. Mr. Cardeña has no prior entrepreneurial experience, but he strongly believes that he can venture into business and succeed.

Recently, he read from a 2022 international magazine that Miami City is the capital of the world. The magazine mentioned that 70 percent of the internet traffic from the Miami City originates from mobile devices such as tablets and smartphones. Mr. Cardeña also found out that nearly every resident in Miami City owns a smartphone, and that on average, a smartphone owner spends at least three hours per day using his or her gadget.

In addition, Mr. Cardeña learned that by 2025, Miami City will have more than 1,000,000 smartphones users who will use their devices not only for text and post on their social networking accounts, but also to access mobile banking, shop online, listen to music, watch videos, and read news and other texts. Additionally, Mr. Cardeña's research revealed that a smartphone user spends nearly two years' need some form of repair or replacement needed.

Mr. Cardeña is now interested to explore business opportunities in Miami City considering all the details he has learned. His initial idea is to establish a business in town in the Central Business District of Miami. While Mr. Cardeña believes that he can be a successful entrepreneur, he remains wary of the risk of putting up a business, particularly for a first-time try.

Study the case. Note, however, that the data in these cases are fictional only. For each case, the goal is to identify at least two most compelling external sources of opportunities and at least two potential business ideas.

| External Source of Business Opportunity                                                                                                                                                                                                                                                             | Specific External Source of Business Opportunity                                                                                                                                                                                                                                                                                                                                          | Potential Business Opportunity                                                                                                                 |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------|
| <ul style="list-style-type: none"> <li>Sociocultural factors</li> <li>Technological advances/means</li> <li>Industry trends</li> <li>Physical location of the entrepreneur</li> <li>Consumer preferences, including preferences of digital customers</li> <li>Context in the marketplace</li> </ul> | <p>In Miami City, smartphones are used for text, coffee, access mobile banking, shop online, listen to music, and watch videos, and read news and other texts. A smartphone owner in Miami City spends an average of three hours per day using his or her gadget.</p> <p>Smartphones worth five for approximately two years. Therefore, they need some form of repair or replacement.</p> | <ul style="list-style-type: none"> <li>Smartphone/repair &amp; replacement business</li> <li>Smartphone/repair accessories business</li> </ul> |

### LESSON 1: FINDING BUSINESS OPPORTUNITY

Finding the right business opportunity can be daunting, challenging, and at times frustrating. What may seem like a perfect business idea may turn out to be a bad investment, as finding a niche market, you will likely encounter problems – failures, even – in your business venture. For instance, your customers might shift to a competitor or problems in your operations might adversely affect the business. Hence, venturing into business can be considered a leap of faith, with risks and challenges that outweigh the benefits, knowledge, and will.

#### SCANNING THE MARKET

The entrepreneur's process – simply, the process of venturing into business formally begins with a scan of the market to find business opportunities from macro environmental sources and within the scope of the entrepreneur's community or locality. The first step is for the new entrepreneur to sit down, ideally, five business opportunities which he or she can possibly venture into.

#### External Sources of Business Opportunities

There are numerous external sources of business opportunities. These external sources are the external forces in the budding entrepreneur's environment, among them are the following:

- Sociocultural factors
- Technological advances/means
- Economic growth or decline
- Politics and legislation
- Industry trends
- New discovery or new knowledge
- Futuristic or unexploited opportunities
- Consumer preferences, including preferences of digital customers
- Competition
- Societal problems or problems in the marketplace
- Physical location of the entrepreneur

#### Business Enterprise Simulation Module

#### Internal Sources of Business Opportunities

There are also various internal sources – the entrepreneur's strengths or assets – that drive him or her to pursue a potential business – of business opportunities. These internal sources are the following:

- Talent, abilities, skills, expertise, or academic background
- Financial capacity
- Processes/operational capacity
- Leadership and people management skills
- Entrepreneurial attitudes/behaviors
- Vision and strategy

Identifying business opportunities from internal sources is easier to accomplish because at the onset, the entrepreneur already knows his/her strengths, so he/she can sort these down without devoting too much time.

**Case 2**

Mr. Don Aquino has a degree in literature and has been into poetry ever since he was a kid. He is a freelance writer, part who specializes in composing love poems during the college fair. In his 10 years with a notebook, specialty paper, envelope, and a printer, he was pleasantly surprised when market couples proceeded to his booth and asked him to compose love poems. He charged P200 for each love poem. He typed each poem on his notebook using free desktop publishing software. He added design and graphics – sometimes pictures of the couple the market posed on through a flash drive or via Bluetooth – to the poem before printing it on a specialty paper. Don's happiness doubled every time a couple came by their booth to ask for a poem.

At least two compelling internal sources of opportunities and at least two potential businesses for Case 2, presented.

| Internal Source of Business Opportunity                                                                          | Specific Internal Source of Business Opportunity                                                                                                                                                                                       | Potential Business Opportunity                                                                                                                  |
|------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------|
| <ul style="list-style-type: none"> <li>Interest and skills</li> <li>Processes or operational capacity</li> </ul> | <ul style="list-style-type: none"> <li>Mr. Aquino has been into poetry ever since he was a kid. He is a freelance poet who specializes in composing love poems.</li> <li>He has a notebook, a printer, and specialty paper.</li> </ul> | <ul style="list-style-type: none"> <li>Market niche (in parks, schools, offices)</li> <li>Alternative business: digital poem writers</li> </ul> |

# Business Enterprise Simulation Deped

**University of Texas. Bureau of  
Business Research**



## **Business Enterprise Simulation Deped:**

**Business enterprise simulation** ,2017      **Business Enterprise Simulation** 3G Elearning FZ LLC,2017      Business Enterprise Simulation ,2018      **Open for Business** Cindy Slovacek,2005-06-01 Give students an experience they won't soon forget one that could launch them into careers as entrepreneurs This easy to use simulation includes instructions for the teacher and reproducibles to help students organize their companies While students enthusiastically delve into the world of free enterprise they will be building decision making problem solving and interpersonal skills This unit was developed to give upper intermediate and junior high students an introduction to owning and running a business During the course of the unit students will divide into groups businesses that will make a product and sell it to other students on campus As they work together in their groups they will be building skills in cooperation compromise decision making and problem solving Your students will be experts on planning for materials and facilities securing capital selecting a favorable location creating advertising bookkeeping and practicing sales techniques      **Enterprise** Jerald R. Smith,1985      *Business Simulation* Markus Baum,Jörg Dickerboom,Marco Hackstein,Marcel Mehling,2012-05-24 Template Example from the year 2010 in the subject Business economics Operations Research The University of Surrey School of Management language English abstract Abstract Business simulation is simulation used for business training or analysis It can be scenario based or numeric based Most business simulations are used for business acumen training and development Learning objectives include strategic thinking financial analysis market analysis operations teamwork and leadership WIKIPEDIA The authors participated in a simulation The results and mistakes are discussed in this presentation The authors also discuss the theoretical foundations This book contains the presentations illustrated and supplemented by explanatory texts Content 1 Team Organisation 2 Environmental and internal strategic analysis 3 Strategic brief 4 Strategy review 5 Internal control system 6 Financial analysis 7 Conclusion Keyword Business simulation reflection report automotive industry Team Organisation Environmental and internal strategic analysis strategic brief strategy review internal control system financial analysis conclusion leadership teamwork storming norming forming performing PESTEL Porter diamond Porters five forces start up market penetration profitability new products relaunch R D KPI Product portfolio and target markets SOWT marketing mix 4 P Product Price Promotion Place Plan Results Lessons learned miscommunication communication process COSO Internal control framework 5 year trend profitability analysis efficiency analysis investment analysis      Enterprise and Organizational Modeling and Simulation Joseph Barjis,Ashish Gupta,Amir Meshkat,2013-10-17 This book constitutes the proceedings of the 9th International Workshop on Enterprise and Organizational Modeling and Simulation EOMAS 2013 held in conjunction with CAiSE 2013 in Valencia Spain in June 2013 Tools and methods for modeling and simulation are widely used in enterprise engineering organizational studies and business process management In monitoring and evaluating business processes and the interactions of actors in a realistic environment modeling and simulation have proven to be both powerful efficient and

economic especially if complemented by animation and gaming elements The ten contributions in this volume were carefully reviewed and selected from 22 submissions They explore the above topics address the underlying challenges find and improve solutions and show the application of modeling and simulation in the domains of enterprises their organizations and underlying business processes Business Simulation in Industrial and University Education Paul S. Greenlaw,1962

*Business Intelligence and Modelling* Damianos P. Sakas,Dimitrios K. Nasiopoulos,Yulia Taratuhina,2022-02-15 This book highlights interdisciplinary insights latest research results and technological trends in Business Intelligence and Modelling in fields such as Business Intelligence Business Transformation Knowledge Dissemination Implementation Modeling for Logistics Business Informatics Business Model Innovation Simulation Modelling E Business Enterprise Conceptual Modelling etc The book is divided into eight sections grouping emerging marketing technologies together in a close examination of practices problems and trends The chapters have been written by researchers and practitioners that demonstrate a special orientation in Strategic Marketing and Business Intelligence This volume shares their recent contributions to the field and showcases their exchange of insights Enterprise Modeling and Simulation Joseph Barjis,2010-09-17 An enterprise is a complex sociotechnical system purposefully designed for a certain service which is realized through the business of the enterprise The enterprise service is delivered to its customers in a certain business environment which is often dynamic and changing The already complex business operation business processes of modern enterprises are further challenged by the dynamicity posed by the enterprise business environment For tackling this enterprise complexity analysis and design modeling and simulation have shown great potential Modeling in enterprise study especially during the analysis and design phases plays crucial role as it represents a design artifact in a more visualized manner such as intuitive diagrams This e book contains papers covering a broader application of modeling and simulation in the enterprise context The papers show the diversity of application potential for enterprise modeling and simulation ranging from re engineering to organizational aspects technology alignment and domain specific type of enterprise *Enterprise : a Competitive Business Simulation : Specifically Designed for In-school Processing with a Microcomputer* Maurice Archer,C. d'Arcy Dakin,Macnaughton, Ross,1983 Business Simulation in Industrial and University Education Paul Stephen 1930- Greenlaw,2021-09-09 This work has been selected by scholars as being culturally important and is part of the knowledge base of civilization as we know it This work is in the public domain in the United States of America and possibly other nations Within the United States you may freely copy and distribute this work as no entity individual or corporate has a copyright on the body of the work Scholars believe and we concur that this work is important enough to be preserved reproduced and made generally available to the public To ensure a quality reading experience this work has been proofread and republished using a format that seamlessly blends the original graphical elements with text in an easy to read typeface We appreciate your support of the preservation process and thank you for being an important part of keeping this knowledge alive and relevant *Intro to Business: a*

*Primer Capsim*,2016-09-07 Companion text to CapsimCore Business Simulation **Enterprise Modeling and Simulation**,2010 Simulation Training for Small Business Executive Development University of Texas. Bureau of Business Research,1963 *The Emerging Role of Enterprise Simulation Models* D. F. Boyd,1964\* **Enterprise and Organizational Modeling and Simulation** Joseph Barjis,Tillal Eldabi,Ashish Gupta,2011-09-21 This book constitutes the post conference proceedings of the 7th International Workshop on Enterprise and Organizational Modeling and Simulation EOMAS 2011 held in conjunction with CAiSE 2011 in London UK in June 2011 Enterprises are purposefully designed systems used to fulfill certain functions An extended enterprise and organizational study involves both analysis and design activities in which modeling and simulation play prominent roles The related techniques and methods are effective efficient economic and widely used in enterprise engineering organizational study and business process management The 14 contributions in this volume were carefully reviewed and selected from 29 submissions and they explore these topics address the underlying challenges find and improve on solutions and demonstrate the application of modeling and simulation in the domains of enterprises their organizations and underlying business processes **Contributions on Applied Business Research and Simulation Studies** Orlando Gomes,Mariya Gubareva,2019 This book is a commemorative edition of the 260th anniversary of the Lisbon Accounting and Business School ISCAL one of the oldest business schools in Europe The book collects a series of contributions from teachers and researchers of ISCAL offering a state of the art picture of the research conducted in this higher education institution This is an institution oriented to applied teaching and applied science and the various contributions in this collective work intend to highlight such reality Contributions range from accounting and finance to law business and management A substantial part of the book is dedicated to economic and business simulations this is an area of special interest and focus to ISCAL since practical teaching through simulation games and simulation exercises is a vital part of the institution s mission The work is constituted by nine chapters organized into four parts Part I On Applied Business Research Thoughts on Accounting Finance Business and Law Part II Simulation Studies Evaluation of Classroom Experiences Part III Simulation Studies Projecting Pedagogy into Perspective and Part IV Simulation Models and Theory Overall the book reaches most of the areas of applied business research offering valuable contributions to be used by researchers and teachers Report on the business simulation TOPSIM General Management II Dominic Weckmann,2022-07-08 Seminar paper from the year 2007 in the subject Business economics Company formation Business Plans grade 2 0 Cologne University of Applied Sciences language English abstract Initial situation When my fellow board members and I took over Copyfix AG on Jan 1 2000 the company reported sales of 129 million with its Copy 1 black and white copier The company consisting of 1204 employees achieved an operating profit of 10 36 million and a net profit after tax of 4 60 million Equity of 32 6 million was offset by liabilities of 13 6 million Cash flow amounted to 13 6 million Copyfix AG generated similar results and market shares as its 4 competitors In the following the economic periods 1 to 3 are briefly summarized and the periods 4 to 6 are

explained with their targets measures and results An outlook is given on what needs to be done in periods 7 to 9 in order to continue Copyfix AG successfully Subsequently the development of the shareholder earnings and the enterprise value is briefly presented A conclusion rounds off the group report

**Management of Strategy in the Marketplace with Global Corporate Management in the Marketplace Simulation** Ernest R. Cadotte, Harry J. Bruce, 2002-04 Management of Strategy in the Marketplace with Global Corporate Management in the Marketplace Simulation is a package of the web based strategy simulation Global Corporate Management in the Marketplace and the textbook Management of Strategy in the Marketplace The text provides the theoretical content needed to thrive as a business manager while the simulation provides real hands on experience in starting and managing a company They are presented as a package but also intended for use separately providing ultimate flexibility The web based simulation Global Corporate Management in the Marketplace puts the players in the role of an executive team of a new venture entering the microcomputer business As they run the company they learn business fundamentals and the interplay between marketing manufacturing logistics human resources finance accounting and team management As teams compete they learn to adjust their strategy debate real life decisions analyze options resolve conflicts make tradeoffs and evaluate potential outcomes This long running simulation is the 6th generation of software over the last 12 years and benefits from experience and the continuous improvement The simulation does not link directly to the textbook and may be easily used independently The textbook Management of Strategy in the Marketplace is designed to compliment the simulation providing the theory base for understanding the behind the activities of the simulation It follows the structure of the simulation organized around the life cycle of a new business Because chapter theories and tools coordinate with the specific decisions that teams encounter during specific quarters of simulation play the textbook assures players that they won't stumble out the blocks once simulation play begins

## Unveiling the Magic of Words: A Review of "**Business Enterprise Simulation Deped**"

In a global defined by information and interconnectivity, the enchanting power of words has acquired unparalleled significance. Their power to kindle emotions, provoke contemplation, and ignite transformative change is actually awe-inspiring. Enter the realm of "**Business Enterprise Simulation Deped**," a mesmerizing literary masterpiece penned with a distinguished author, guiding readers on a profound journey to unravel the secrets and potential hidden within every word. In this critique, we shall delve into the book's central themes, examine its distinctive writing style, and assess its profound effect on the souls of its readers.

<https://db1.greenfirefarms.com/public/uploaded-files/default.aspx/Quick%20Home%20Workout%20For%20Moms%20For%20Beginners%2019419.pdf>

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