

Methodological tool: Solve company problem

Number of methodological Tool	EUPA_LO_164_M_002
Work Area Code and Title	WA 20: Assistance at a corporate level
Unit Code and Title	5.6 Demonstrate assistance at a corporate level
Learning Outcome Number and Title	LO164: Demonstrate ability to provide assistance at a corporate level through the generation of solutions to abstract problems that may be related to the strategy of the organization (such as expansion to new locations, new products, business reorganization, business disposal etc) or to the day to day running of the organization (eg developing and implementing new administrative systems, such as record management; suggesting new solutions such as CRM systems; ensuring adequate staff levels to cover for absences and peaks in workload, etc).
Objective of the methodological tool	<p>After the completion of this activity, participants will be able to:</p> <ol style="list-style-type: none"> 1. Recall the main principles of problem solving 2. Generate solutions to abstract problems both verbally and in writing 3. Identify possible solutions to corporate problem 4. Prepare summary of options 5. Apply simple decision making techniques to evaluate the options to arrive at the best solution 6. Gather and interpret information 7. Prepare a summary of options 8. Apply simple individual and group decision making techniques
Approximate Time needed for the completion of this exercise	15 minutes
Individual or group exercise	<input type="checkbox"/> Individual <input checked="" type="checkbox"/> Group
Type of methodological tool	<input checked="" type="checkbox"/> Written exercise <input checked="" type="checkbox"/> Group exercise <input type="checkbox"/> Video analysis <input checked="" type="checkbox"/> Simulation <input type="checkbox"/> Multiple choice <input type="checkbox"/> Group exercise with cards <input type="checkbox"/> Exercise using ICT <input type="checkbox"/> Role play <input checked="" type="checkbox"/> Group discussion <input type="checkbox"/> Case study

	<input type="checkbox"/> Creative Group Work
Description of the exercise/Procedure	<ol style="list-style-type: none">1. Divide participants into 2 groups2. Introduce the scenario: Your company is selling office supplies. You have recently experience high decrease in selling whiteboards. The question is: How to increase sales of white boards?
Exercise is accompanied by	N/A
Exercise solution	N/A
Other comments to the trainer	N/A

