

# ENGINEUNITY TUTORIAL



**Timeframe**



# Timeframe

			Company information		Industry information
Period	Status	Year/qtr	Current period	Who is in charge	Rival competition for work
1	History	2023 (Q1)		Previous management team	Computer simulated rival companies
2	History	2023 (Q2)		Previous management team	Computer simulated rival companies
3	History	2023 (Q3)		Previous management team	Computer simulated rival companies
4	History	2023 (Q4)		Previous management team	Computer simulated rival companies
5	Early Years	2024 (Q1)	Yes	Current management team	Computer simulated rival companies
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13	Later Years	2026 (Q1)		Current management team	Other teams in the competition
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15	Later Years	2026 (Q3)		Current management team	Other teams in the competition
16	Later Years	2026 (Q4)		Current management team	Other teams in the competition
17	Later Years	2027 (Q1)		Current management team	Other teams in the competition
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19	Later Years	2027 (Q3)		Current management team	Other teams in the competition
20	Later Years	2027 (Q4)		Current management team	Other teams in the competition
21	Later Years	2028 (Q1)		Current management team	Other teams in the competition
22	Later Years	2028 (Q2)		Current management team	Other teams in the competition

All decisions are made for a quarter, also known as a **period**, representing 3 months in the real world.

The company has already been operating for one full year, 2023 (periods 1 to 4), **known as the history**, before the new management team take control.



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The new management team must then manage the company from period 5 (2024 Quarter 1) onwards, making all the key decisions to run the business.

The company is managed through two timeframes, **known as the EARLY and LATER YEARS.**

### How do the 2 timeframes differ ?

The main difference is who the new management team are bidding against for new work (jobs) available, which we will now investigate.



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## EARLY YEARS

During the early years, as it also was during the history, the **competition for new jobs comes from a number of simulated rival companies**. Each one has their own unique profile and bidding history, and a careful assessment of the opposition is required to formulate an effective procurement strategy.

Procurement performance					
Management consultant report					
PREVIOUS BIDS			RIVAL BIDS		
[ALL]	[ALL]	[ALL]	[ALL]	[ALL]	[ALL]
[ALL]	Base	Bidding period	Job	Country	St
Arabian Construction					
Bailey Developments					
Canterbury Construction	UAE	2	12	Qatar	Me
Chota Nagpur Group	UAE	2	15	United Kingdom	La
CNS-Mevalin	UAE	2	18	Australia	Me
Dean Bylie Developments	UAE	2	23	United Kingdom	Sp
DuPlesi Civils	UAE	3	28	Qatar	La
Arabian Construction	UAE	3	35	United States	Sp

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## LATER YEARS

During the later years the **teams taking part in the competition compete against each other for work, and just one simulated rival company.**

This creates an even more uncertain and pressurized environment in which the skills and team dynamics formed in the early years are really put to the test.



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As well as where the competition for work comes from, there are **other differences** between the early and later years that affect the decisions to be made. These affect :-

- Dividend payments to shareholders
- Recruitment of project managers

and are explained in more detail once the transition is made from the early to the later years.