

BANANGO TRADERS: LEARNING POINTS...

Survey 1: Open-ended question to determine what was learned and/or enjoyed when playing the game

Category or emerging theme	Number or responses (%)
1. Financial calculations and considerations <ul style="list-style-type: none"> Calculating price relative to overheads Break even price / volume Basic accounting: cash flow and income statement Setting prices, forecasting profit and expenditure planning Impact of supply – demand – price relationships Contribution to the business plan Managing cash flow Stock ordering, dealing with wastage The difference between cash flow and profit 	78 (22.22%)
2. Risk taking & dealing with uncertainty <ul style="list-style-type: none"> The weather was unpredictable 	15 (4.27%)
3. Group work <ul style="list-style-type: none"> Getting group consent, Setting group goals Trusting you team mates and learning from each other Handling disappointment and diversity Power of teamwork and listening to each other Standing up for and communicating your points effectively Need to give team mates benefit of the doubt Handling rejection by the group, you can't please everyone all the time Acknowledge the contribution of others Compromise to survive! 	88 (25.07%)
4. Practical Nature of game <ul style="list-style-type: none"> Running a business takes guts and common sense The role of luck Decision making, putting theory into practice and prioritisation Hands on experience of handling the complexity of business Balancing optimism and prudence What to expect in the business world, dealing with frustration Making decision quicker and handling time pressure Entrepreneurial thinking 	34 (9.69%)
5. Strategic planning <ul style="list-style-type: none"> Interpreting financial reports As competition increases so does marketing expenditure Innovation and being competitive in the market The need for market research / know the market place Thinking about your competition Plan ahead and think critically, it stimulates creative thinking in business management Forecasting sales Seeing the consequences of strategies on performance measures Prioritising, learning from mistakes, survive first, growth later Maximising profits & cutting costs, managing limited resources 	87 (24.79%)
6. Fun and interest value <ul style="list-style-type: none"> It was very interesting The competition motivates Excitement over dice throw Anxiety over getting results Role play: manager, shareholder, decision maker 	30 (8.55%)
7. The value of marketing <ul style="list-style-type: none"> How to win customers 	11 (3.13%)
8. Break from normal teaching / lecturing	8 (2.28%)