

DESCRIPTION & LEARNING OBJECTIVES

You are about to embark on an exciting journey in the world of experiential learning. 'Mango Mania' is an interactive on-line simulation game that will help you learn Basic Entrepreneurial Finance without jargon. The game requires you to apply simple logic in a decision-making setting. As a fruit vendor you would have to take up to 3 standard decisions - How much to Buy, At what Price to Sell and Renting / Purchase of Cart.

The main concepts which intend to learn are related to Basic Entrepreneurial Finance

The mechanics of playing the game are very simple. As a player you compete against vendors in a simulated market that are managed by other players. The general process is to enter your decisions for a given period. Then, in the tournament game, you will advance to the next time period in accordance to the specified schedule that will be given to you. You must make sure your decisions are submitted before the specified times otherwise your previous round decisions would get repeated. After end of each period, your decisions are evaluated relative to the competition and a set of reports are generated for your introspection.

DESCRIPTION OF GAME DECISIONS

The purpose of this section is to describe the game decisions and their effects on the firm in the simulation.

The screenshot shows the 'Mango Mania' simulation interface. The top navigation bar includes 'LEARNBIZ', 'Home', 'My Account', and 'Log Out [Aakash]'. The main header features the 'Mango Mania' logo and a tree illustration. A sidebar on the left contains navigation links: 'About', 'Decide', 'Financial Position', 'My Profits', 'Graphs', and 'Standings'. The main content area is titled 'Decide - Tournament' and contains a section for 'Enter Inputs for Round 3'. This section includes three decision inputs: 'Price' (a slider set to 35), 'Push Cart Decision' (a dropdown menu set to 'Buy'), and 'Purchase Decision' (a dropdown menu set to 'Buy 100 Kg for ₹1500'). Each input has a 'Learn More...' link. A 'Save' button is located at the bottom of the input section.

Price

The price is the currency amount you are asking your customers to pay for your product.

In general, as the price increases, the demand for a product goes down.

Push Cart Decision

You need to decide whether to Rent or Buy a Push Cart for ongoing simulation period.

Purchase Decision

You need to decide on Mango Quantity you want to purchase from wholesale market.

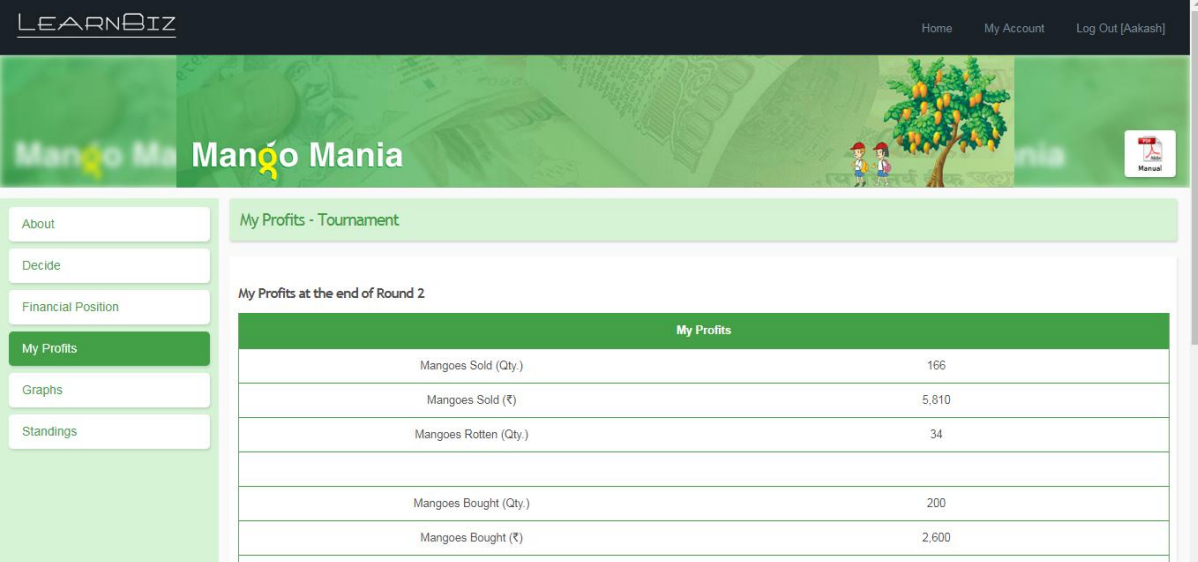
In general, bigger the purchase, lower the Rate per Kg.

DESCRIPTION OF REPORTS

You are provided with a set of reports at beginning of each period. These reports will help you understand your performance and ways to improve the same. It is critical to clearly understand the reports before you make any decision.

My Profits

Net Profit of the firm is the criteria which is used to rank your performance in the game; thereby making the My Profits Statement the most critical one for your ongoing tracking.

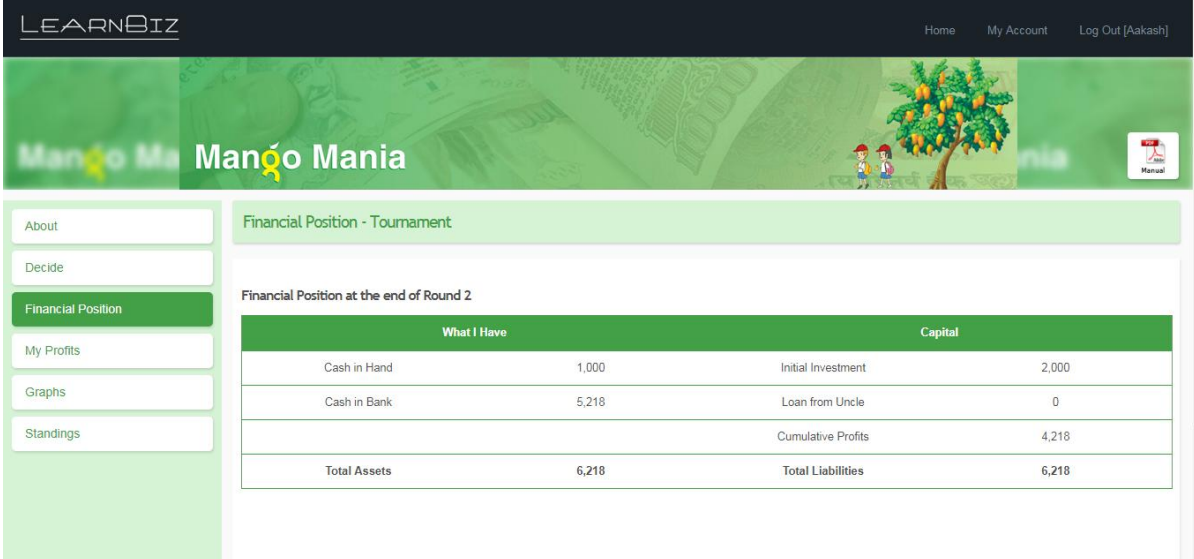


The screenshot displays the 'Mango Mania' interface on the LearnBiz platform. The top navigation bar includes 'Home', 'My Account', and 'Log Out [Aakash]'. The main header features the 'Mango Mania' logo and a 'Manual' icon. A left sidebar contains navigation links: 'About', 'Decide', 'Financial Position', 'My Profits' (highlighted), 'Graphs', and 'Standings'. The main content area is titled 'My Profits - Tournament' and shows 'My Profits at the end of Round 2'. A table with a green header 'My Profits' lists the following data:

| My Profits | |
|-----------------------|-------|
| Mangoes Sold (Qty.) | 166 |
| Mangoes Sold (₹) | 5,810 |
| Mangoes Rotten (Qty.) | 34 |
| Mangoes Bought (Qty.) | 200 |
| Mangoes Bought (₹) | 2,600 |

Financial Position

Financial Position is a very most important Financial Statement as it surmises the health of the concerned entity.



LEARNBIZ Home My Account Log Out [Aakash]

Mango Mania

About
Decide
Financial Position
My Profits
Graphs
Standings

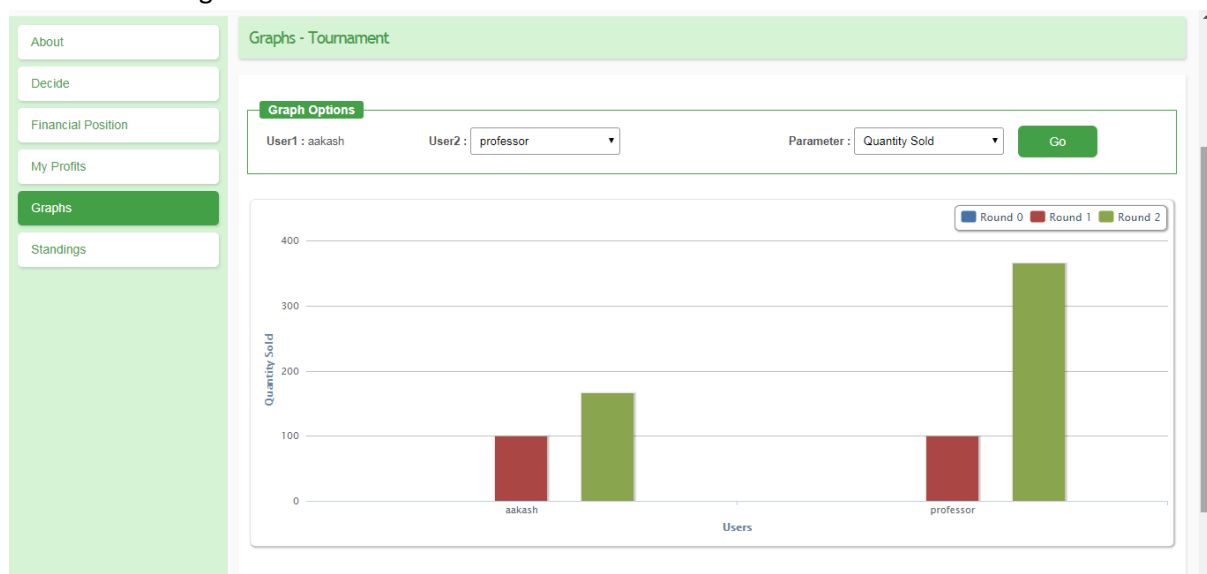
Financial Position - Tournament

Financial Position at the end of Round 2

| What I Have | | Capital | |
|---------------------|--------------|--------------------------|--------------|
| Cash in Hand | 1,000 | Initial Investment | 2,000 |
| Cash in Bank | 5,218 | Loan from Uncle | 0 |
| | | Cumulative Profits | 4,218 |
| Total Assets | 6,218 | Total Liabilities | 6,218 |

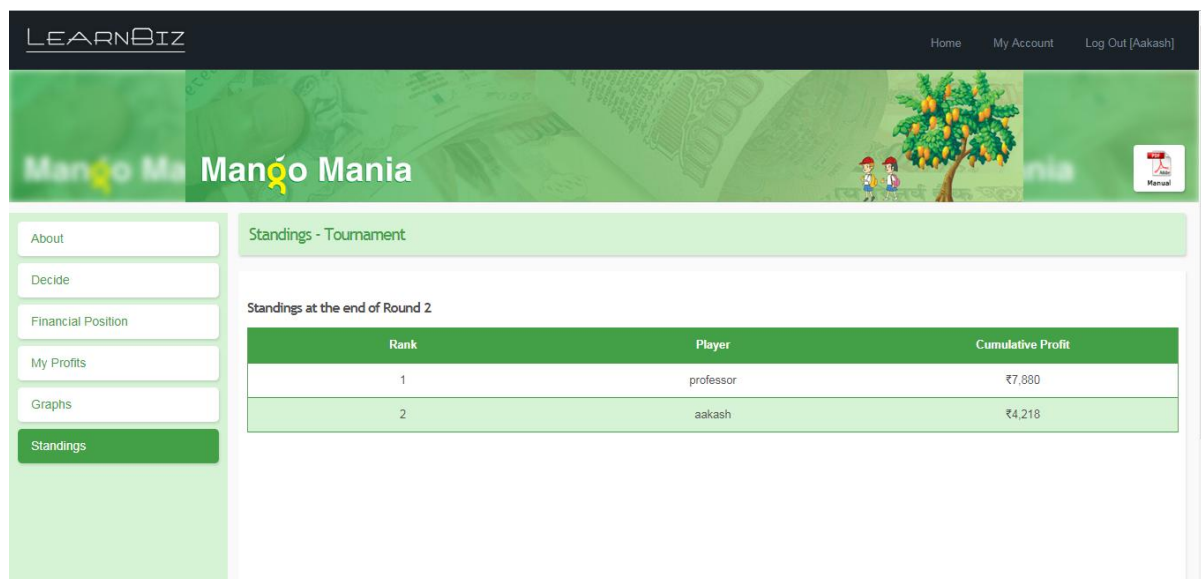
Graphs

The Competitive Analysis Report Graphs are available for you to check the performance drivers of each firm in the game.



Standings

The Standings lists the profit performance of each firm in the game. The firms are ranked by cumulative profits.



The screenshot shows the 'Mango Mania' game interface. The top navigation bar includes 'LEARNBIZ', 'Home', 'My Account', and 'Log Out [Aakash]'. The main header features the 'Mango Mania' logo and a tree illustration. A left sidebar contains navigation buttons: 'About', 'Decide', 'Financial Position', 'My Profits', 'Graphs', and 'Standings' (which is highlighted). The main content area is titled 'Standings - Tournament' and displays 'Standings at the end of Round 2' in a table.

| Rank | Player | Cumulative Profit |
|------|-----------|-------------------|
| 1 | professor | ₹7,880 |
| 2 | aakash | ₹4,218 |