Manufacturers Resource Center (MRC) is a nonprofit organization that is dedicated to creating jobs and economic opportunity in eastern Pennsylvania. For more than 30 years, MRC has helped small and mid-sized manufacturers become more competitive, adopt lean and agile processes, strategically grow their companies, and invest more effectively in their existing human capital.

Through our work with small to mid-sized manufacturers, we have found that many leaders and successors are not prepared to read financial reports and don’t understand how the data affects the whole company. To address this gap, we had been using a well-known financial acumen simulation for the final training day of the program, but it was too basic for our audience.

We put the word out that we were looking for a more challenging and relevant solution that would help us pull together everything the leaders had learned and give them practice making strategic decisions related to an organization’s numbers. Advantage Performance responded with the perfect solution – the Interplay simulation.

At Manufacturers Resource Center (MRC), we are committed to helping manufacturers grow and be competitive. To that end, we created our highly successful Manufacturing Leadership Institute (MLI) certificate program in conjunction with Lehigh University. This annual program, which consists of 11 days of workshops and outside projects delivered over a five-month period, provides training to enhance the skills of current and up-and-coming leaders including CEOs, presidents, GMs, VPs, and sons and daughters who are preparing to take over the family business.

As our partner in implementing the simulation, Advantage Performance was fantastic to work with because they helped us talk not only about strategic financial management but also about how everything we’re learning works together to impact the bottom line.

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Karen Buck, Manager of Workforce Initiatives, Manufacturers Resource Center

The simulation required teams to determine the risks and rewards of each business decision they made, and they could see the impact of their decisions right away. Beyond thinking about typical financial considerations such as revenue, profitability, and cash flow, participants had to make decisions about hiring and allocating people to drive both tangible and intangible value. One participant told us, “Interplay made me realize that there are a lot of different factors that can impact the decisions that are made in a business. It was a good reminder about how important employees are and how to keep them engaged.”

Advantage Performance Group • Helping leaders lead, sellers sell, and businesses flourish • Help is Advantage

Interplay was a great success and a terrific bookend for the MLI program. We plan to run it every year.