

# PCI Global *Gamifies* Leadership & Management Skills and Tools

NOW GUARANTEE DELIVERY LIVE CLASSES ON-SITE or ONLINE, EQUALLY WELL



*We build them into rich detailed digital business games for fun learning of critical skills, while other leadership and management training vendors put leaders to sleep with lecture classes or e-learning.*

PCI GLOBAL COMPRESSES 4-6 MONTHS OF BUSINESS EXPERIENCE INTO 16-24 GAME BASED LEARNING HOURS

Global clients RAYTHEON, PFIZER, PRUDENTIAL, REGENERON, SCHNEIDER ELECTRIC, MITSUI BANK in the USA, UK, Canada, France (in French), Spain, Mexico (in Spanish), Dubai, KSA, Thailand, Korea and China



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## PCI's Digital Game and Social Learning Process

PCI Games model a business, a project, an operation; even simulate people to lead - some good, some not. Then:

- **Deploy** games and case directly onto student laptops – *anywhere* in the world – with full color dashboards that update timelines, reports, and financials in the cloud - instantly. No more paper.
- **Download all tools** onto their own laptops to plan and control digitally. Practice on game; apply on the job.
- **Social Learning Model**: Participants work and learn in teams. Enter in a rich detailed simulation of their job.
- **Make/enter decisions** to grow the business, complete the project, increase service, and quality - cut costs.
- **Artificial Intelligence** calculates each teams' different results instantly! Share learning with other teams.

**CLICK, SEE on screen WHAT WORKS – WHAT FAILS!** Discard Fails. Apply learning on the job next day.

### All Work and Learn in Teams - Real or Virtual

- (1) EVERY TEAM gets their own copy of the game – not 'hardwired'
- (2) Download pre-work, case, and pre-assessment
- (3) Instructor (in class or webinar) teaches key skills and tools
- (4) Download all tools onto each student's laptop worldwide. Learn and practice tools on game. Get immediate feedback on results.
- (5) MAKE DECISIONS - like in real life – to get more with less. SEE on screen what worked; what failed.
- (6) Discard fails and apply what worked on their real job
- (7) Integrate hard tools and 'soft' skills with basic business acumen
- (8) Compress 4-6 *months* business experience into 16-24 *hours*

### New Social Team-Based Learning Model

Students work and learn in 3-4 person business teams. They apply and *integrate* hard tools and "soft" people/team leadership skills with business acumen. They apply tools (included) and make real world decisions with *immediate feedback* on results; so they learn - and retain - what works and what does not. Our digital business games compress 4-6 months of hands on experience into 16-24 game learning hours.

### Digital Business Games - Research Based

Each is based on research of actual enterprises in services and industry, modeling their activities, resources, costs, constraints, crisis events, reports, and decisions. We even simulate people; some effective - some not.

#### **Metrics** - Pre Pandemic and Post

Time well spent rating (Pre) 89%, NOW 87% and rising  
Average learning increase ranged from low of +28.4% to high of +106.7

#### Delivered Your Way:


2 consecutive days in full remote

2 days spread over one week

Four 4 hr sessions spread over two weeks

# PCI's Curriculum

PCI Global offers four separate curricula each with their own digital business games

Bottom-Line Leadership®	Bottom-Line Business Acumen	Bottom-Line Project Management	Bottom-Line Operations Leadership
<p><b>Leader of Leaders</b> - Simulates 5 separate departments, their managers and supervisors. Focus on integrating soft leadership skills with business acumen for service, quality and profit. Select, develop, delegate to and lead subordinate managers. Also leading for change while managing the ongoing business.</p> <p><i>UNDER DEVELOPMENT</i></p>	<p><b>Strategic Business Leadership</b> Simulates a complete business with operations, finance, marketing, human resources. Learn to define and differentiate from competitors. Develop strategic plan &amp; operational policies.</p>	<p><b>Project Team Leadership</b> - Built around a project simulation modelling a complex technology project - a cross functional team of internal staff, contractors and Vendors. With simulated people to lead; <i>some good - some not.</i></p>	
<p><b>BOTTOM-LINE MANAGEMENT® - Simulated People.</b> Learn by leading a team of 5 diverse people from 4 generations now in the global workforce. Blends soft skills (delegation, hiring, appraisal) with finance to make better business decisions for more service, quality, profit in a digital world.</p>	<p><b>Business Acumen Advanced (FNFM)</b> Simulates start-up business. Review 3 key financial reports, ratios and metrics. Analyze your company's annual report. Learn to analyze costs, set prices, forecast revenues, develop and manage against a budget. Calculate capital costs for new products or projects. Prepare capital appropriation request.</p>	<p><b>Applied Risk Management (ARM)</b> - Developed at clients request, to ensure all PM's profile, anticipate mitigate and manage risks to reduce 'fire-fighting', wasting resources and money. For PM's at all levels who know the theory but need to apply project risk planning, identification, quantitative and qualitative methods to reduce risk impact on project schedules and budgets.</p>	<p><b>Operations Leadership - Financial Services</b> - Manage a back office with call centers for peak productivity, service - quality. Learn capacity planning, work volume forecasting; control costs, labor hours and overtime.</p>
<p><b>Supervisors &amp; Team Leaders - Simulated People.</b> Learn by leading a team of 6 diverse people from 4 generations now in the global workforce. Communicate with multiple generations. Blend soft skills (coach, counsel, discipline) with hard metrics, develop staff to get "more with less cost".</p>	<p><b>Finance Foundations</b> - Learn basic finance, accounting and business decision making. 3 key financial reports, ratios, metrics and your firm's annual report.</p>	<p><b>Project Management - Foundations</b> - Plan, schedule, staff, start, influence and control any project in any area. Master a common language. <b>Business, IT, and construction versions.</b></p>	<p><b>SUPPLY CHAIN and Operations Leadership</b> - Manufacturing - Run a plant with lean production, global supply chain, and quality (6 Sigma &amp; ISO 9000).</p>
<p><b>Critical Peer Leadership (Interpersonal) Skills</b> - Skills required for all employees in all organizations. Serves as base for all leadership skills above. Select and present one skill at a time in half or full day sessions. Includes formal instruction, case studies, pre work, actual tools or templates to structure sound application with immediate feedback on results and a score. Listening Skills • Team Building and Leadership • Time Management and Prioritization • Motivation • Giving and Receiving Feedback • Communications Skills • Dealing with Conflict • Planning • Framing and Influencing • Decision Making • Presentation Skills</p>		<p><b>Project Management - The Basics</b> - Four e-learning, self-paced courses – OR 1 Day CLASS to each project management "basics" and language to new hires.</p>	<p><b>Operations - Basics</b> - Introducing junior managers, supervisors, and lead persons to Financial Service Operations Management including basic concepts like capacity planning, forecasting work volumes, and staff assignments.</p>

## Global Reach

PCI has delivered simulation-based courses in the USA, Canada, Mexico, UK, Dubai, Saudi Arabia, France, Singapore, Hong Kong, Japan and Russia.

**Every PCI course can be delivered in any time zone, at any time, in full remote mode (everyone home). Case study trained 37 SE managers in 24 time zones simultaneously.**

## Tools and Applications

PCI provides 7-16 electronic tools and templates in each class. We help clients build customized application processes around their methodology and life cycle to ensure graduates of each course use the tools back on the job - within *weeks* of graduation.

## Who is PCI Global? Clients?

PCI Global has many years of experience providing digital game based learning at multiple levels to clients including:

Schneider Electric	Con Edison	Pfizer
Sankyo	Regeneron	Raytheon Technologies
US Navy	Celgene	Mitsue Bank



## Customization and Train-the-Trainer

**CUSTOMIZE:** Any component of PCI Global digital business simulation-classes can be quickly and economically customized. **LICENSE WITH TRAIN-THE-TRAINER:** PCI can license your organization to delivery any PCI class with your internal staff. PCI has 5 step certification plan to train your people to deliver these game and team-based classes with ongoing technical support.

## Metrics that Matter

Our design capability is manifested in the astonishing scores we achieve globally. The chart illustrates metrics in four key areas from over the past 12 months:

Time Well Spent:	Pre Pandemic: Average Rating Worldwide of <b>89%</b> - Post Pandemic: <b>87%</b> and rising
Overall Quality of Instruction:	4.7 out of 5 <b>(94%)</b>
Measured Increase in Learning: Project Management Foundations	Pre-Test: 10.7/20 = 53.61% Average Score Post-Test: 16.7/20 = 83.86% Average Score Increase of <b>56.4%</b>
Project Team Leadership/Advanced Course	Pre-Test: 11.55/20 Post-Test: <b>17.25/20 Increase of 49.35%</b>

## References

Please request a copy of our client list. Then depending on which courses interest you, we will find at least three clients for you to speak with.



For more information on PCI course offerings call us at  
North America: 201-489-9200 - Europe: 33 0 7 78 12 07 89  
or visit us at [pciglobal.com](http://pciglobal.com)