

Understanding basic financial concepts  
resulting in better business decisions



## Apples and Oranges Business Simulation Description

### Overview

*Apples and Oranges* is a board-based business simulation where employees work in teams to manage the operations of a business. Employees will be able to experience first hand how a decision in one functional area affects seemingly unrelated functional areas. This fun and engaging simulation builds on the understanding of basic finance concepts, including a focus on cash flow. Individuals develop a thorough understanding of revenue and cost drivers and their impact on efficiency, productivity and profitability. Teams leave the exercise equipped to make better business decisions. *Apples and Oranges* is available in versions that simulate different business environments including manufacturing, service, knowledge, and distribution organizations.

### Objectives

Upon completion of this workshop participants will be able to:

- Develop a better understanding of "the business of business".
- Understand the functional interdependencies that individual decisions have on the overall financial picture.
- Develop a comprehensive understanding of financial terminology and business finance.
- Enhance the understanding of working capital and cash flow.
- Recognize the impact of personal decisions on the bottom line.
- Improve the control of expenses.
- Help identify "low-hanging fruit" for cutting costs.
- Identify opportunities for cross-functional collaboration.
- Align people along key business objectives with corresponding performance metrics.
- Strengthen the understanding of business challenges facing customers.

### Target Audience

Employees who need to expand their general business and financial literacy and salespeople who need to understand the financial impact their product will have on their client's business

### Learning Time

8 hours

### Class Size

Typical class size 12 to 24

### Learning Methods and Delivery

The *Apples and Oranges* business simulation is delivered by Prism Learning Solutions facilitators.



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