

# The world's largest **Strategy & Management** competition !!!

## CORPORATE CHAMPIONSHIP **INDIA** 2021 edition

Web. (India): [www.gmcindia.in](http://www.gmcindia.in)

Web. (Global): [www.worldgmc.com](http://www.worldgmc.com)





*I found it interesting to learn that the participants in the forum are discussing the Global Management Challenge as the championship for strategic and business management. Models are used to create a representation of the market within which all the teams compete. The depth of managerial decisions is assessed by a computer and the complexity of interactions require detailed examination to fully comprehend. "*

**World Copyright :**

**SDG – Simuladores e Modelos de Gestao S.A.**

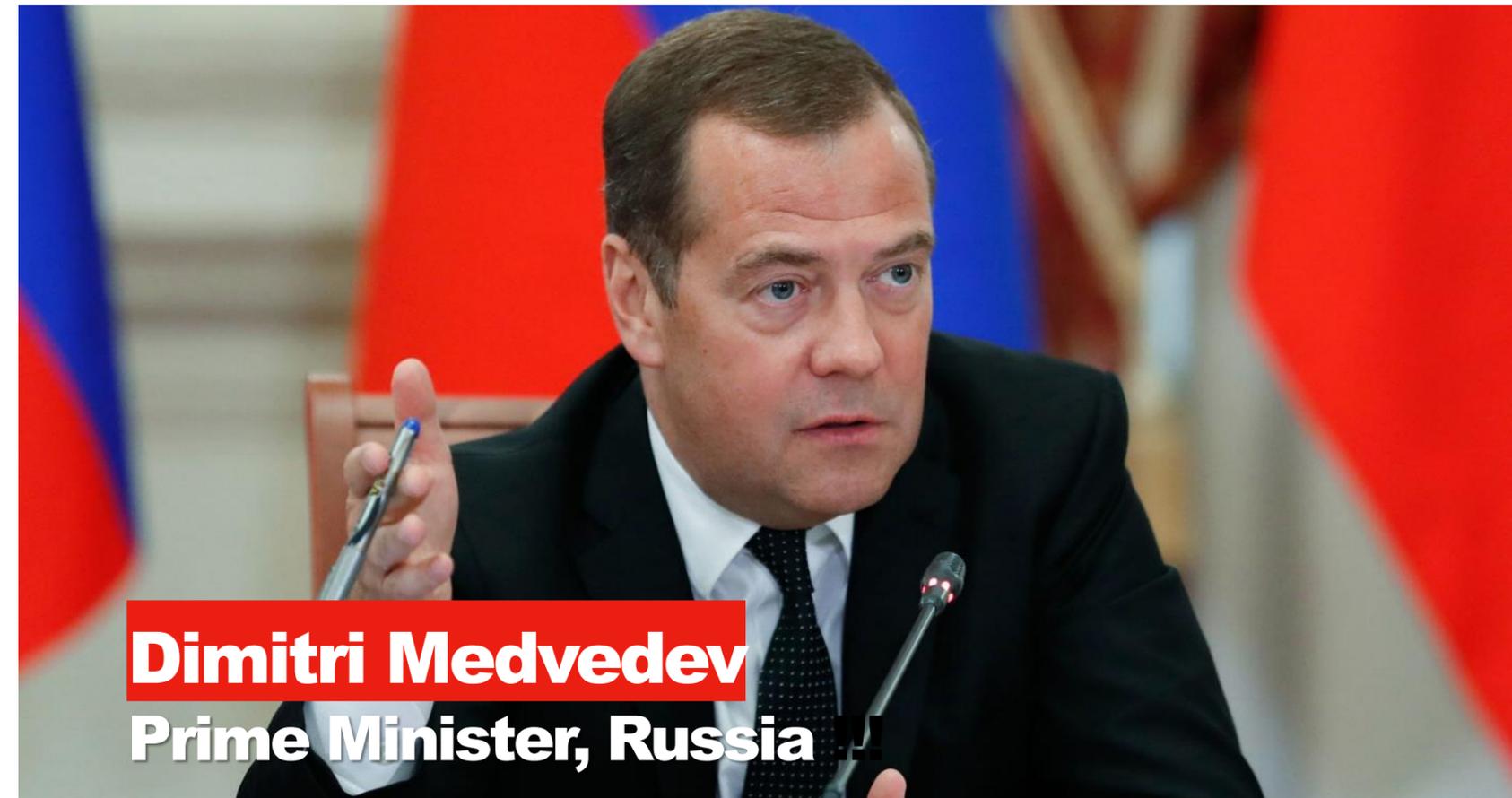
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Scotland, United Kingdom



**Dimitri Medvedev**  
**Prime Minister, Russia**

The **Global Management Challenge** is the largest Strategy & Management Competition in the world, based on a highly advance **BUSINESS SIMULATOR**, participated by more than **750,000 Managers** through out the world.



# GMC Worldwide

## 35+ Countries

### Europe

-  Czech Republic
-  Estonia
-  France
-  Greece
-  Italy
-  Latvia
-  Lithuania
-  Poland
-  Portugal
-  Romania
-  Russia
-  Slovak Republic
-  Spain

### Asia

-  Armenia
-  China
-  Hong Kong
-  India
-  Kuwait
-  Macao
-  Qatar
-  Saudi Arabia
-  Singapore
-  United Arab Emirates

### Oceania

-  Australia
-  New Zealand

### America

-  Brazil
-  Colombia
-  Ecuador
-  Mexico
-  Panama
-  Peru

### Africa

-  Angola
-  Benin
-  Cameroon
-  Ivory Coast
-  Kenya
-  Mozambique
-  Nigeria
-  Senegal
-  Togo

**35,000**

Participants in the 2020 edition worldwide ...

**600+**

Prestigious Companies participate annually ...

**40years**

Competition with more than 40 years of History ...

# Competition Based on Business Simulator

[Registration Form Link !!!](#)

## Learn to run an International Business at an expert level !!!

Global Management Challenge consists of an interactive business simulation in which each team manages a company in order to obtain the best Investment Performance for your company in the market in which it operates.

When making top management decisions, participants go through to analysis of economic / financial indicators, gain a broader and strategic view of a company, understand the interaction between different functional areas, and the impact that their decisions can have on an organization, taking into account the market conditions in which they compete and maximum customer and shareholder satisfaction.



Business Simulator used in Global Management Challenge is Accredited by **European Foundation for Management Development (EFMD)** with **EOCCS Certificate**

# Competition Format

## How it works ?

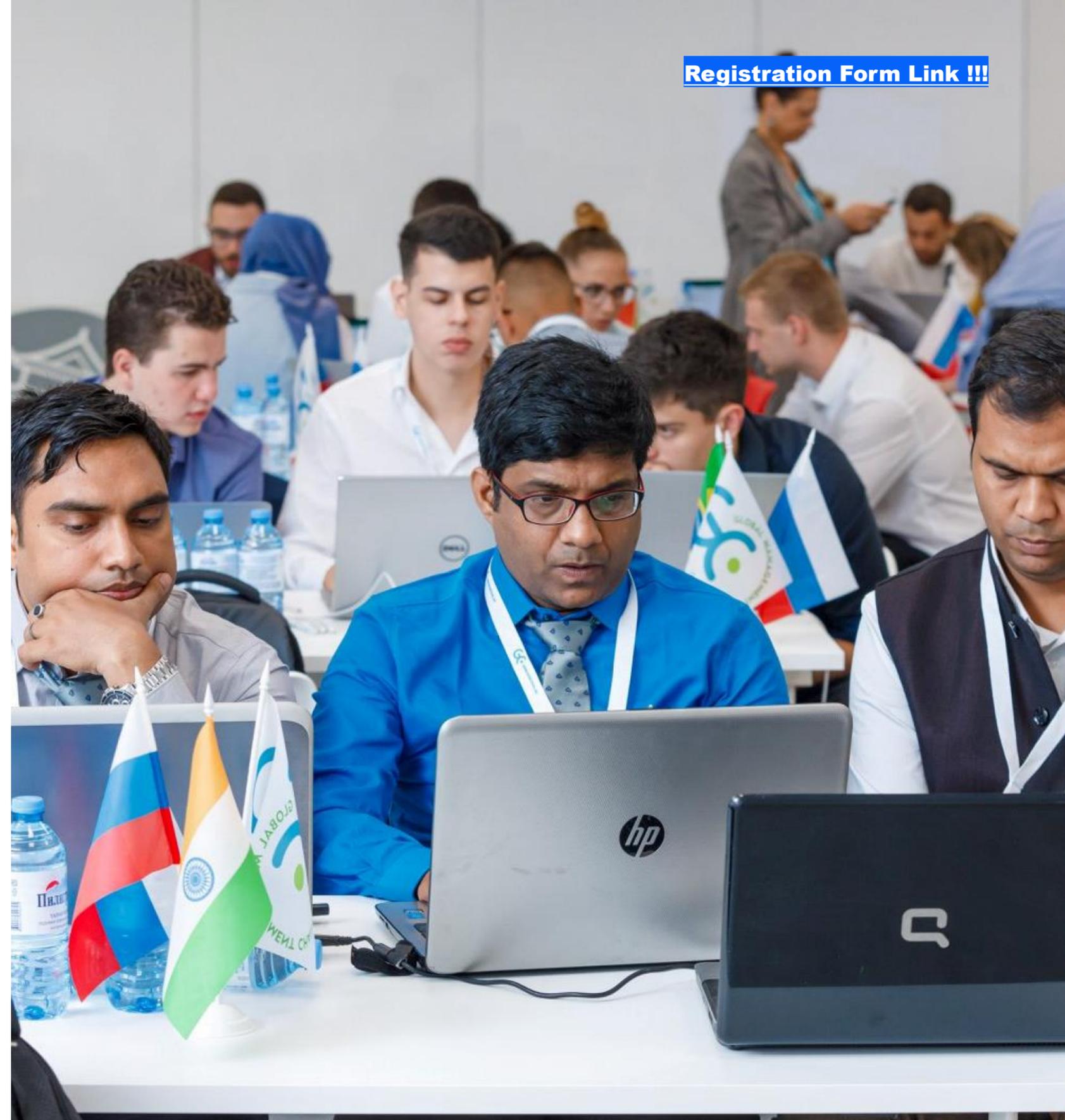
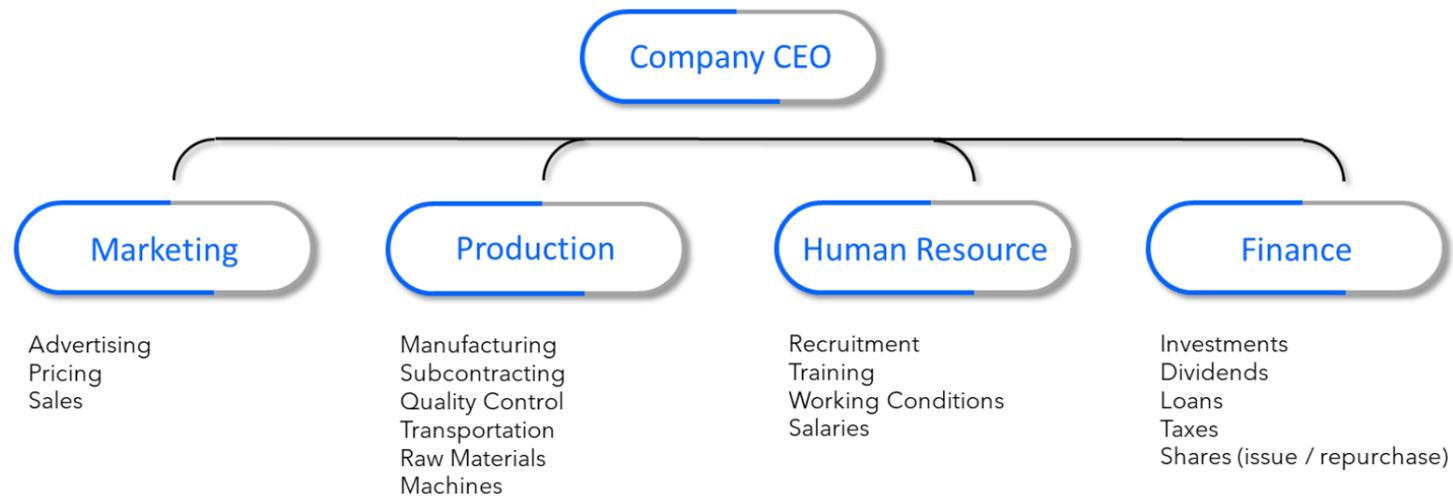
[Registration Form Link !!!](#)



### Corporate Team Organization :

To participate in Global Management Challenge, participants must first register themselves in a Team of 3-5 members, with the purpose of representing as a **Senior Management** for a virtual company.

In their capacity as Senior Management, participants distribute different verticals / departments (Marketing, Production, Human Resource and Finance) among themselves, with the Team Captain acting as the CEO of the company.



# Competition Format

## How it works ?

### 01 Analyze Company History :

Each team receives information (**Company History**) about the Company it is about to run.

Each Round starts with a new Company History, that is generally based on a complex **Business Scenario / Problem**.

### 02 Outline Corporate Strategy :

Based on their analysis of Company's History, teams outline their **Corporate Strategy**, in their capacity of Senior Management.

### 03 Take Management Decisions :

Each Team launches its Strategy by making functional decisions (**75 Decisions**) in different areas of the Company (Marketing, Production, Human Resources and Finances).

### 04 Evaluation by Simulator :

The Decisions taken by each team are then processed and evaluated by the **Simulator** in relation to own company, other companies in the group and market conditions.



### 05 Management Report :

Based on the evaluation, the Simulator develops **Management Report** for each company, highlighting company's performance in the recent quarter.

### 06 5 Decision Cycles per Round :

This process is repeated for 5 successive Decision Cycles, and the Company with the highest **Investment Performance** is adjudicated as the winner of the group.

# Competition Format

## National > International



### International Final: (Spain)

### National Final : (Delhi NCR)

### Qualification Round : (Online)

All Teams that register for competition compete to qualify for Round 1.

Teams are divided in 64 Groups (8 Teams / Group), with 3 Best Team from each Group to qualify for Round 1.

### Round 1 : (Online)

Top 192 Teams from qualification Round qualify for Round 1.

Teams are divided in 32 Groups (8 Teams / Group), with 2 Best Team from each Group to qualify for Round 2.

### Round 2 : (Online)

Top 64 Teams from Round 1 qualify for Round 2.

Teams are divided in 8 Groups (8 Teams / Group), with 1 Best Team from each Group to qualify for National Finals.

Top 8 Teams from Round 2 qualify for National Finals.

The best Team from National Finals will represent Team India at Global Management Challenge International Finals.

Global Management  
Challenge – 2021 edition  
International Finals

SPAIN  
April 2022

| Advertising: (€'000) | Corporate | Product 1 | Product 2 | Product 3 |
|----------------------|-----------|-----------|-----------|-----------|
| Europe               | 80        | 55        | 45        | 30        |
| Nafta                | 55        | 40        | 38        | 20        |
| Internet             | 65        | 45        | 40        | 25        |

| Prices (€): | Europe | Product 1 | Product 2 | Product 3 |
|-------------|--------|-----------|-----------|-----------|
| Europe      | 365    | 610       | 959       |           |
| Nafta       | 390    | 680       | 999       |           |
| Internet    | 370    | 565       | 949       |           |

| Quantities to deliver to: | European agents | Product 1 | Product 2 | Product 3 |
|---------------------------|-----------------|-----------|-----------|-----------|
| (Not in full if starred)  | 1752            | 730       | 250       |           |
| Nafta distributors        | 1260            | 506       | 180       |           |
| Internet distributor      | 1599            | 805       | 256       |           |

| Quality:                     | Europe | Product 1 | Product 2 | Product 3 |
|------------------------------|--------|-----------|-----------|-----------|
| Take up product improvements | 0      | 0         | 1         |           |
| Product development (€'000)  | 30     | 25        | 18        |           |
| Assembly times (minutes)     | 125    | 170       | 350       |           |
| Premium materials (%)        | 0      | 0         | 0         |           |

| Subcontracting:             | Europe | Product 1 | Product 2 | Product 3 |
|-----------------------------|--------|-----------|-----------|-----------|
| Components to order (units) | 0      | 8800      | 3000      |           |

| Agents and distributors: | Number needed | Support (€'000) | Commn. % |
|--------------------------|---------------|-----------------|----------|
| European agents          | 6 *           | 14              | 13       |
| Nafta distributors       | 4             | 13              | 13       |
| Internet distributor     |               | 25              | 11       |

| Operations:               | Spot | 3mth                 | 6mth |
|---------------------------|------|----------------------|------|
| Materials to buy ('000)   | 3    | 6                    | 12   |
| Maintenance hours/machine | 60   | Shift level          | 2    |
| Number of ports operated  | 12   | Web-site development | 25   |

| Personnel:                  | Number to train | Staff training (days) |
|-----------------------------|-----------------|-----------------------|
| Assembly workers to recruit | 12              | 0                     |
| Hourly wage rate (€ c)      | 15.00           |                       |
| Management budget (€'000)   | 225             | 55                    |

| Finance:                   | Dividend (cents/share) | Term deposit (€'000) |
|----------------------------|------------------------|----------------------|
| Shares to issue/repurchase | 275                    | 2                    |
| Term loans (€'000)         | 0                      | 0                    |
| Machines to buy            | 0                      | 0                    |
| Factory extension (sq. m.) | 0                      | 4                    |

| Information:  | Corporate activity |
|---------------|--------------------|
| Market shares | 1                  |

## FINANCIAL STATEMENTS

| ADMINISTRATIVE EXPENSES           | €       | INCOME STATEMENT              | €       |
|-----------------------------------|---------|-------------------------------|---------|
| Advertising                       | 538000  | Sales revenue                 | 3454027 |
| Internet distributor              | 158051  | Opening inventory values      | 444626  |
| Internet service provider         | 46286   | Components purchased          | 2630800 |
| Agents and distributors           | 399475  | Materials purchased           | 1242753 |
| Sales office                      | 36011   | Machine running costs         | 148938  |
| Guarantee servicing               | 23630   | Machinists wages              | 614355  |
| Product development               | 73000   | Assembly wages                | 346379  |
| Web-site development              | 25000   | Quality control               | 7515    |
| Personnel department              | 90000   | Hired transport               | 85050   |
| Machine maintenance               | 51000   | Less closing inventory values | 3814610 |
| Purchasing and warehousing        | 10105   | Cost of sales                 | 1705806 |
| Business intelligence             | 12500   | Gross profit                  | 1748221 |
| Credit control                    | 6799    | Administrative expenses       | 1728623 |
| Insurance premiums                | 3548    | Insurance receipts            | 0       |
| Management salaries               | 225000  | Depreciation                  | 50730   |
| Other costs                       | 30218   | Operating profit/loss         | -31132  |
| Total administrative expenses     | 1728623 | Finance income                | 0       |
|                                   |         | Finance expense               | 3525    |
| <b>Accumulated taxable profit</b> |         | Profit/loss before tax        | -34657  |
| Profit/loss before tax            | -34657  | Tax assessed                  | 0       |
| Previous taxable profit/loss      | 0       | Profit/loss for the period    | -34657  |
| Taxable profit/loss               | -34657  | Earnings per share (cents)    | -1.15   |
|                                   |         | Dividends paid                |         |
| Insurance claimed                 | 3471    | Transferred to                |         |
| Primary non-insured risk          | 14195   | Previous retained             |         |
|                                   |         | Retained earnings             |         |

| BALANCE SHEET                 | €       | Registration Form Link !!!    | €        |
|-------------------------------|---------|-------------------------------|----------|
| <b>Non-current assets:</b>    |         | <b>Operating activities:</b>  |          |
| Land                          | 375000  | Trading receipts              | 3488133  |
| Buildings                     | 700000  | Insurance receipts            | 0        |
| Machinery                     | 1978479 | Trading payments              | 4996820  |
| Property, plant and equipment | 3053479 | Tax paid                      | 0        |
|                               |         | Net cash flow from operations | -1508687 |
| <b>Current assets:</b>        |         | <b>Investing activities:</b>  |          |
| Product inventories           | 108468  | Interest received             | 0        |
| Component inventories         | 2630800 | Asset sales                   | 0        |
| Materials inventory           | 1075342 | Assets purchased              | 0        |
| Trade receivables             | 1901306 | Net cash flow from investing  | 0        |
| Cash and cash equivalents     | 0       |                               |          |
| Current assets                | 5715916 | <b>Financing activities:</b>  |          |
| Total assets                  | 8769395 | Shares issued                 | 529897   |
|                               |         | Shares repurchased            | 0        |
| <b>Liabilities:</b>           |         | Dividends paid                | 55000    |
| Tax due                       | 275046  | Additional loans              | 0        |
| Trade payables                | 2674561 | Interest paid                 | 3525     |
| Bank overdraft                | 567557  | Net cash flow from financing  | 471372   |
| Current liabilities           | 3517164 |                               |          |
| Term loans                    | 0       | Net cash flow                 | -1037315 |
|                               |         | Previous cash balance         | 469758   |
| Net assets                    | 5252231 |                               |          |

# Management Report

### PHYSICAL RESOURCES: Usage and availability

| Space:                                 | Sq. m. |
|--|--------|
| Land owned                             | 7500   |
| Access/parking etc                     | 1500   |
| Unused land                            | 4600   |
| Factory size next quarter              | 1400   |
| Circulation and access                 | 350    |
| Machining operations                   | 250    |
| Assembly operations                    | 480    |
| Material and component stocks          | 1233   |
| Available space (overflow if negative) | -913   |

| Machines:                           | Number |
|-------------------------------------|--------|
| Number decommissioned               | 0      |
| Machines in use last quarter        | 10     |
| Number bought and installed         | 0      |
| Machines available for next quarter | 10     |

| Materials:                       | Number |
|----------------------------------|--------|
| Opening stock available          | 7896   |
| Bought spot                      | 3000   |
| Bought default                   | 119    |
| Lost or destroyed                | 0      |
| Used                             | 11015  |
| Closing stock                    | 0      |
| For delivery next quarter:       |        |
| Bought last quarter              | 6000   |
| Bought quarter before last       | 0      |
| For delivery quarter after next: | 12000  |

| Internet statistics:                  | Number |
|---------------------------------------|--------|
| Number of web-site ports operated     | 12     |
| Number of visits to your web-site     | 98596  |
| Estimated level of failed visits (%)  | 5      |
| Number of internet service complaints | 94     |

### HUMAN RESOURCES:

| Production personnel:      | Assembly | Machining |
|----------------------------|----------|-----------|
| At start of last quarter   | 36       | 69        |
| Recruited                  | 12       | 11        |
| Trained                    | 0        |           |
| Dismissed                  | 0        | 0         |
| Left                       | 0        | 11        |
| Available for next quarter | 48       | 69        |

| Agents/distributors: | Europe | Nafta | Internet |
|----------------------|--------|-------|----------|
| Active last quarter  | 3      | 2     | 1        |
| Resigned             | 0      | 0     | 0        |
| Dismissed            | 0      | 0     | 0        |
| Appointed            | 2      | 2     | 0        |
| Active next quarter  | 5      | 4     | 1        |

| Transport:          | Europe | Nafta | Internet |
|---------------------|--------|-------|----------|
| Journey length (km) | 1381   | 500   | 300      |
| Number of loads     | 9      | 6     | 9        |

| Carbon footprint (CO2e):     | Tonnes |
|------------------------------|--------|
| Factory heating and lighting | 13.30  |
| Energy used in production    | 42.15  |
| Total primary CO2e           | 55.45  |

### PRODUCT DATA:

|                             | Product 1 | Product 2 | Product 3 |
|-----------------------------|-----------|-----------|-----------|
| <b>Quantities:</b>          |           |           |           |
| Scheduled                   | 4611      | 2041      | 686       |
| Produced                    | 4718      | 2094      | 703       |
| Rejected                    | 107       | 53        | 17        |
| Lost or destroyed           | 0         | 0         | 0         |
| <b>Delivered to:</b>        |           |           |           |
| European agents             | 1752      | 730       | 250       |
| Nafta distributors          | 1260      | 506       | 180       |
| Internet distributor        | 1599      | 805       | 256       |
| <b>Orders from:</b>         |           |           |           |
| Europe                      | 1479      | 696       | 295       |
| Nafta                       | 1215      | 530       | 259       |
| Internet                    | 1397      | 796       | 310       |
| <b>Sold to:</b>             |           |           |           |
| Europe                      | 1479      | 696       | 250       |
| Nafta                       | 1215      | 530       | 180       |
| Internet                    | 1397      | 796       | 256       |
| <b>Backlog of orders:</b>   |           |           |           |
| Europe                      | 0         | 0         | 22        |
| Nafta                       | 0         | 0         | 39        |
| <b>Warehouse stocks:</b>    |           |           |           |
| Europe                      | 283       | 34        | 0         |
| Nafta                       | 77        | 9         | 0         |
| Internet                    | 218       | 9         | 0         |
| <b>Guarantee services</b>   | 113       | 59        | 32        |
| <b>Product improvements</b> | Major     | Minor     | Major     |
| <b>Product components:</b>  |           |           |           |
| Assembled last quarter      | 0         | 0         | 0         |
| Ordered last quarter        | 0         | 8800      | 3000      |
| Closing stock               | 0         | 0         | 0         |
| Available for assembly      | 0         | 8800      | 3000      |

### ECONOMIC INTELLIGENCE

|  | Europe                  | Nafta                   | Rest (of devel)                      |
|--|-------------------------|-------------------------|--------------------------------------|
| Gross domestic product (de-seasonalised)   | 3989                    | 5240                    | 5390                                 |
| % Unemployment rate (de-seasonalised)  | 6.7                     | 5.7                     |                                      |
| Balance of external trade  | 1570                    | -933                    |                                      |
| <b>Information about next quarter:</b>   |                         |                         |                                      |
| Central Bank base rate (% p.a.)  | 5.0                     | 4.5                     | Exchange rate in € per \$ (USD) 1.20 |
| <b>Building cost (€ per square metre)</b>  | 500                     |                         |                                      |
| <b>Component cost (€ per unit) from (no premium materials) to (100% premium materials)</b> | Product 1<br>129<br>164 | Product 2<br>214<br>284 | Product 3<br>329<br>434              |
| <b>Material prices (\$ per 1000 units)</b>   | Spot price<br>58190     | 3 month<br>56735        | 6 month<br>55316                     |

### BUSINESS REPORT:

The global economy has seen some extreme disruptions. Inflation fears have caused governments to suddenly increase their interest rates. Exchange rates have also been affected.

| FREE INFORMATION                     | Company 1 | Company 2 | Company 3 | Company 4 | Company 5 | Company 6 | Company 7 | Company 8 |
|--------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| <b>Stock market data:</b>            |           |           |           |           |           |           |           |           |
| Share price (cents)                  | 193.99    | 181.04    | 198.7     | 198.84    | 190.5     | 193.37    | 161.23    | 0         |
| Market valuation (€)                 | 5334725   | 4978600   | 5494250   | 6008860   | 5238750   | 5317675   | 4433825   | 0         |
| <b>Dividend paid (cents/share)</b>   | 0         | 0         | 1         | 2         | 0         | 0         | 0         | 0         |
| <b>Investment performance (€)</b>    | 5334725   | 4978600   | 5491818   | 5532776   | 5238750   | 5317675   | 4433825   | 0         |
| <b>Business intelligence:</b>        |           |           |           |           |           |           |           |           |
| <b>Product prices (€):</b>           |           |           |           |           |           |           |           |           |
| Product 1: Europe                    | 395       | 405       | 395       | 385       | 415       | 395       | 395       | 0         |
| Nafta                                | 395       | 405       | 405       | 390       | 420       | 395       | 395       | 0         |
| Internet                             | 378       | 395       | 395       | 370       | 390       | 375       | 375       | 0         |
| Product 2: Europe                    | 675       | 685       | 675       | 610       | 695       | 675       | 675       | 0         |
| Nafta                                | 675       | 685       | 695       | 680       | 705       | 675       | 675       | 0         |
| Internet                             | 606       | 620       | 630       | 565       | 625       | 600       | 600       | 0         |
| Product 3: Europe                    | 950       | 945       | 935       | 959       | 950       | 935       | 935       | 0         |
| Nafta                                | 950       | 945       | 965       | 998       | 960       | 935       | 935       | 0         |
| Internet                             | 914       | 920       | 940       | 948       | 925       | 900       | 900       | 0         |
| <b>Production employees</b>          | 116       | 116       | 116       | 116       | 116       | 116       | 116       | 0         |
| <b>Assembly wage rate (cents/hr)</b> | 1500      | 1500      | 1500      | 1500      | 1500      | 1500      | 1500      | 0         |
| <b>Number of agents/distributors</b> | 5         | 5         | 5         | 5         | 5         | 5         | 5         | 0         |

### Assets

|                               | 1       | 2       | 3       | 4       | 5       | 6       | 7       | 8 |
|-------------------------------|---------|---------|---------|---------|---------|---------|---------|---|
| Property, plant and equipment |         |         |         |         |         |         |         |   |
| Inventories                   |         |         |         |         |         |         |         |   |
| Trade receivables             |         |         |         |         |         |         |         |   |
| Cash and cash equivalents     |         |         |         |         |         |         |         |   |
| <b>Liabilities</b>            |         |         |         |         |         |         |         |   |
| Tax assessed and due          |         |         |         |         |         |         |         |   |
| Trade payables                | 1162462 | 1114726 | 1347074 | 2074501 | 1147476 | 1163636 | 2933376 |   |
| Bank overdraft                | 0       | 233226  | 0       | 567557  | 0       | 0       | 879548  |   |
| Long term loans               | 0       | 0       | 100000  | 0       | 0       | 0       | 1200000 |   |
| <b>Equity</b>                 |         |         |         |         |         |         |         |   |
| Ordinary capital              | 2750000 | 2750000 | 2750000 | 3025000 | 2750000 | 2750000 | 2750000 |   |
| Share premium account         | 0       | 0       | 0       | 254897  | 0       | 0       | 0       |   |
| Retained earnings             | 2085161 | 2089867 | 2222249 | 1972334 | 2095713 | 2186196 | 1593212 |   |
| <b>Net Worth</b>              | 4835161 | 4839867 | 4972249 | 5252231 | 4845713 | 4936196 | 4343212 | 0 |

### PURCHASED INFORMATION

| Market shares (% by volume sold) | 1    | 2   | 3   | 4    | 5   | 6    | 7    | 8   |
|----------------------------------|------|-----|-----|------|-----|------|------|-----|
| Product 1: Europe                | 6.9  | 6.3 | 6.8 | 10.6 | 6.3 | 6.6  | 7.9  | 0.0 |
| Nafta                            | 8.9  | 8.1 | 8.4 | 10.2 | 7.1 | 8.5  | 10.1 | 0.0 |
| Internet                         | 10.0 | 8.9 | 9.1 | 13.0 | 9.4 | 10.1 | 10.7 | 0.0 |
| Product 2: Europe                | 6.1  | 5.4 | 6.0 | 9.9  | 5.6 | 5.9  | 7.0  | 0.0 |
| Nafta                            | 8.4  | 7.5 | 7.7 | 9.1  | 6.6 | 8.0  | 9.4  | 0.0 |
| Internet                         | 9.4  |     |     |      |     |      |      |     |

# GMC India 2021

## Awards & Recognition

### Winner National Finals

- Participation in International Finals as **Team INDIA**. All expenses for travelling / lodging / food will be paid by Competition Organizers.
- Cash Prize: **Rs. 1,00,000 /-**
- Winner's Trophy
- EFMD EOCCS** Certified Training Certificate
- GMC India Alumni Community Membership

### 2nd & 3rd Rank Team National Finals

- Cash Prize: **Rs. 75,000 /-** and **Rs. 50,000 /-** respectively
- 1<sup>st</sup> and 2<sup>nd</sup> Runner Up's Trophy respectively
- EFMD EOCCS** Certified Training Certificate
- GMC India Alumni Community Membership

### 4th – 8th Rank Team National Finals

- Finalist's Trophy
- EFMD EOCCS** Certified Training Certificate
- GMC India Alumni Community Membership

### All Teams Round 2 Qualified

- EFMD EOCCS** Certified Training Certificate
- GMC India Alumni Community Membership

### All Teams Round 1 Qualified

- EFMD EOCCS** Certified Training Certificate
- GMC India Alumni Community Membership

### Other Teams Qualification Round

- Certificate of Participation

[Registration Form Link !!!](#)



# Why Participate ?

## Managers / Executives



### **Dynamic Learning :**

GMC helps managers to enhance their managerial potential by working on Business Simulator and developing Cross - Functional knowledge.



### **Profile Development :**

Global Management Challenge is the world's largest strategy and management competition - an unique platform to develop your personal Resume.



### **International Finals :**

The team that will win the National Competition will go on to represent Team India at Global Management Challenge International Finals and compete for World Title.



### **Certified Training :**

Managers that participate in GMC are awarded EFMD EOCCS Certified Training Certificate. This certificate guarantees the quality of program.



### **Alumni Community :**

Participating Managers in Global Management Challenge will be awarded membership of the GMC India Alumni Community - a group of best managerial talent in the country.



### **Rs. 2.25 Lakhs Cash Prize :**

The Top 3 Teams in the National Competition will be awarded with lucrative cash prize, for their successful performance in the competition.

# Why Participate ?

## Benefits for Companies



### Cost Effective Training :

Global Management Challenge goes beyond traditional programs by providing the participants complete control over a virtual company operating in a competitive environment.



### Assess Staff Performance :

The layout of the competition provides an excellent opportunity for companies to assess their teams' performance against other teams from their own company and against teams from other companies.



### Employer's Branding :

GMC enables corporates to present themselves to their staff members as employers with vision and with long term commitment to all their stakeholders, including their staff.



### Enhance Social Contacts :

By working in a team drawn from different departments, staff get to better know colleagues in their own company and often forge long lasting friendships.



### International Finals :

Associate your Brand with the world's largest strategy and management competition and promote India's participation at this mega global event.



### Grow Network :

The expansion of staff network eventually benefits the corporates that sponsor their staff in the competition by providing visibility about them to others as well as valuable contacts.

# How to Participate ?

## Registration Guidelines

### Who can Participate :

Global Management Challenge India - Corporate Championship 2021 edition, can be participated by Company Managers, Executives, Entrepreneurs and Members of GMC India Alumni Community.

### Registration Guidelines :

- Each team must consist of **3 – 5 members**, to be eligible for Registration.
- One member of the Team must be designated as Team Captain. All future communication related to competition will be made through Team Captain.
- Any participant can register only with 1 Team in the competition. Any teams with same participant / participants will be disqualified from the challenge.
- For registration as GMC India Alumni Team, one member of the team must be a member of GMC India Alumni community.

### Competition Fee :

There are **No Registration Charges** for participation in Global Management Challenge India.

Only the Teams that qualify for Round 1 (after the results of Qualification Round), must deposit a basic competition fee of **Rs. 12,000 /- per Team** (Rs. 8,000 /- for GMC India Alumni Team), for the issue of Training Certificates and further participation in the challenge.

[Registration Form Link !!!](#)



**Click to Register a  
CORPORATE TEAM**

# GMC India 2020 edition



**3,516**

Managers participated in GMC India 2020 edition

**49**

Organizations nominated Teams in GMC India 2020 edition

**Winner :**

**Team - House of Finance**

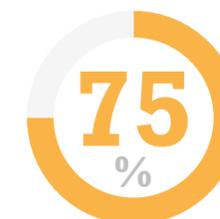
Rourkela Steel Plant, SAIL India



## Participants Feedback :



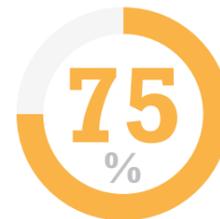
Communication and Team Working Skills



Cross Functional Understanding



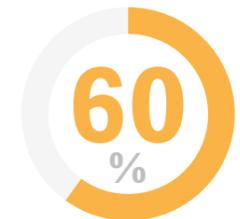
Decision Making & What If? Analysis



Business Models & Working on Excel



Reading Financial Statements



Understanding Business Principals

# Competition Calendar - 2021

## Team Registration & Opening Ceremony :

- Last Date of Corporate Team Registration: **16<sup>th</sup> August, Monday**
- Opening Ceremony and Briefing Session 1: **04<sup>th</sup> September, Saturday**

## Qualification Round (Online) :

- Briefing Session 2: **18<sup>th</sup> September, Saturday**
- Finalization of Groups and Distribution of History: **24<sup>th</sup> September, Friday**
- Qualification Round - Decision 1: **28<sup>th</sup> September, Tuesday**
- Qualification Round - Decision 2: **01<sup>st</sup> October, Friday**
- Qualification Round - Decision 3: **04<sup>th</sup> October, Monday**
- Qualification Round - Decision 4: **06<sup>th</sup> October, Wednesday**
- Qualification Round - Decision 5: **08<sup>th</sup> October, Friday**
- Qualification Round Results: **09<sup>th</sup> October, Saturday**

## Round 1 (Online) :

- Briefing Session 3: **06<sup>th</sup> November, Saturday**
- Finalization of Groups and Distribution of History: **09<sup>th</sup> November, Tuesday**
- Round 1 - Decision 1: **12<sup>th</sup> November, Friday**
- Round 1 - Decision 2: **15<sup>th</sup> November, Monday**
- Round 1 - Decision 3: **17<sup>th</sup> November, Wednesday**
- Round 1 - Decision 4: **18<sup>th</sup> November, Thursday**
- Round 1 - Decision 5: **19<sup>th</sup> November, Friday**
- Round 1 Results: **20<sup>th</sup> November, Saturday**

## Round 2 (Online) :

- Briefing Session 4: **21<sup>st</sup> November, Sunday**
- Finalization of Groups and Distribution of History: **27<sup>th</sup> November, Saturday**
- Round 2 - Decision 1: **29<sup>th</sup> November, Monday**
- Round 2 - Decision 2: **30<sup>th</sup> November, Tuesday**
- Round 2 - Decision 3: **01<sup>st</sup> December, Wednesday**
- Round 2 - Decision 4: **02<sup>nd</sup> December, Thursday**
- Round 2 - Decision 5: **03<sup>rd</sup> December, Friday**
- Round 2 Results: **04<sup>th</sup> December, Saturday**

## National Finals (IMT Ghaziabad, Delhi NCR) :

- Arrival of Finalists at Venue: **17<sup>th</sup> December, Friday**
- Friendship Dinner: **17<sup>th</sup> December, Friday**
- National Finals (5 Decisions): **18<sup>th</sup> December, Saturday**
- GMC India Award Ceremony: **18<sup>th</sup> December, Saturday**

## International Finals (Spain) :

- Global Management Challenge International Finals: **April' 2022**  
(Exact Dates to be announced)

# GMC India

## Events

### Opening Ceremony :

A virtual ceremony between Competition Organizers and all Team Captains.

All teams are given a basic overview on the competition and wished best luck.

The competition organizers also acknowledge the contribution of participating companies and all sponsors.

### Friendship Dinner :

A get together opportunity for all finalists before the National Finals.

Friendship Dinner is an unique networking platform that allows best managerial talent of the country to interact with each other and forge long lasting relationships.

### Briefing Sessions :

Briefing Sessions are a very important of training and format of the competition associated with Global Management Challenge.

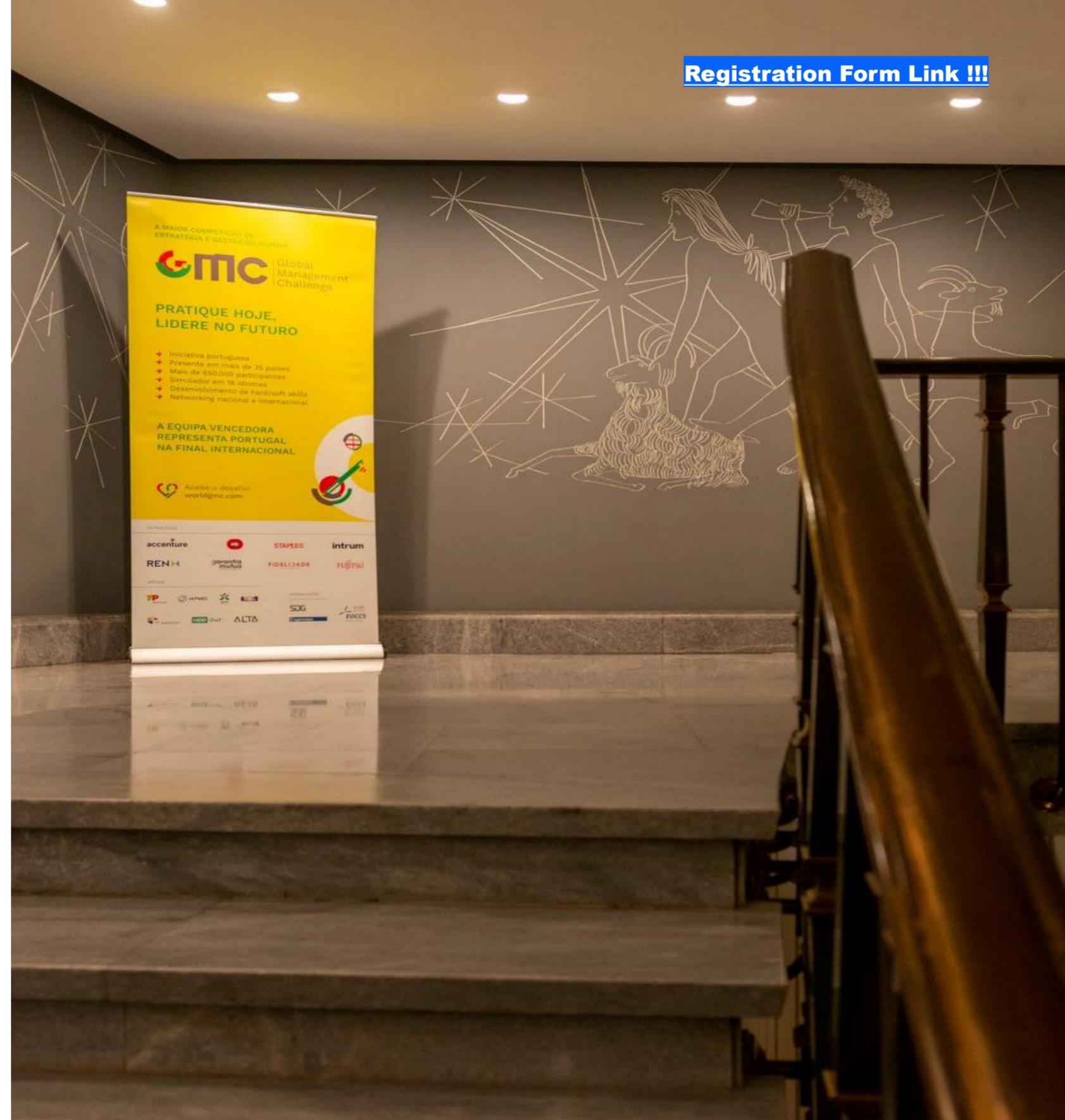
These session allow all participating teams to develop key fundamental business principles, to help them perform well in the competition and further in real life.

### Award Ceremony :

The main event of the competition is the Award Ceremony, where Competition organizers announce the final results of National Finals.

We celebrate the journey of all teams in this mega global event and declare the Team that will go on to represent Team India at World Final.

[Registration Form Link !!!](#)



# More than **600 Companies** participate annually worldwide ...

**Deloitte.**

 Microsoft

 **BOSCH**  
Invented for life

**accenture**  
High performance. Delivered.

 GE Healthcare

*Coca-Cola*

**P&G**

  
vodafone

**SIEMENS**  
Ingenuity for life

 **Nestlé**

**SAMSUNG**

  
**HSBC**

L'ORÉAL  
PARIS

**Lenovo**

**PHILIPS**

  
**Heineken**

  
Mercedes-Benz

**FUJITSU**

  
**BARCLAYS**

 Santander

**Schneider**  
Electric

  
**PEPSICO**

**SONY**

 **legrand**

  
COLGATE-PALMOLIVE

 **RUSSIAN**  
HELICOPTERS

**KPMG**

**GOODYEAR**

*Johnson & Johnson*

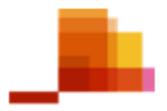
 **Marriott**

  
**TOYOTA**

 **BNP PARIBAS**



**alcatel**

  
**pwc**

# #WorldGMC

# International Media Coverage

Expresso, 18 de dezembro de 2020  
**COMPETIÇÃO**  
**Competição na Índia atinge as 768 equipas**

Cerca de 3500 estudantes e quadros integraram a edição de 2020 da prova neste país



**MARIBELA FREITAS**

A edição do Global Management Challenge 2020 na Índia terminou recentemente, com a vitória de uma equipa formada por quadros. A final nacional realizou-se *online* devido à pandemia, numa edição que contou com a participação de 3518 estudantes e quadros, distribuídos por 768 equipas.

"Devido à covid-19, tivemos de realizar uma série de mudanças, de acordo com as direções governamentais, para garantir o sucesso desta edição. Um dos maiores desafios foi chegar às 768 equipas, já que estávamos no meio de um confinamento, com as pessoas separadas e a trabalhar a partir de casa", conta Lav Agarwal, organizador da competição na Índia. Acredita que o número de equipas atingido é uma prova de que os participantes, em particular os estudantes, percebem os benefícios deste desafio de estratégia e gestão que lhes permite gerir uma empresa. No próximo ano a expectativa é chegar às 1500 equipas. Quanto à final nacional de 2020, realizada *online*, a vitória recaiu numa equipa de quadros e será ela a representante deste país na final internacional, agendada para o primeiro semestre do próximo ano, em Mascu.

**Aprender mais sobre gestão**

Os organizadores indianos realizaram este ano um inquérito aos participantes do Global Management Challenge sobre a sua experiência na prova. Em relação aos resultados de dados financeiros, e isso foi confirmado por 80% dos participantes".

Lav Agarwal acredita que para os estudantes esta competição se assume como uma oportunidade de se colocarem no lugar de um gestor e de tomar decisões num ambiente competitivo. "A maior parte do currículo académico na Índia baseia-se na análise de estudos de caso e no ensino em sala de aula. Portanto, trabalhar num simulador de negócios fornece um novo formato para aprimorar conhecimentos e comparar desempenhos com outros alunos. Os quadros têm ainda a oportunidade de tomar decisões em áreas em que, por norma, não operam, o que lhes permite perceber as prioridades e constrangimentos desses departamentos e assim trabalhar melhor com os colegas dessas áreas, beneficiando a empresa de melhores decisões de gestão, trabalho de equipa e maior produtividade", finaliza Lav Agarwal.

naftsa.com@mgm@expresso.pt

**Namshi wins UAE Global Management Challenge**  
 Team to compete for the world title in Sochi later this year



**ARRANQUE DA SEGUNDA VOLTA** Começa esta semana a segunda volta do Global Management Challenge 2020, com a participação de 55 equipas. As formações estão distribuídas por oito grupos e no quadro acima são revelados os nomes das que após a tomada da primeira decisão, esta semana, ocupam o primeiro e segundo lugares do seu grupo. Esta segunda etapa da competição comporta mais quatro semanas de decisões de gestão, e na quinta e última decisão só as equipas que estiverem na liderança do seu grupo irão integrar a final nacional, agendada para fevereiro do próximo ano. Para já, a IT Sector é a entidade com mais equipas na liderança, com um total de duas.

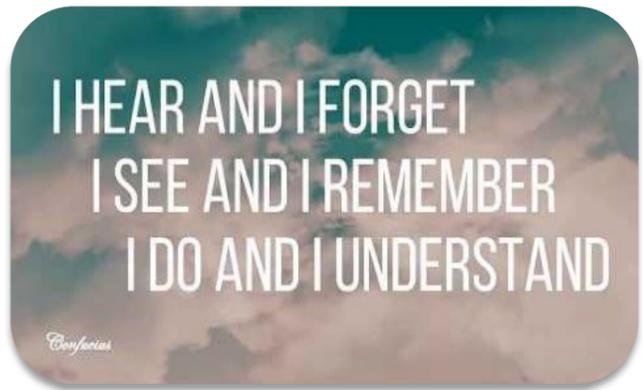
**7.72 من الشركات في الشرق الأوسط تنجح نحو المشاريع الأكثر استدامة**

بيروت - البيان

ويشهد عدد الشركات العاملة في الإمارات زيادة في التوجه نحو العمل "المستدام" والإعلامية فاشترى "فان" وشركته أكثر استدامة وذلك لوفاءه بـ 72 شركة في الإمارات. وأشارت التقارير الصادرة عن الشركة إلى أن 72 من الشركات في الشرق الأوسط تنجح نحو مشاريع أكثر استدامة في مجال المسؤولية الاجتماعية. حيث أصبحت المسؤولية الاجتماعية للشركات جزءاً أساسياً من استراتيجية الأعمال في الإمارات. وفي ظل التقلبات العالمية التي يشهدها الاقتصاد في الإمارات، بدأت الشركات في الإمارات بالاعتماد على مبادئ "المسؤولية الاجتماعية للشركات" التي لها تأثير عميق في المجتمعات العربية. هذه فرصة للشركات التي تسعى إلى الاستدامة وإيجادها في المجتمعات التي تعمل فيها. وهذا ما تقوم به الشركات الأعضاء في المنافسة العالمية التي تنطلق في منافسة الإمارات والمنظمة الأمر عالمياً، جلوبال مانجمنت تشالينج - الإمارات. وقال محمد الفوس، نائب رئيس مجلس إدارة الشركة، إن الأرقام المتعددة المسجلة في الإمارات تؤكد التزامنا التام بتعزيز التنمية المستدامة. جزءاً من استراتيجيتنا كإحدى الشركات الرائدة في الإمارات، ونحن ملتزمون بالتحسين المستمر في الأداء. وهذا هو الهدف من هذا البرنامج، الذي يهدف إلى تعزيز المسؤولية الاجتماعية للشركات في الشرق الأوسط. وهذا هو الهدف من هذا البرنامج، الذي يهدف إلى تعزيز المسؤولية الاجتماعية للشركات في الشرق الأوسط.



International Final Press Conference



Global Management Challenge Presentation



Celebrating 40 Years New Brand



Best Moments International Final Yekaterinburg, Russia 2019



Global Management Challenge In World Media

# GMC

Global  
Management  
Challenge

**The world's largest  
Strategy & Management  
competition !!!**

**CORPORATE  
CHAMPIONSHIP  
INDIA 2021 edition**

For more information, write to us at [info@gmcindia.in](mailto:info@gmcindia.in)

