

## Teacher Testimonials

Students soar from the classroom (theory) to workplace (practice) in a competitive, engaging, dynamic business simulation environment.

Ecoman develops skills including – strategic planning, decision making, entrepreneurship, cost management, sales, marketing, HR, IR, and financial accounting, Ecoman elaborates lifelong skills including – leadership, management, negotiation, collaboration and administrative skills.

Students react with vivacity, invigoration, enthusiasm, drive, determination and fervor. Ecoman is a triumph.

**Amanda Barnes**  
**BGGGS Economics**

The Success of the program speaks for itself. The ECOMAN program is run offsite in a business setting and students dress appropriately. The competitive nature of the simulated business program develops numerous business skills including team building, management, accounting, computer skills, negotiation skills, problem solving, presentation and business etiquette.

Students are challenged, engaged and find the course enjoyable. They develop confidence, versatility and obtain an insight into the running a successful business in an ever changing market situation.

I highly recommend ECOMAN as all students thoroughly enjoy the program that is organized and conducted in a supportive and professional environment with experienced and knowledgeable mentors.

**Kerry Hopewell, Accounting & Business Teacher**  
**Yeronga State High School**

## Parent Testimonial

I am writing to say thank you for the incredible experience the boys had at ECOMAN.

My son was completely engaged and loved it. On Day 1, he came home with a headache, saying he was in charge of HR and had been asked to cut his staff in half, an incredulous look and a “can I even do that – is it legal?” By the end of Day 2, he had decided that running a company was a bit like juggling, but with a few balls and one chainsaw – you had to be very careful to keep it all spinning around and catch carefully, because the consequences would be pretty horrific if you messed it up. They were of course thrilled that they had turned their company around by Day 3. A Wonderful experience!

**Julie, Parent, Brisbane Grammar School**

## Sponsors 2017-2018

- Allens
- BDO
- Chartered Accountants ANZ
- Clayton Utz
- Commonwealth Bank (Ann Street)
- Corrs Chambers Westgarth
- Credit Union of Australia
- Elston
- Flight Centre
- Griffith University, Griffith Business School
- Hays
- Intergen
- Ipswich City Council
- Kennas
- Marsh Pty Ltd
- McCullough Robertson Lawyers
- McNamara & Associates
- Minter Ellison
- Morgans
- NAB (Mt Gravatt)
- Perpetual
- Pitcher Partners
- Queensland University of Technology
- QIC
- Rotary Club of Brisbane Mid-City
- Ulton (Bundaberg)
- Westpac (Queen Street)

**Proudly sponsored by:**

**Sylvia & Charles Viertel  
Charitable Foundation**

## ECOMAN Program



*Students learn the basics of managing a “real” business through the four phases of a business cycle*

**Promoted by the Queensland  
Private Enterprise Centre**



The Queensland Private Enterprise Centre is a non-profit organisation devoted to building a better understanding between business and education.

## ECOMAN

The ECOMAN program is about ECONomics and MANagement – specifically management decision making in varying economic conditions. The program is designed to simulate the impact of management decisions on the operations of a manufacturing company. The program and variations of it originated in Switzerland and is currently running in many Swiss and Belgium schools (and in Queensland). It is an ideal introduction to business for Year 10 students.

The program is designed to run over three days with, optimally, four competing companies of five students. There is a two-day consolidated “short course” version of ECOMAN for groups having difficulty giving up three days of classes, but the three-day program is the preferred option.

Where possible, ECOMAN programs are run at the business premises of sponsors who support QPEC and the Ecoman program.

### What Will Students Learn?

As a co-director of an operating company which has been running (poorly) for ten years, students will attempt to run the company for a further four years.

Students will make decisions affecting demand for their product, sales and marketing decisions, numbers of personnel and training budgets, production machine purchases, outputs and qualities, environmental impacts, borrowings, dividends, and more. They will be aided by model generated management reports and financial statements, and the facilitators.

At the end of the program students will report to shareholders (parents and sponsor’s staff) on their company’s operations and successes, primarily measured by a model generated share price.

### What Are the Outcomes?

Students will gain:

- A deeper understanding of Economic and Business concepts and how they are employed in practice.
- An insight into the commercial realities of operating and managing a business.
- An appreciation of the role of private enterprise in the community.



**For further information contact:**

**Bob Kelsey**

**Education Coordinator**

**Email: rkelsey@bigpond.net.au**

**QPEC Administrator**

**c/o QPEC**

**Email: qpec.ecoman@gmail.com**

**WEBSITE: www.qpec.org.au**

## Student Testimonials

The ECOMAN program is really an amazing experience . . . I particularly enjoyed how realistic the simulation was, the teamwork and the competition between teams. It gave me an opportunity to work with people who I usually wouldn't.

That they (the presenters) treated us like mature adults enhanced the program. The presenters respected our concepts, decisions and opinions . . . the presenters were crucial to the success and enjoyment of the program. The program was one of the highlights of the school year and I will definitely be recommending it to other students.

**Jarred, Kingaroy SHS**

The ECOMAN program provided a welcome break from the theoretical learning of school and allowed us to apply our knowledge to a practical, relevant situation. I believe the program provided an insight into what's involved in running a business and developed our understanding of economic concepts by allowing us to see what they actually mean in business. I think the opportunity to learn from our mistakes and revise our choices in the following years helped us to see the consequences of different choices and being questioned in the AGM by men in actual business helped us understand the different aspects that need to be considered in a company.

**Drew, Toowoomba Grammar School**

The ECOMAN program gave us the experience of an amazing two days. The hands-on involvement and professional knowledge helped us to understand the ins and outs of running a company . . . The program is run by friendly staff and introduces students to a fun learning environment while providing challenges and friendly competition.

**Toby, Immanuel Lutheran College**

Along with my fellow peers, I learnt numerous concepts about running a business . . . My role as “CEO” required me to apply actual skills used in the real world such as teamwork, leadership and informed decision making. I would recommend this highly beneficial program to any future students.

**Crystal, Mansfield SHS**