Sector

Textile Sector – Men’s clothing

Level

5

Themes

Economic-financial management

Budgets

Mangement control

Modality

Competitive

Time

18 a 32 hours

Corbatul requires the practical application of knowledge related to cost control, management control, budgeting, and business financing. The simulator is set in a company that produces and markets men's clothing. The market is in an advanced stage of maturity with very tight margins. Students will need to learn how to manage in a situation of negative results.

Working in teams, students must make decisions in different areas of management and know how to estimate the impact these decisions will have on the company's results. To verify that students can reliably make these estimates, they must enter them in the corresponding decision area. The reliability of the results will condition the Value of the Company.

It is recommended that students build their estimates from a spreadsheet in which they model the results offered by the simulator.

Participants will need to make decisions related to:

Products

Range of products, quality of raw materials, packaging, and improvement of product quality.

Brand

Spending on brand promotion.

Prices

Pricing per product and discounts to the commercial channel.

Production

Expansion of production capacity, units to be produced per product, and the percentage of expenditure on plant maintenance.

Short and Long Term Financing

Selection of the most suitable financial instruments and raising resources.

Budget

Estimation of results and balance for the next period.