

INTERNATIONAL BROKER CHALLENGE

Brussels, Belgium • 25-27 February, 2020

25 February 2020

7:00 – 8:00	Breakfast
8:00 – 9:00	Program Introduction
9:00 – 9:45	Introduction to Simulation, Underlying Premise, Rules of the Road, and Navigation Tips
9:45 – 10:30	Pop Quiz Testing your understanding of the simulation based on the pre-reading assignments
10:30 – 11:30	Round Zero: "As-Is"/SWOT Analysis
11:30 – 12:15	Long-term/Strategic Planning Discussion on team's strategic plan and introduction to MOST (Mission, Objective, Strategy, Tactics)
12:15 – 13:00	Lunch
13:00 – 13:30	Round Zero: Set Missions & Objectives
13:30 – 15:30	Competition Begins - Round One: Year 2021: Implement Strategies & Tactics
15:30 – 15:45	Break
15:45 – 16:30	Applications of DISC
16:30 – 17:00	2021 Results
17:30 – 18:30	Reception

26 February 2020

7:00 – 8:00	Breakfast
8:00 – 8:20	Day One Reflections
8:20 – 9:10	Financial Reporting – P&L's, Balance Sheets, Cash Flows
9:10 – 11:10	Round Two: Year 2022
11:10 – 12:10	Finance Board Game
12:10 – 13:00	Lunch

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13:00 – 13:45	2022 Results: Profit Levers and Key Performance Indicators
13:45 – 15:45	Round Three: Year 2023 – Team Selects in KPIs
15:45 – 16:00	John Plummer, Chairman, Ed Broking
18:00 – 20:30	Dinner

27 February 2020

7:00 – 8:00	Breakfast
8:00 – 8:15	2023 Results
8:15 – 9:45	Round Four: Year 2024
9:45 – 10:00	Break
10:00 – 10:30	Prepare Final Presentations/After-Action Reviews
10:30 – 11:30	Present Final Presentations/After-Action Reviews
11:30 – 12:00	Final Round and Exercise Debrief