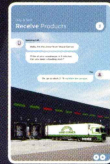


Game Rules

The game has 7 business cases of 8 to 10 cards each. **Start with the game “Buy & Sell”**, then play others according to your strategy. For each card, follow these 3 steps:

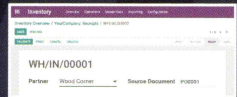
1

Read the business case on the front of the card. **Don't look at the back yet!**



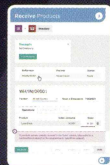
2

Do the business process online, on www.odoo.com. **Take your time**, the goal is to learn!



3

Compare what you did with the solution on the back of the card.



Your Score

Pile the cards front-side up, if you found the solution before looking at the back (even if you did it differently). Pile the cards with their back-side up, if you missed something in the solution. At the end of the game, count the stars at the bottom-right corner of each face. The following table defines your level of success:

16+	14-15	12-13	10-11	7-9

Your Story

"I am done, I quit!" are the words you said to your manager 3 months ago. With \$50k of savings, you are ready to start a new adventure: launch the furniture business you have always dreamed of starting.

A month later, your company (MyOffice Inc.) is incorporated! The next step is to recruit a great team. After a few interviews, you hire Sophia as Sales Manager, Marc as Purchase Manager, and Paul as Secretary.



You
CEO



Sophia
Sales Manager



Marc
Purchase Manager



Paul
Secretary

Paul helps you find an affordable office location. Now, it's time to start doing business; purchase your first products, market your company, sell those products and, hopefully, make a profit!

The first game, "Buy & Sell", will help you setup your B2B business: from buying new products to selling and delivering to customers. Once these processes are in place, you'll be able to choose from 6 other scenarios to develop your strategy:

- Launch a **point of sale** for consumers
- Offer extra **services**
- **Manufacture** your own products
- Manage your inventory with **barcodes**
- **Sell online** with an eCommerce website
- **Lease fully-furnished properties**

Good luck with your new business!

