**Team Members**

* **\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**
* **\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**
* **\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**
* **\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**Round 1 (complete this chart after week 35)**

Completed in class on Feb 19, 2019

Order Delay : …………. ; Ship Delay : ………………

No co-ordination among the group members

Point of sale information available only to retailer

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  | Final Inventory | Final Backlog | Final Weekly Cost | Final Cumulative Cost |
| Retailer |  |  |  |  |
| Distributor |  |  |  |  |
| Wholesale |  |  |  |  |
| Factory |  |  |  |  |

**Round 2 (complete this chart after week 35)**

Homework completed before Feb 26, 2019

Order Delay : …………. ; Ship Delay : ………………

Full co-ordination among group members

Point of sale information available to every role in the supply chain

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  | Final Inventory | Final Backlog | Final Weekly Cost | Final Cumulative Cost |
| Retailer |  |  |  |  |
| Distributor |  |  |  |  |
| Wholesale |  |  |  |  |
| Factory |  |  |  |  |

**Discussion**

Prepare a short writeup on how you played the beer game, what strategies you employed, and how your strategies changed when you played the beer game for the second time compared to the first time (you can use the questions below to prepare your talking points).

1. What was your strategy in the game with respect to order placing and holding inventory?
2. How was the communication and cooperation between various players in the group?
3. When you played the game for the second time, how did your strategy change in terms of – ordering and inventory strategy? cooperation with team members?
4. In round 1, point of sale information was available only to the retailer. In round 2, point of sale information was visible to every member of the supply chain. Did you use this information in your decision making?
5. What lessons from the beer game would you give to supply chain managers?