



4th to 7th July 2023

Towards a Pan African Business Simulation Game

Empowering Youth to Build Sustainable Business: Insights
from EVER Virtual Internship in Africa

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<https://itis.ac.mz/>

AGENDA

Time (minutes)	Activity
5	Introduction and Icebreaker
5	Workshop Objective and Agenda:
10	Introduction to SPEE
20	Demo of SPEE Software
10	What's EVER?
10	Next Steps and key takeaways
20	Discussion and Q&A

Icebreaker

Tip

- *Reflect on the question
- *Wait for our signal
- *Use max 2 words
- *Have fun



Let's do a Waterfall?

What is one skill or talent you believe will be crucial for business success in Africa over the next decade?



Workshop Purpose and Objective

Purpose

This workshop is a platform for knowledge exchange and collaboration around the potential of business simulations in the African context. Our aim is to engage diverse voices in enhancing these tools for aspiring entrepreneurs and business professionals across Africa, empowering the next generation of leaders and contributing to a sustainable and prosperous future.

Objectives

- Share our experiences and insights from implementing business simulations in Mozambique and conducting a pilot project across four African countries.
- Gather valuable feedback and innovative ideas from workshop participants to improve and refine our business simulation model.
- Leverage collected input and our project experiences to progress towards the establishment of a Pan-African business simulation.

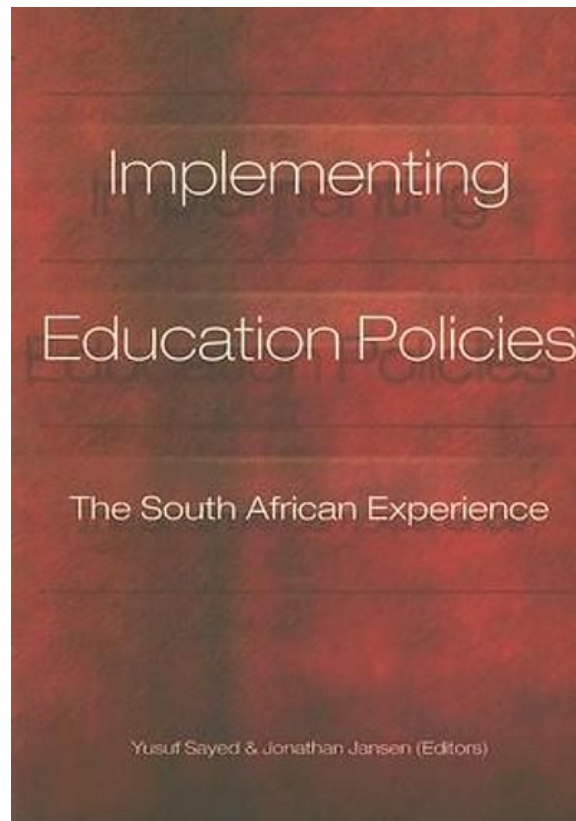
The challenge

Education system in many African countries is not adequately preparing students with the skills they need to succeed in the workforce.

- A focus on rote learning rather than critical thinking and problem-solving skills.
- A lack of resources and qualified teachers.
- A curriculum that is not aligned with the needs of the labor market.

The challenge

*"The challenge for education policy in Africa is to find ways to overcome the **legacy of learning inefficiency** and to produce a **more skilled and productive workforce**. This will require a fundamental **rethinking of the way education is delivered in the continent.**"*



The SPEE Virtual Internship Experience

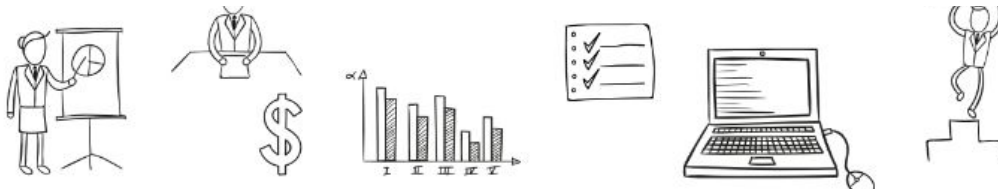
What is SPEE?

Simulator of Business Practices and Entrepreneurship.

Simulation is the construction of a **computational model** that responds to the **real situation** that one wishes to simulate. And recreate behaviors of a system or process.

In the **business context**, it is influenced by various forces such as: (competition, trends, consumer behavior and others)

Business **simulation** helps to **understand daily business processes and routines**.



The SPEE Virtual Internship Experience

The Road Map



IDEATION



BUSINESS
PARTNERSHIP
ESTABLISHMENT



BUSINESS MODEL
DESIGN



COMPANY
CREATION



MARKETING
STRATEGY



BUSINESS ACTIVITY
INITIATION



BUSINESS
PROCESSES
SIMULATION



BUSINESS
ACCOUNTABILITY




The SPEE Virtual Internship Experience

What's being simulated?

- Business Plans and Business Model Canvas (with a pitch session for partner search)
- Legal Constitution of Companies, according to the model in force in the country
- Digital Document Management
- Digital Marketing (with logo generator, business cards, cover letters, etc.)
- Service Contracts (Internet, Property, Energy, Insurance, etc.)
- Banking services including account opening, payments, and financing via e-Banking
- Procurement for public tenders
- Commercial Management, Human Resources, and Accounting
- Payment of Taxes by electronic declaration

The SPEE Virtual Internship Experience

What's being simulated ?
Example:

 **Simulação Empresarial**
SPEE

Bem-Vindo, Amelia Moises

HIMA Tecnologias, Lda

Já pode usar o número de telefone para acessar ao SIMULADOR:




84 672 9472


Cancelar


Registrar

Deseja ir para:


Início



Gestor Documental



Gestão Comercial


Gestão de RH


Serviços de Email


Serviços Bancários


Catálogo de Empresas


Concursos Públicos

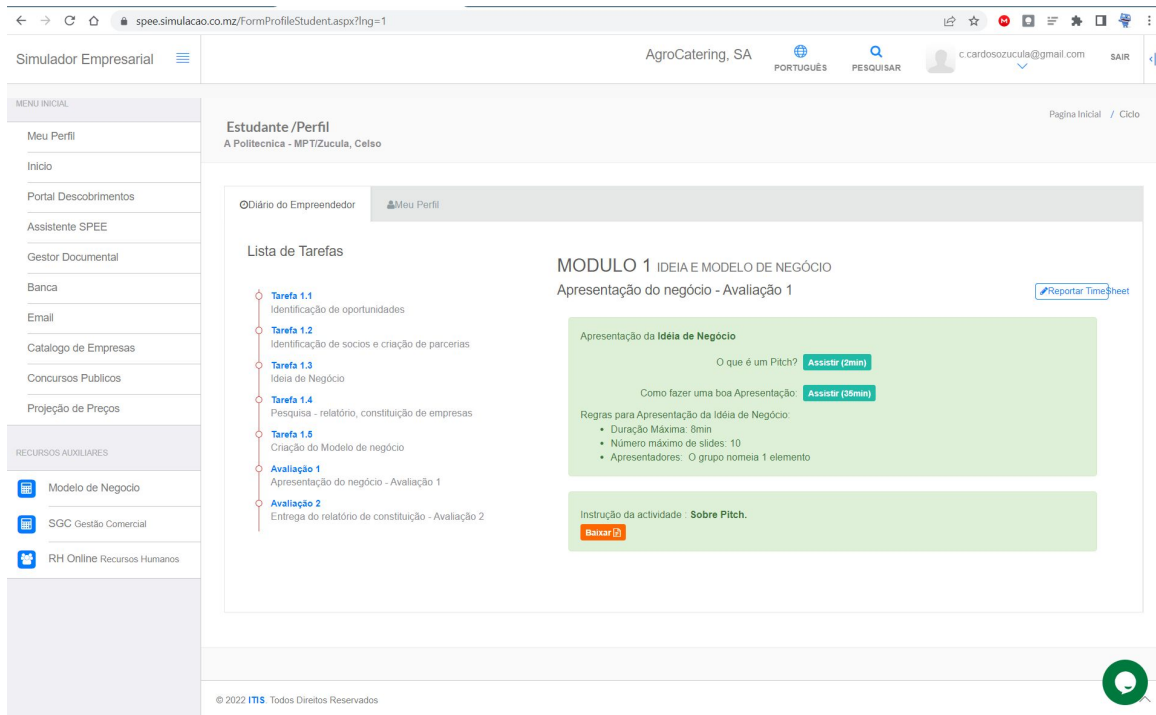

Assistente SPEE

Não Sou Amelia Moises

Continuar

The SPEE Virtual Internship Experience

What's being simulated ?
Example:



The screenshot displays the SPEE Virtual Internship Experience web application. The interface is divided into several sections:

- Top Bar:** Includes navigation links for "Simulador Empresarial", "PORTUGUÊS", "PESQUISAR", and user information for "AgroCatering, SA" and "c.cardoso@zucula@gmail.com".
- Left Sidebar (MENU INICIAL):** Lists various modules and tools such as "Meu Perfil", "Inicio", "Portal Descobrimientos", "Assistente SPEE", "Gestor Documental", "Banca", "Email", "Catalogo de Empresas", "Concursos Publicos", and "Projeção de Preços".
- Left Sidebar (RECURSOS AUXILIARES):** Lists additional resources like "Modelo de Negocio", "SGC Gestão Comercial", and "RH Online Recursos Humanos".
- Main Content Area:**
 - Estudante / Perfil:** Displays the user's profile as "A Politécnica - MPT/Zucula, Celso".
 - Lista de Tarefas:** A list of tasks including "Tarefa 1.1" (Identificação de oportunidades), "Tarefa 1.2" (Identificação de socios e criação de parcerias), "Tarefa 1.3" (Ideia de Negócio), "Tarefa 1.4" (Pesquisa - relatório, constituição de empresas), "Tarefa 1.5" (Criação do Modelo de negócio), "Avaliação 1" (Apresentação do negócio - Avaliação 1), and "Avaliação 2" (Entrega do relatório de constituição - Avaliação 2).
 - MODULO 1 IDEIA E MODELO DE NEGÓCIO:** Focuses on "Apresentação do negócio - Avaliação 1". It includes a "Reportar TimeSheet" button and a section for "Apresentação da Idéia de Negócio" with a "Assistir (2min)" button. Below this, it lists rules for the presentation: "Duração Máxima: 8min", "Número máximo de slides: 10", and "Apresentadores: O grupo nomeia 1 elemento".
 - Instrução da actividade:** A section titled "Sobre Pitch" with a "Baixar" button.

At the bottom of the page, there is a copyright notice: "© 2022 ITIS Todos Direitos Reservados" and a small ITIS logo.

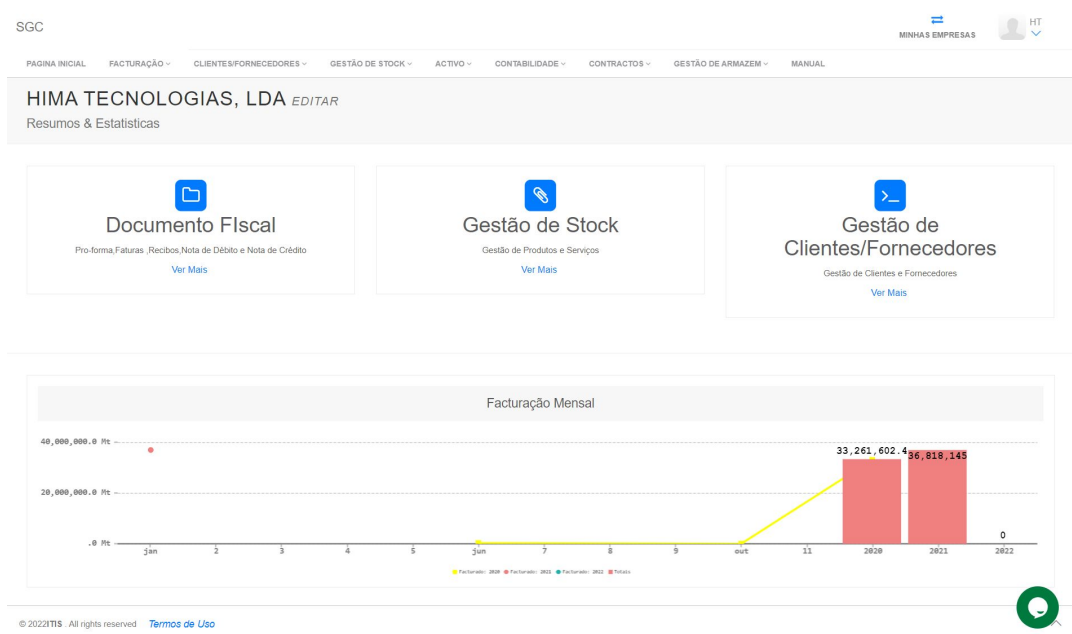
The SPEE Virtual Internship Experience

What's being simulated ?
Example:



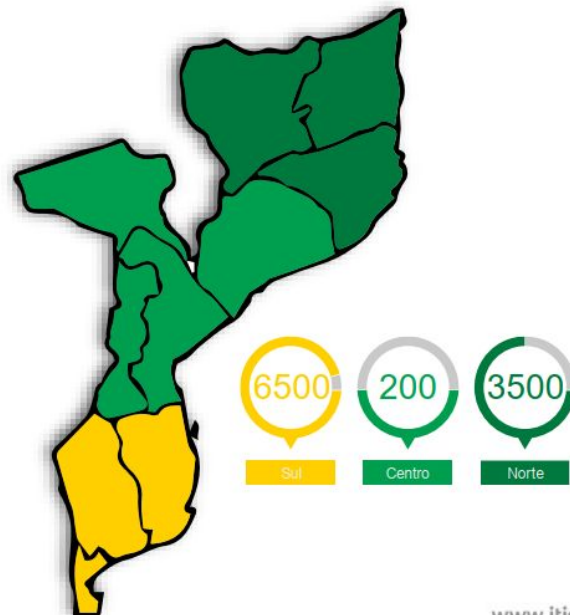
The SPEE Virtual Internship Experience

What's being simulated ?
Example:



The SPEE Virtual Internship Experience

Who is using it?



*Since 2011

SPEE Demo



The **EVER** Virtual Internship Experience

What's EVER?

- International Virtual Internships
- Interns International Network
- Business Simulation



Intercâmbio com base em
Simulação Empresarial



The **EVER** Virtual Internship Experience

- Mozambique, Angola, Cape Verde, São Tomé, and Brazil.
- Pilot in May 2021
- Duration 5 Months
- 81 participants
- 24 Virtual Companies



The EVER Virtual Internship Experience

Best Participants



*Business cards Generated by the simulator

The **EVER** Virtual Internship Experience

The screenshot displays a virtual presentation interface. On the left, a slide titled "UBUNTU CONSULTING" and "Organograma" (Organizational Chart) is shown. The chart is structured as follows:

- DIREÇÃO GERAL**
 - DEPARTAMENTO OPERACIONAL**
 - CONTABILIDADE E RELACIONAMENTO CLIENTES
 - PRODUTOS GRÁFICOS
 - ADMINISTRAÇÃO E FINANÇAS**
 - CONTABILIDADE E ANÁLISE DE CUSTOS
 - RECURSOS HUMANOS
 - RECUPERAÇÃO
 - DEPARTAMENTO MARKETING**
 - MARKETING E ANÁLISE DO MERCADO
 - PLANO DE MARKETING
 - ORGANIZAÇÃO DE NETWORKING E RELACIONOS

At the bottom of the slide, it says "Instituto de Tecnologias Inovação e Serviços". Below the slide, a green banner lists "Parceiros | Partners:" followed by logos for various institutions including FAPESP, USP, and others. On the right side of the interface, two video feeds show participants: a man in a light blue shirt at the top and a woman in a black top at the bottom.

**Final Presentation
by simulated
business “Ubuntu
Consulting”**

The **EVER** Virtual Internship Experience

Participants Feedback



Alvaro Moyo 

Project EVER has come to carve out the vision of my projects and make them a reality.

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Participants Feedback



Nilton Maioca



Ever is a digital professional internship program with an international scope, that facilitates the integration of participants in the process of developing and implementing business projects and investing, in Mozambique

The **EVER** Virtual Internship Experience

Participants Feedback



Casimiro Boaventura Uamusse 

I believed that this program had potential, that it had a lot to offer, experience;

It is an honor, to me, to be able to participate in a project of this magnitude because it provides us with a clear vision on how we can contribute to a healthier and more sustainable business environment;

It is a great opportunity to exchange experiences, and share knowledge with one another."

The **EVER** Virtual Internship Experience

Participants Feedback



cussena Titosse 

For me, participating in the projects meant being part of a great movement whose objective is to create conditions for mobility of professionals. extremely different from the reality in Brazil, so it is an excellent opportunity for exchange.

The **EVER** Virtual Internship Experience

Participants Feedback



Felicidade Moreno



I want to congratulate the EVER family. I am so excited and thrilled because the project was very good. I believe that the second2 edition will be even more and bring a lot of surprises.

The **EVER** Virtual Internship Experience

What has been achieved:

- Virtual Internship Model tested with promising results
- Creation of an international Alumni community
- Identification of project ambassadors at the level of the Portuguese-speaking African countries (PALOP)
- Attraction of international partners through model validation

The EVER Virtual Internship Experience

Lessons Learned

- Different cultures, different reactions to different scenarios;
- The similarities in context among Portuguese-speaking countries are striking;
- Scenario and market simulation ensured an overview of the functioning of public institutions and the business ecosystem of the Mozambican market;
- Working with mixed teams from different countries ensures greater individual learning.
- Access to the internet and a computer is a serious problem in the Portuguese-speaking African countries (PALOP).

What's next?

Refining the Simulation Model for the African Context:

1. Conduct a thorough review of the current simulation model to identify areas that may not align with the African context.
2. Engage with local businesses, educators, and students in Africa to gain insights into their unique needs and challenges.
3. Adapt the simulation model to reflect the economic, social, and cultural realities of the African business landscape.
4. Test the refined model with a small group of users in Africa and gather feedback for further improvements.
5. Implement changes based on feedback and continuously refine the model as needed.

What's next?

Engaging in International Events:

1. Identify relevant international conferences, workshops, and seminars where you can present your business simulation software.
2. Prepare presentations and demonstrations that highlight the unique features and benefits of your software.
3. Network with attendees and speakers at these events to build relationships and gain exposure for your software.
4. Seek opportunities to sponsor or host events to further increase visibility and credibility.
5. Follow up with contacts made at these events to explore potential collaborations or partnerships.

What's next?

Conducting Research:

1. Identify key areas of research that could enhance the effectiveness and relevance of your business simulation software.
2. Collaborate with universities and research institutions to conduct this research.
3. Apply for research grants and funding to support your research efforts.
4. Publish your research findings in academic journals and present them at conferences.
5. Use the insights gained from your research to continuously improve your software.

What's next?

Partnering with More Experienced Universities and Scholars:

1. Identify universities and scholars with extensive experience in business simulations and the African context.
2. Reach out to these potential partners to discuss collaboration opportunities.
3. Develop mutually beneficial partnership agreements that leverage the strengths of each partner.
4. Collaborate with these partners on research, software development, and user training.
5. Regularly review and assess the effectiveness of these partnerships and make adjustments as needed.

About us (ITIS)

We are a Mozambican company with a mission to revolutionize work routines through the integration of advanced computer systems in the business and learning environments.



About us (ITIS)

Our vision is pan-African. We dream of a continent where technological proficiency is not just commonplace, but deeply ingrained in the fabric of professional life. We are committed to equipping individuals across Africa with lifelong digital skills, enabling them to navigate and excel in the modern workplace.



About us (ITIS)

We aim to foster a robust Pan-African business network. By connecting businesses and professionals across the continent, we hope to stimulate collaboration, innovation, and shared growth. Our ultimate goal is to create an empowered, technologically adept Africa, where continuous improvement and mutual support are the cornerstones of the business landscape.



About us (ITIS)



Reflection and Debrief



what about...

What were your initial thoughts about the business simulation software?

How did your understanding of the software evolve throughout the workshop?

What were the most challenging aspects of the software for you? Why?

What aspects of the software did you find most useful or interesting? Why?

How do you see this software being applied in your current role or business ?

What features of the software do you think could be improved? Why?

How did the software change your perspective on business simulations in africa?

What would you like to learn more about regarding this software or business simulations in general?



Kanimambo Thanks Obrigado

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