

Global Business Tournament

WHAT YOU WILL GAIN BY PARTICIPATING

Managers in global companies must anticipate change, balance limited resources and devise strategies based on calculated risks. The BTS Global Business Tournament is a competitive virtual learning initiative that builds the business acumen; execution focus and teamwork essential to accelerate business results. The experience combines a high level of interaction with business skill-building, with teams participating virtually and asynchronously on a global scale. The key engine of the experience is a highly engaging web-based business simulation developed by BTS, the world leader in business simulations and discovery learning. Hundreds of teams from leading companies compete each year for a chance to make it to the finals & win an all expense paid trip to the annual awards ceremony.



Powerful Experience Designed for Busy Schedules

For 10 weeks, test your business acumen and compete against teams from leading companies who have been invited to participate, including companies that have fielded past champion teams like Accenture, Nokia, Philips and SKF. Your team will manage realistic companies, create the most value in a highly competitive market, build teamwork, and learn new financial skills to apply back on the job. The best part is you never leave your desk. All the interactive course material is delivered right to your computer.



Fast-Paced Competition

During the competition, it's up to your team to plan and execute a year's worth of business decisions in two weeks — one practice round and four years of business planning in all. Ultimate success is determined by a team's ability to maximize growth, customer and employee satisfaction and profit - all against the backdrop of intense global competition.



Why Virtual Learning Is Great For Your Business

97% say they would recommend the tournament experience. Here's what they say:

- "Realism of the model was applicable to my business." — V.P., Sales
- "I liked the intensity of the fast-paced competition and the hands-on experience." — V.P., Business Development
- "The program improved my ability to share 'big picture' concepts both with my peers and reports." — Director, Customer Retention



Who Should Participate?

Each team should be comprised of up to 5 participants from intact work teams or cross functional teams. The teams can be co-located or virtual. Managers to executive level participants from service providers, manufacturers and professional services companies have all participated and gained value from the experience.

WHAT YOU WILL EXPERIENCE

The intense, rewarding and fun BTS Global Business Tournament combines teamwork, simulation, content, feedback, and live support.

- Work as a team to articulate a strategy
- Practice execution of strategic opportunities
- Use web-based tools as pre/post-work
- Build business acumen and teamwork
- Share ideas to support successful execution
- See the results of execution and teamwork

Global Business Tournament

TOURNAMENT TIMELINE

The BTS Global Business Tournament combines pre-work, an extended ten-week workshop experience. 2-4 hours of work per simulation round is required and you set your own schedule.



THE PROCESS STEPS

1. Pre-work, including Know-the-Business: Assessing Financial Performance (2-3 hour online course) and business case describing the simulated company you and your team will be leading (approx. 1 hour read)
2. Teams work together to analyze their company, set strategy and execute using the simulation-planning tool.
3. Access an online business acumen resource at your leisure between rounds. Feedback is distributed and posted after each simulation and results are posted on the tournament central website.
4. Process repeats itself for a practice round and four simulated years over 10 exciting weeks. You should expect to spend an average of 2-4 hours every two weeks with your team.

THE PRIZE

Division winners proceed to the Global BTS Semi-Finals. Semi-Finalists compete for a spot in the BTS World Final, from there the top three teams will be invited to the Luxurious Award Ceremony.



Through simulation and cross-functional teamwork, The BTS Global Business Tournament helps catalyze operational alignment, execution and agility. For more information, please contact our Tournament Director Petteri Salokangas at petteri.salokangas@bts.com or visit our website.