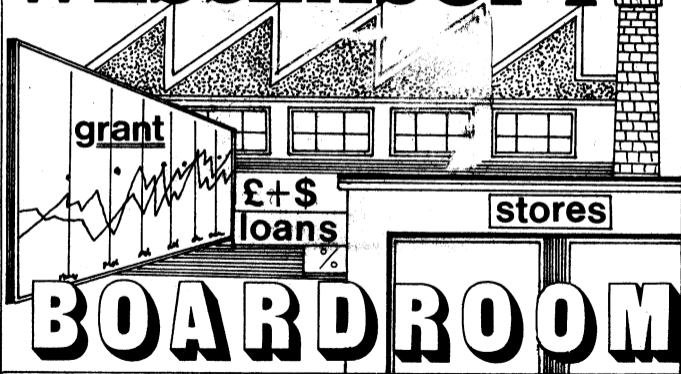


# WESSEXSOFT



grant

£+\$  
loans

stores

# BOARDROOM

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**M. A. LOVELL (Author)**

**BOARDROOM**

**(OR MIND YOUR OWN BUSINESS)**

**ZX 81 with 16K**

**ZX SPECTRUM 48K**

A game of high finance, decision making and strategic planning in a highly volatile economic setting.

## **Introduction**

The game is set on an island in the Far-East. A number of small manufacturing companies are actively engaged in the production and selling of small ventilation units to the islands government. The companies are in direct competition with each other for a share of the market.

The software uses both economic and psychological models in order to capture the reality of a small economic system. Success in the game rests heavily upon the ability of the individual to realise the full potential of the situation and the implementation of an effective strategy towards **MAXIMISING** the companies assets.

## **SCENARIO**

You have been appointed by the Board of Directors of a large industrial organisation to act for them as Managing Director of a small manufacturing company based in the Far East. The company, together with similar enterprises on the island, are finding the economic situation a strain on the operation of the company. Your task is to develop and implement a strategy that will **MAXIMIZE** the companies assets.

The latest figures show a rapid decline in the companies assets and a degree of labour unrest amongst the workers. The previous Managing Director has been removed.

The islands and its people are a poor race with the average wage per production worker of £7 per week. Despite this, the people of the island are a happy race and display less militant tendencies than their British counterparts. However, they expect a fair wage in return for their loyalty.

## **ADVICE**

You have taken control of the company at a time of recession in the islands economy and run down in the company's operation therefore:—

Beware of too rapid an expansion within the company particularly within the first few years of trading.

Restrict the increase in the selling price of the finished products to a few pounds in the early years.

## **STRATEGIC PLAY**

The game is designed for realism and not chance, as such there is plenty of scope for the skilful and adventurous player. The "budding entrepreneur" will find that after mastering the basic techniques in this simulation of the real life business world every opportunity for tactical play is given.

## **THE GAME**

There are four companies available in the game. Each player will be allocated to one company. However, if more than four persons wish to take part then this option can be achieved by allocating more than one person to a particular company and for them to share responsibilities.

The game is played in rounds. Each round is taken to be one year's trading and is divided into two parts, the production phase and sales phase.

## **PRODUCTION PHASE**

Before the round begins each player must first decide on the companies production policy.

- (1) LOAN REQD
- (2) NUMBER OF MACHINES REQD
- (3) NUMBER OF STORAGE AREA UNITS REQD
- (4) STAFF WAGE OFFERED
- (5) PRODUCTION TARGET

After the data is fed into the computer, the player will be provided with information, in the form of a "production" and "company" report. The information is sufficient for the player to plan the next part of the game, which is the sale of the finished product.

## **SALES PHASE**

Each player will be invited to tender the number of units for sale and the price.

- (1) NUMBER OF UNITS OFFERED FOR SALE
- (2) SELLING PRICE

On the completion of these two phases of the game, (one year's trading), the computer then reviews the economic situation, i.e. inflation, lending rate, etc., and provides the player with an update of the "company" report.

Each player will then receive a non-refundable grant by the Central Government and a "Market" report before commencing the next round.

The game can be terminated at the end of any round, whereupon a list of company assets will be given.

If a company fails to maintain assets of the value sufficient for a further year's trading, then the computer will declare that company "BANKRUPT" and remove it from the game.

However the company will be given the opportunity to continue trading should the situation be marginal. (shareholders' decision).

## GUIDE TO COMPANY OPERATION

### ENERGY

**One** unit of production requires **one** unit of energy. The total cost consists of a fixed charge per company, plus a charge per unit produced. The total cost is linked to inflation and is automatically deducted from the companies account at the end of the production phase.

### RAW MATERIALS

**One** unit of production requires **one** unit of raw materials. These units are purchased automatically from the islands supplier. The cost is inflation linked and automatically deducted from the companies account at the end of the production phase.

### MACHINES

Machines can be purchased and sold at the beginning of each round. **One** machine is capable of producing a maximum of **150** units and requires a minimum of **10** employees to operate it. Cash adjustment is made immediately after the sale or purchase of the machine. The price is inflation linked.

## **EMPLOYEES**

Staff can be employed or laid off on a yearly basis. The wage demand is requested annually and depends upon the "quality of life" of the workers. The relationship between the wage offered by a company to its employees and the average earnings reflects upon the attitudes of the workers and their resulting productivity. If bad labour relations occur in a company then a settlement payment will be called for. Failure to pay could lead to strike action\*. The wage bill and settlement payment are automatically deducted from the companies account at the end of the round.

\* Depends on unemployment figure (union/employee vote).

## **STORAGE AREA**

Units of storage area can be bought and sold at the start of each round. One unit of space must be available per unit of production, and the computer will restrict the production output if insufficient space is made available. Cash adjustment is made immediately after sale or purchase of storage area.

A fixed charge is made at the end of each round and depends upon the rateable value per storage unit and the number of storage units owned.

## **SALE OF PRODUCTION UNITS**

On completion of the production phase each player will be invited to tender the number of units for sale and the selling price. The market then decides upon the number of units it wishes to buy, and automatically adjusts the cash balance of the company. The number bought by the market depends largely upon the number involved, the price offered and the quality of life of the workers.

## **MARKET**

The government is the sole buyer of the finished production units and sells direct to the island's people.

## **LOAN**

At the start of each round the government offers each company a loan facility based upon a value of 80% of the companies assets. Repayment of the loan and the interest is payable at the end of the round. The interest is set at 2% above the rate of inflation.

## **GRANT**

At the end of each round the government allocates to each company a non-refundable grant calculated upon the number of staff employed by the company. The total grant available by the government is in proportion to the total production figure on the island within the current year.

## **INFLATION RATE**

The islands inflation rate is calculated by the computer from the price rises throughout the years trading. Since the major feature of the islands economy is its industry (your company and competitors), your operation will greatly influence factors such as the inflation rate. It is sometimes useful to vary the inflation rate as a means of forcing your rivals into bankruptcy.

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