

Black Sea Grain Initiative Part - I















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Signature	Signature
6/21/2022	8 June, 2022
Date	15tte

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Schedule A

List of HBP Simulations

- 1. Pricing: Universal Rental Car V2
- 2 Marketing: Managing Segments and Customers V3
- 3. Finance: Capital Budgeting
- 4. Operations Management Simulation: Inventory Basics
- 5. Global Supply Chain Management V2
- 6. New Venture Simulation: The Food Truck Challenge
- 7. Innovation Marketing Simulation: Crossing the Chasm
- 8. Macroeconomics Simulation: Econland
- 9. Operations Management Simulation: Multiple Server Queues
- 10. Financial Analysis Simulation: Data Detective
- 11. Global Collaboration Simulation: Tip of the iceberg
- 12. Strategy Simulation: The Negotiator's Dilemma
- 13. Family Business Simulation: Honey Heritage
- 14. Organisational Behaviour Simulation: Leveraging Networks
- 15. Strategy Simulation: Value Challenge
- 16. Operations Management Simulation: Quality Analytics
- 17. Leadership & Team Simulation: Everest V3
- 18. Change Management Simulation: Power & Influence
- 19. Working Capital Simulation: Managing Growth V2
- 20. IT Management Simulation: Cyber Attack
- 21. Operations Management Simulation: Push vs Pull Production
- 22. Operations Management Simulation: System Utilization in Service Management
- 23. Finance Simulation: Blackstone/ Celanese
- 24. Operations Management Simulation: Benihana V2
- 25. Data Analytics Simulation: Strategic Decision Making
- 26. Project Management Simulation: Scope, Resources, Schedule V2
- 27. Organization Design Simulation: Evolving Structures
- 28. Strategic Innovation Simulation: Back Bay Battery V3
- 29. Value Proposition Simulation: Surgical Robots
- 30. Supply Chain Simulation: Root Beer Game
- 31. Organization Behavior Simulation: Judgement in a crisis
- 32. Innovation Simulation: Breaking News
- 33. Operations Management Simulation: Balancing Process Capabilities
- 34. Finance Simulation: M&A in wine county

List of HBS Simulations

1. Marketing Simulation: Using Conjoint Analysis for Business Decision Making

Strategy Simulation: Competitive Dynamics and Wintel V2

3. Strategy Simulation: The Balanced Scorecard

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List of Wharton School University of Pennsylvania Simulations

1. Negotiation Simulation : OPEQ

2. Marketing Simulation: Customer Centricity

3. Entrepreneurship Simulation: The Startup Game

List of University of Virginia Darden School Foundation Simulations

1. Marketing Simulation: The Positioning Game

Program Name	137		
	No. of Students	Price per student	Value
BBA & MBA	30	\$25	\$750
TOTAL		423	
			\$ 750

Invoicing Schedule

• 10th September 2021- \$ 750

Note:

Simulation pack exclusions- from the available simulations on our website https://hbsp.harvard.edu/simulations/ you can choose any 4 sims under Mini Sim License authored by HBP (34), HBS (3), Wharton(3) and Darden(1). Those authored by Cesim (4) and Moblab (8) will be excluded





