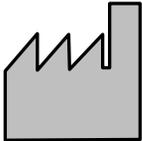


A group consisting of 4-5 participants play 3 different business cases.
Each of these 3 cases is played with a different layout.

Business case 1: Sales	Business case 2: Remanufacturing and re-sale	Business case 3: Leasing and remanufacturing
<p><u>Learning focus</u></p> <ul style="list-style-type: none"> ▪ Effect of resource shortages and volatility on financial performance (upstream perspective) ▪ Effect of price changes on demand and supply chain (downstream perspective) ▪ Negative effects of the linear system in terms of waste and untapped residual product value 	<p><u>Learning focus</u></p> <ul style="list-style-type: none"> ▪ Effect of uncertainty of product returns on profitability <ul style="list-style-type: none"> → quality → quantity → timing ▪ Highlighting of design and business model potentials 	<p><u>Learning focus</u></p> <ul style="list-style-type: none"> ▪ Dynamics of circular supply chain operations ▪ Implications of operating service-oriented offers, like leasing ▪ Highlighting of policy relevance for circular manufacturing systems ▪ Profit despite resource constraints

All participants will go through the following learning process:



Manage a manufacturing company

→ Be exposed to customer orders and unplanned events



Discuss and decide in groups

→ Handle materials, costs, prices and risks

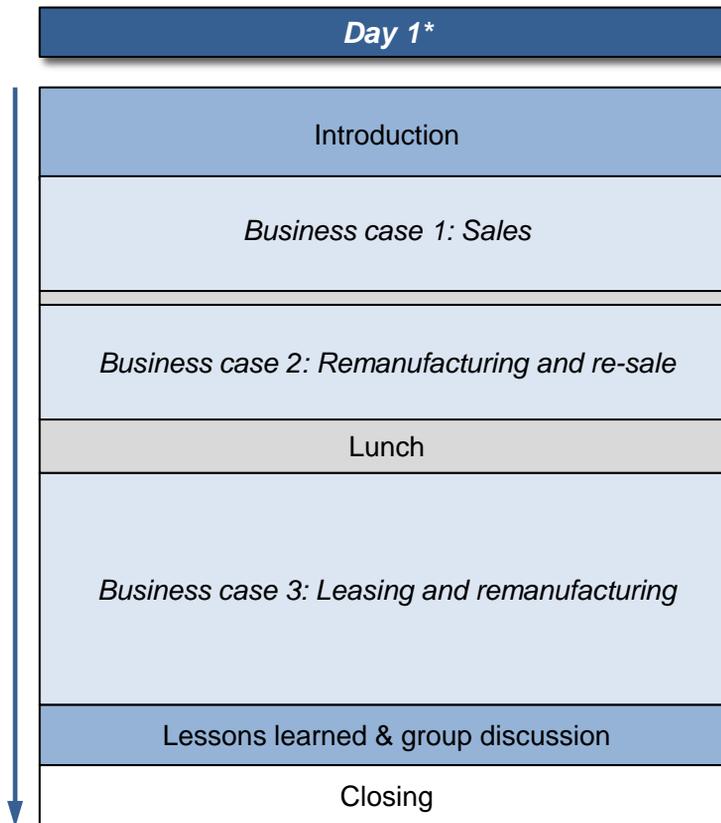


Experience the effect of your decisions

→ Calculate your profit as consequence of your decisions

Reflection

Exemplary training schedule



* if demanded, a focus group seminar can be added as a 2nd day to relate the lessons learned to actual products

→ **Effective delivery of "lessons learned" - in shortest time**

Through active involvement of all participants and the use of simple game mechanisms the entire group will gain comprehensive understanding on the topic of circular business operations including its challenges and opportunities.

→ **Take an industrial business perspective**

This training has been developed by engineers with experience in practice, teaching and research with strong industrial focus. The training reflects this knowledge to support industry in taking systematic steps towards circular manufacturing system implementation.

Contact

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