

Do you like making decisions?

Many people struggle at making decisions. Even more people don't like to make decisions because it makes them feel insecure, weighting up the pros and cons. But too much weighting up can lead to a crippling spiral.

The decision to participate in the MARGA business simulation was a definite "yes-no" decision.

When it first started we were given so much information that we discussed about a strategy for a long time but did not decide on a strategy. Focusing on a niche market, high price strategy, focusing on key markets, etc.? Which strategy is the best?

Also all of these business figures, data and facts which had to be analyzed and discussed in the group.

But at some point the day came on which we had to make a decision for the many numbers and predictions.

After discussing for a long time, we realized that it was time to decide.

Over the last six months we developed more business administration and operational relationships knowledge playfully and decided over and over again. We learned from each other and realized that some decisions might seem small and not logical; but in the operational context it can have a great impact on the result. This was possible because the MARGA software calculated long-term forecasts with the click of a button. Results were made transparent and could be discussed easier as well. If we could not explain certain effects, the MARGA hotline was always helpful. So we made decisions about long-term strategies, but always that we have a flexible response to possibly shortly changing conditions. We analyzed results, discussed about forecasts, filtered out the most important decisions and decided on an approach. Each period we awaited the results eagerly and were relieved and happy about the good results based on our correct decisions – or not. Since our team operated very well, we never searched for culprits, but only did analysis, interpretations and insights. This is how we made it to the final.

Long before the final – in the first qualification round – we already felt like winners. Everybody could already say of himself that he has learned more about business contexts and recognized more influences on an operating profit than ever before. To participate in the final was really just an opportunity to gather more knowledge. That is why we were not sad when we were in fourth place out of four for a long time in the final. We knew that this was because of our above-average capital investments at the beginning of the final. For this purpose we had deliberately decided on the long-term strategy. We had also chosen deliberately not to copy the approach of other competitors, but always to rely on available information.

At the end we were awarded with the second place, which was of course very satisfying for us. But as already said, we had already won a long time ago.



The finalist team of MTU Aero Engines GmbH