



Interplay™

AUDIENCE

Managers and professionals across all functional areas of the organization.



Manage the Interplay of forces that drive success

Program Benefits

Interplay™, from 10,000 Feet, is an enlightening business simulation that has been called a “mini-MBA in-a-day” for good reason: managers and professionals learn about running all aspects of a company and how their decisions impact overall results. *Interplay* develops the C-level capabilities embodied by highly effective managers by immersing participants in an intense practice field that reflects the real challenges of managing knowledge and resource capital. During the simulation, participants compete to develop capabilities in those areas crucial to business success: decision-making, value creation, resource negotiation, cross-functional collaboration, strategic thinking, and business and financial acumen. After *Interplay*, managers and professionals have:

- Strengthened leadership capabilities
- Better strategic thinking skills
- Ability to improve cross-functional teamwork and collaboration
- Strategies and tools for creating a culture of success

Program Description

Interplay creates an exciting and enlightening real-world business atmosphere in which participants gain a fresh perspective about the complex drivers of business success. During this fast-paced simulation, teams of 4 to 5 manage competing companies. To succeed, each team must determine a strategic focus and skillfully manage all the assets of their company in line with that focus. Participants are required to make scores of decisions as they manage the tangible (financial), customer and external (sales and marketing), people (human resource), and organizational (internal process) assets of their company. They must plan and allocate resources, satisfy demanding customers and employees, make decisions under conditions of uncertainty, manage through critical market events, and prepare and report financial statements.

Key learning includes how to strategically deploy internal and external resources; influence under fast-paced, competitive conditions; facilitate collaborative decision-making; and understand the impact of decisions on key financial metrics. After *Interplay*, participants immediately apply new insights and skills to better manage the “interplay” of forces that drive the success of their business.

Implementation/Customization

Interplay is a seven-hour, board-based simulation. It is designed for groups of 12-100 participants. The program includes interactive learning tools, customized situations, and challenging group exercises. Market events, internal/external projects, and organizational and financial metrics can be customized to each organization.

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