

FiSim

SECTION LEADER:  Vicki Kraai

DESCRIPTION
Students play a leadership role as members of a senior executive management team of a medium-sized commercial bank. In this highly competitive environment, the emphasis is on managing change and decision-making under uncertainty. Decisions are made on asset and liability structure, liquidity, investments and funding, marketing, dividend policy, capital planning, human resource management, mergers, and other contemporary issues. Communication and presentation skills are emphasized.

PURPOSE
The student is introduced to the dynamics of managing change and decision making under the pressure of time. This course allows the student to apply the skills learned in the overall GSB course curriculum. Students take on the role of senior and executive management of a simulated bank where leadership skills are emphasized along with policy development and implementation.

OBJECTIVES
After successfully completing the simulation exercise, students will be able to:

- Experience the importance of teamwork and group dynamics
- Execute a situation analysis of quarterly bank results
- Measure performance against objectives during a shareholders' meeting
- Compete with other banks in the community for loans, deposits, and market share
- Integrate and apply information and techniques learned throughout the three years at the Graduate School of Banking
- Explore strategies to enhance shareholder value by executing a merger/acquisition, forming an ESOP, and/or forming a Sub Chapter S Corp

FEATURES
An advanced computer modeling program is the focal point of this course. A variety of other computer templates are also made available to the students. An experienced and senior instructional staff will provide lectures, strategy seminars, and guidance through this course and assure other GSB curriculum components are discussed and used. The course also provides various interactive PC programs that are used for various assignments during the session. The extension problem provides the starting point of the "bank" that the students will begin to manage on the first day of the session.