



Thrive! Entrepreneurial skills as solid base
for a future in the Creative Industry

Module 3 – Female entrepreneurship

Student manual - Management game



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The “Thrive! Entrepreneurial skills as solid base for a future in the Creative Industry” project has as central aim to support the (young) (female) entrepreneurs and companies and its employees in the creative sector to go through a transformation and innovation process that is necessary to survive the present times and to become a company with a sustainable business case.

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The project partners within this program are:



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Introduction

The management game PNP (Paper Not Plastic) is a management game that is played for 4 to 5 hours. It is a simulation in which the start-up and functioning of a company are the central themes. Topics such as management, logistics and personal skills will be discussed in full.

The goal of the game is to make as much profit as possible.

Operating results will depend on:

- good purchasing and sales policy,
- good stock policy,
- the most efficient production possible,
- good quality (from product and organization).

Why this new company?

Because the amount of plastic litter in oceans and seas is increasing, the European Commission is introducing new rules regarding plastic products for single use and fishing gear. Together, these products account for 70 percent of all litter on European seas and beaches.

When alternatives are available and affordable, plastic products for single use will be barred from the market. This prohibition will, for example, apply to plastic swabs, cutlery, plates, cups, straws and stirrers etc. These products may only be made of sustainable materials.

Reducing use

For products for which there are no good alternatives, the focus is on reducing consumption, including through a national reduction in consumption, regulations on the design and labelling of the product and obligations in the area of waste management and remediation for the producers.

For example, Member States have to collect 90 percent of the plastic bottles for single use by 2025. Furthermore, producers of plastic must contribute to the costs of waste management, cleaning and awareness-raising schemes. Industry will be encouraged as soon as possible to develop less polluting alternatives to these products.

Method

The PNP company will have to be set up in three quarters of an hour.

The company makes four types of products that will replace plastic, namely: cup, box 1, box 2, pillow pack.



For this purpose, means of production are available, such as knives, scissors, glue, tape and markers.
The required raw material, paper, must be purchased.
During the game, the company receives orders for the delivery of products.
There is a list of possible customers.

Determine the structure, strategy, marketing policy, etc.
Divide the tasks: management, sales, administration, planning, production, etc.

The production line technical company is set up in the production room.
The other employees receive separate localities.
Determine the way in which the products will be produced.
Determine the amount of raw materials.
The raw materials can be ordered from 5 for the half to 5 over the half hour and 5 for the whole to 5 over the hour.

Forms

1. Supply paper (do not order too few raw materials).
2. Stock of raw materials (state on arrival form on arrival).
3. Operating account company.
4. Stock of finished product.
5. Order.
6. Receipt confirmation (intended for customers)
7. Payment form (intended for customers).

Once the company has been set up, the paper order and production can be started.
The total production time is approximately one and a half hour.
After that, the unused material is bought back by the paper supplier for half the price. The operating result can then be determined.

Pause

A short break will be held during the game.

Evaluation

After the conclusion, the performance of the participants is evaluated by the game management and observers.

Rules

1. The management has a list of possible customers. Delivery will continue throughout the game take place at the request of the customer.
2. The orders are delivered as far as possible within the desired delivery period, otherwise there is a risk of cancellation. If a customer requests a rush order, additional costs may be charged for correct delivery (see price table).
3. Only the complete orders delivered and approved for the end shall be deemed to be operating result!
4. The customer can return orders if the quality is poor.

5. All orders must be accompanied by a note.
6. Paper and cardboard can be purchased during the play period (at cost price!).
7. The company may sell "no".
8. Employees may be dismissed by the director, cancellation period is 10 minutes.
9. Employees may start working at another company (if applicable).
10. Negotiations can be freely negotiated with the customers.

Quality requirements for products

Delivery with invoice and packed in wrapping paper, properly closed.

Requirements:

- product sizes: maximum deviation 3 mm.
- well folded
- adhesive edges: parallel, without fraying and without visible gum residues
- note: clearly specified.

Costs of raw materials

Raw materials:

white paper size A3: costs 5, =
 coloured paper size A3: costs 3, =
 coloured paper A4: costs 0.75

N.B. Whole sheets can be taken back at half price.

The pricelist

Type	White		Colored	
	without vignette/logo	with vignette/logo	without vignette/logo	with vignette/logo
Cup	2,=	2,50	2,60	3,20
Box 1	2,50	3,=	2,10	3,=
Box 2	1,90	2.50	1,50	2,50
Pillow-pack	1,10	1,90	0.90	1,70

The order: an extra amount will be charged per order:

- regular order: 5, =
- rush order: 20, =

List of possible customers

1. Company Atlas - Spuistraat 243 - Amsterdam
4 boxes 1- white
vignette: globe on foot - bottom left - dim. 2 x 2 cm - 1 colour.

2. J. Farmer - Villagestreet 12 - Coventry
10 pillowpack - colour
no vignette

3. C. Vanderbilt - Rembrandtstreet 4 - Leeds
20 boxes 2 - white
vignette: lying bottle, in which "1820", place vignette: bottom left - dim. 1.5 x 5 cm -
2 colours

4. N.V. Dijkstra- Postbus 14 - Gent
14 cups - colour
vignette: bow and arrow - place vignette: middle, dim. 6 x 5 cm - 1 color

5. Eduard van Es - Grintweg 28 - St Niklaas
7 boxes 2 - colour
vignette: tree - place vignette: bottom right - dim. 3 x 7 cm - 1 color

6. Chr. English - Channalroad 18 - Bristol
5 cups - white
vignette: spraying fountain - place vignette: top - dim. 4 x 6 cm - 1 colour

7. Municipality of Barcelona - Ramblas 4 - Barcelona
10 pillowpack - white
no vignette

8. Z. liebre - Calle de Montalbos 14 - Villalba
8 pillowpack - colour
vignette: hare - place vignette: bottom right - dim. 2 x 4 cm - 1 colour

9. GMBH Worldwide - Bochum
8 boxes 1 - colour - no vignette

10. Restaurant Himmel - PO Box 300 - Bonn
15 cups - colour – vignette himmel

11. Coffee corner Gelder- Gelderlandplein- Amstelveen
7 pillowpack - white - print flowers

12. DC Consultancy - Adlerstrasse 222 - Dusseldorf
10 cups - white - / 10 straws - colour

Form 1

Assignment for paper delivery

I hereby request you to deliver our company (company name):

..... sheets of white paper size A3: costs 5, =

..... sheets of paper coloured A3, costs 3, =

..... sheets of paper coloured A4, costs 0.75 =

Fixed costs per order 15, =

+ _____

Total invoice amount:

=====

Form 2

Stock of raw materials from (company name).

Paper:

Nr.	Plus (+)	Minus (-/-)	Total

Form 3

Operating account: (company name).

Description	Purchase	Sales
Total	€	€

Result:.....

Form 5

Note company

Order number.....

About the product delivered to you:

Amount	Type	Description	Price per piece	Total amount
Total				

Please pay the total amount using the payment form.

Form 6

To company (name)

Subject: confirmation of receipt of products

I hereby share the following.

- We received the products concerning our order number in good order.
Payment follows.
- We received the products concerning our order number too late.
Under our agreement we will charge you a fine of 40% of the sales price. We have deducted this penalty from the payment made with this .
- Of the products delivered by you, a number of copies did not meet the required quality.
You will receive the following rejected and marked copies. I deducted the total amount mentioned above from your invoice. Payment of the remaining amount of the bill follows.

Number of copies	Type product	€
	Total	€

I deducted the total amount mentioned above from your invoice.

Payment of the remaining amount of the bill follows.

Signature:

Form 7

Payment form

Payment to (company name)

With this you receive the total amount of € for the delivery of
products, concerning order number:

Signature:

To PNP

Rush order

Order:

Product color:

No vignette / vignette:

Delivery time hour.

To deliver to:

.....

.....

.....

On behalf of: