

WELCOME

About Serious Games.Studio®

The seminar formats of Serious Games.Studio® help professionals and executives strengthen their technical and methodological competencies. However, in order for leadership work to truly succeed, we work intensively with people on leadership and responsibility awareness.



Alexander Degenhart

About Serious Games Studio®: Developer and provider of simulation and case study seminars for professionals and executives with a focus on methodological competence, responsibility awareness, leadership behavior, and decision-making strength.

Alexander Degenhart conducts simulation seminars, inspires, coaches, and advises people with ambition. Alexander is a lecturer at numerous universities.

In the simulation seminars, we address the following three central questions:

- ▶ What can, should, and must a professional or executive know?
- ▶ How can, should, and must a professional or executive work?
- ▶ What behavior can, should, and must a professional or executive embody?

Our seminars provide answers to these questions! We enjoy working with companies, organizations, and people who look beyond the obvious, confidently face challenges, and understand that learning is the key to success.

We are committed and apply our expertise to increase the performance of both companies and individuals. In our seminars, we focus on those business principles that truly matter: effective expertise, targeted methodological competence, and emotional leadership behavior.

We believe that added value in companies is created when professionals and executives gradually refine and elevate the tasks of corporate management.

OUR CONCEPT

...real scenarios...

The Target Groups

We work with professionals and executives who carry responsibility because they are involved in key processes and projects.

The Simulations

The seminars of Serious Games.Studio® are supported by a digital simulation that effectively promotes expertise, methodology, and leadership behavior alike.

The Methods

Our seminars are highly interactive: participants work on realistic work scenarios, reflect on insights, and strengthen management behavior.

The learning model of Serious Games.Studio® combines professional knowledge with methodological competence, complemented by leadership behavior and awareness.

In the seminars, numerous business situations are simulated, presented, discussed, and put to the test of reality. Professionals and executives learn the necessary expertise, goal-oriented work methods, and everything about conscious leadership behavior that leads to better decisions.

The Simulation Seminars provide answers to the following questions:

- Which strategic measures are the most important, and why should they be prioritized?
- How can and should measures be planned, communicated, and implemented?
- What impact do the planned actions have on the company's success?



TOOL Champ Basic – 1 Day

“Strategic Thinking in Practice”

What to Expect?

Small teams analyze, reflect, and solve problems. The TOOL Champ Simulator guides the teams through the tasks. The decisions made are then presented, argued, and subjected to a quality and reality check. Together with the trainer, the plausibility of the decisions is examined. The simulator provides feedback in the form of a score that reflects the effectiveness and success prospects of the business decisions.

In this one-day seminar, the focus is on strategy and implementation. Participants develop the necessary expertise, working methods, and leadership behavior as fields of action and learning that lead to strong decision-making.

What Else Should You Know?

The TOOL Champ Basic seminar consists of three major simulation scenarios. Each thematic block lasts around two hours. The allotted time is used for problem analysis, solution and decision-making, presentation, argumentation and reflection, as well as for defining action and learning fields for knowledge transfer.

A Concrete Example (from the TOOL Champ Simulator):

Sales: In which market should a campaign be launched? How much budget is needed? What is the financial impact? How will the campaign be communicated?

TOOL Champ Standard – 2 Days

“Foresight and Precision in Corporate Management”

What to Expect?

In this two-day seminar format, we increase the challenges within the simulator. Numerous additional tasks need to be solved, the toolbox of expertise and methods is significantly expanded, and leadership and decision-making awareness is deepened. Reflection and argumentation exercises become more complex and are complemented by business and financial dimensions. The individual teams present their decisions, which are subjected to a reality check. Participants learn to reflect on and argue their decisions. They gain a deeper understanding of the financial and budgetary effectiveness of decisions and practice methods for problem-solving and the implementation of measures. Through numerous exercises, professionals and executives become increasingly familiar with leadership and responsibility awareness as decision-makers. The seminar participants learn to apply expertise, methods, and leadership behavior in combination in order to make sound decisions for the implementation of measures.

What Else Should You Know?

The TOOL Champ Standard seminar consists of seven major simulation scenarios. Each thematic block lasts about two to three hours. The allocated time is used for problem analysis, solution and decision-making, presentation, argumentation and reflection, as well as for defining action and learning fields for knowledge transfer.

A Concrete Example (from the TOOL Champ Simulator):

Sales: Which projects should I prioritize in the next budget year? What benefits do the projects bring to the company? Which processes in customer management do I need to adjust? How can I improve the Net Promoter Score?

Human Resources: In which departments do I need new talent? What skills do my teams in these departments need to learn? How much will my personnel development measures cost?

Budget: How can I allocate the budget in the best possible way? How will my sales measures impact revenue, profit expectations, and cash flow?

TOOL Champ Deep Dive – 3 Days

“The Art of Corporate Management”

What to Expect?

In the Deep Dive seminar, we supplement the seven simulation scenarios of TOOL Champ Standard with individualized fields of action and learning that are particularly beneficial and effective for the development path of the participants. Professionals and executives create their own personality assessments in the form of DISG profiles, which are then integrated into the seminar for their personal recommendations and learning fields. The exercises in the simulator, as well as the presentations and reflections, are carried out with an awareness of the individual DISG profile, generating personalized learning insights. With the trainer's support, the professional and methodological dimensions of work and decision-making patterns, as well as individual leadership behaviors, become tangible and experiential.

What Else Should You Know?

The TOOL Champ Deep Dive seminar consists of seven major simulation scenarios. Each thematic block lasts around three to four hours. The allotted time is used for problem analysis, solution and decision-making, presentation, argumentation and reflection, as well as defining action and learning fields for knowledge transfer. The participants' DISG profiles are incorporated into all tasks and exercises, thereby reflecting the personal dimension of their work and decision-making behavior.

A Concrete Example (from the TOOL Champ Simulator):

Communication: How do I communicate a sales campaign to specific target groups, taking my personality profile into account? How can I conduct a project meeting more effectively? How do I prepare for presentations?

Finance: How do I negotiate a budget with executives of the “Dominant” DISG profile?

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