

New Simulations from Advantexe



Simulations are more effective than traditional forms of learning because they allow individuals to learn by doing instead of reading, watching, or passive listening

In much the same way a flight simulator enables pilots to hone their instincts and build their flying skills, Advantexe business simulations provide participants with the opportunity to “fly a business.”

We design gold medal-winning simulations for use in a variety of learning journeys that help to develop the world-class talent needed to succeed in today’s global and digital marketplaces. Our simulations serve as the bridge between learning and real-life experience. Participants test hypotheses, experiment, and build their confidence by making decisions in a risk-free environment where they see the immediate effects that their decisions have on the metrics that matter.

Advantexe simulations are flexible. They can be delivered in person, online, or in a hybrid environment. They can be incorporated into an existing learning journey, or we can design a solution together based on your needs, audience levels, and time.

The following document contains brief overviews of some of our new and exciting advances in business simulation.



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Blanchard SLII Simulation & eLearning

The Ken Blanchard SLII Business Leadership simulation is designed to provide learners with a framework to become an indispensable leader to direct reports, colleagues, and the organization by learning and effectively applying the proven Blanchard SLII model.

This immersive simulation-centric learning experience follows a proven process of learning, practicing, assessing, and reflecting to provide the most effective structure to absorb and adopt the concepts taught within SLII quickly and efficiently. During this digital learning experience, participants are given access to timely resources and supporting materials that can be used back on the job, as well as a series of interactive scenario-based simulations for application-based learning.

Each scenario is a decision-tree experience where the “simulated story” unfolds based upon learners' actions at critical decision points. Scenarios are scored against the defined best practice behavior for that specific scenario and learners receive both qualitative and quantitative feedback to illustrate the consequences of their choices.

Resolving Business Conflict Simulation

Having the skills and tools to resolve business conflicts can mean the difference between success and failure. Advantexe's new Resolving Business Conflict simulation is an interactive learning experience designed to help participants learn about and practice resolving four different types of common business conflicts: Business Asset Conflicts, Business Goal Conflicts, Business Culture Conflicts, and Business Accomplishment Conflicts.

In the simulation, learners are challenged to resolve each of the common conflicts through a series of scenarios. Learners interact with simulated colleagues and team members to select the most appropriate response to each situation. At the completion of the simulation, feedback and scores are provided based on the learners' use of the conflict model.

The simulation takes approximately 60-90 minutes to complete and can be delivered online for individuals, or as part of a live or virtual training event. The simulation is designed for professionals at all levels whose challenge is to resolve conflict in the workplace.

Drivers of Business Acumen

Financial literacy, understanding business metrics, and recognizing how companies make money are the foundational competencies of Business Acumen. Advantexe, in partnership with Paradigm Learning, have developed a business simulation that helps to build an awareness and understanding of critical business acumen skills.

In the simulation, learners take over the role of Chief Executive Officer of Zodiak, Inc. Despite steady financial growth, Zodiak has been struggling to keep pace with the competition in a changing and disrupted market. Over the course of three simulated years, learners set a strategy, create goals, and make day-to-day operational business decisions to help Zodiak generate more revenue, manage cash flow, turn a profit, grow shareholder value, and lead the company into the future.

The simulation takes approximately 120 minutes to complete and can be delivered online for individuals, or as part of a live or virtual training event. The simulation is designed for professionals who need to better understand the systems of business.

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SaaS Business Simulation

New competitors, shifts in technology, changing business models, declining customer service, new marketing opportunities, and growing security risks are just some of the exciting challenges and opportunities faced by today's Software-as-a-Service (SaaS) companies.

To help your employees better understand how a SaaS business makes money, Advantexe has developed a SaaS-based business simulation.

In the simulation, learners take over the role of the leadership team at NuVu Technologies, a fictitious SaaS company. Over the course of several simulated years, learners make operational business decisions to help NuVu generate more revenue, manage cash flow, and turn a profit. Some of the important business decisions include server management, service offerings, marketing, pricing, employee motivation, and setting budgets.

The simulation typically takes eight hours to complete and is best used in a one-day learning journey that can be divided into a series of shorter virtual connections. This simulation is designed for more experienced business professionals.

Fundamentals of Business Change Simulation

Today's turbulent business climate requires a new set of skills, specifically the ability to adapt, lead change, and be resilient. Advantexe's Fundamentals of Business Change™ simulation focuses on the people side of change.

In the simulation, users are placed in a leadership role where they are required to manage a change effort. They weave their way through a storyline by making decisions and reacting to events. After making a decision, users experience the impact and result of their choice(s) in the form of reactions from customers and colleagues, as well as consequences in future events and business results. At the conclusion of the simulation, users receive extensive feedback on each decision.

The simulation is one round and takes approximately two to three hours to complete. The simulation can be delivered online, or as part of a live or virtual event. The Simulation is designed for middle-level managers whose challenge is to lead teams and individual contributors through a transformational change.

New Leadership Microsimulation Platform

Advantexe micro-simulations are short learning exercises (about 20-25-minutes each) designed to help participants learn, understand, and apply newly learned business and leadership concepts in a risk free, learn-by-doing environment. We can work with you develop a micro-simulation on just about any business, leadership, or sales topic.

A typical micro-simulation is a mix of targeted learning videos and a series of digital, scenario-based business challenges. Participants take on the role of a "character" within a simulated business environment and weave their way through a storyline by making decisions and reacting to events and interactions with other simulated characters. The simulation unfolds based upon the decisions made using Advantexe's dynamic branching methodology, which is designed to make the learning more realistic and memorable.

Micro-simulations can be run as asynchronous individual learning modules, or in small teams virtually or in person.