




A Delaware Public Benefit Corporation

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EDUCATION TO THE POINT

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|--|--|---|
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**BRINGING
EDUCATIONAL
PROGRAMS
TO THE MASSES**

PrecisED, Inc. is a start-up whose mission is to bring educational programs to the masses in a cost-effective manner. The educational programs are designed from scratch to totally leverage technology unlike extant online programs which are nothing but a collection of long and disjointed face-to-face courses that have been ineffectively put online. PrecisED also incorporates optimal human learning in its design.

The Navigation Bar

A Delaware Public Benefit Corporation

PRECISEDONLINE.COM
EDUCATION TO THE POINT

binst1 User ▾



Get started managing your course with the Navigation Bar, at the bottom left.

Home

About Us

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Courses

FAQ's

The Navigation Bar provides multiple reports to review student progress and access to the simulation(s) under your instruction.

Expand or collapse the Navigation Bar, by clicking the button on the left.



Navigation



Home

- Dashboard
- User Management Reports
- TYK & DMQ Performance Reports
- TYK Cumulative Reports
- TYK Wise User Based Reports
- Accounts Performance Reports
- ▼ My courses
 - Small Business

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The left arrow, from the initial *Navigation Bar* view, docks the *Navigation Bar* at the top left (as shown).

Hover over the *Navigation Bar* to expand view.

Navigation

NAVIGATION

Home

- Dashboard
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- TYK Cumulative Reports
- TYK Wise User Based Reports
- Accounts Performance Reports
- ▼ My courses
 - ▶ Small Business

Control the *Navigation Bar*'s position with the **arrow** buttons.

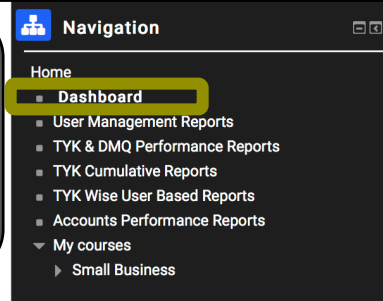
The right arrow, in the shown *Navigation Bar* view, returns the *Navigation Bar* to the original view.



BRINGING
EDUCATIONAL
PROGRAMS
TO THE MASSES

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online

The Dashboard gives an overview of all students' progress in simple graphs for the entire course. The course stats allow for an instant gauge of completion and performance.

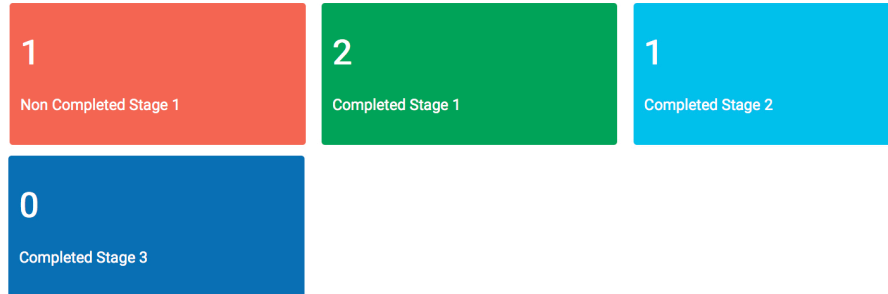


The TYK Performance represents students' performance on all questions answered and unanswered (final grade calculation).

Dashboard

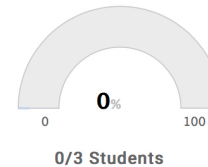
VB - Small Business ▾

Students Count: 3

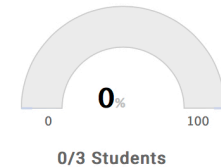


TYK Performance

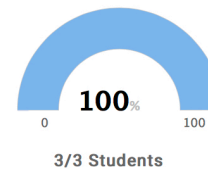
Well Done ($\geq 81\%$)



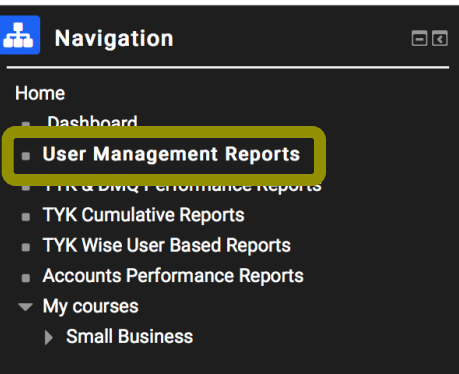
Average ($51\%-80\%$)



Below Average ($\leq 50\%$)



The User Management Report provides a list of all the students enrolled in a particular course along with their contact information.



User Management

FILTER

Course

Small Business

Institution

PRECISED

Filter Reset

REPORTS

Show 10 entries

Column visibility



Search:

| # | ↑↓ | Username | ↑↓ | Role | ↑↓ | Email | ↑↓ | Course | ↑↓ | Institution |
|---|----|------------|----|-------------|----|----------------------|----|----------------|----|-------------|
| 1 | | bstu4 | | participant | | bstu4@gmail.com | | Small Business | | PRECISED |
| 2 | | biancastd2 | | participant | | biancastd2@gmail.com | | Small Business | | PRECISED |
| 3 | | bstu3 | | participant | | bstu3@gmail.com | | Small Business | | PRECISED |

Navigation

Home

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 - TYK Cumulative Reports
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TYK & DMQ Performance

The TYK & DMQ Performance Report provides each student's status in terms of the number of TYKs and DMQs that have completed by the student in that course.

FILTER

Course

Small Business

Institution

PRECISED

Filter

Reset

REPORTS

Show 10 entries

Column visibility



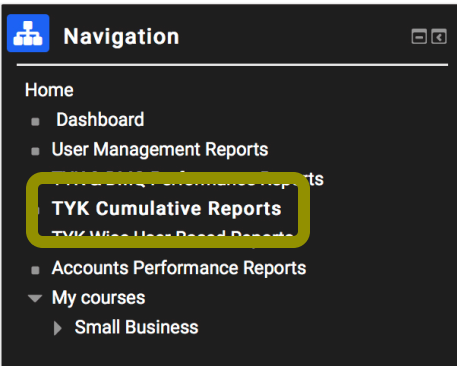
Search:

| # ↑↓ | Username ↑↓ | Course ↑↓ | TYK Status | | | DMQ Status | | | E |
|------|----------------------------|----------------|----------------|--------------|------|----------------|--------------|------|---|
| | | | No of TYK's ↑↓ | Completed ↑↓ | % ↑↓ | No of DMQ's ↑↓ | Completed ↑↓ | % ↑↓ | |
| 1 | bstu4 | Small Business | 31 | 1 | 3 | 22 | 0 | 0 | b |
| 2 | biancastd2 | Small Business | 31 | 17 | 55 | 22 | 7 | 32 | b |
| 3 | bstu3 | Small Business | 31 | 14 | 45 | 22 | 7 | 32 | b |

Test Your Knowledge (TYK) questions evaluate students' understanding of the learning concepts. Each learning concept is followed by a TYK set which consists of several questions.

Decision Making Questions (DMQ) ask for students' decisions on various managerial issues.

The TYK Cumulative Report provides the number of correctly answered questions for each TYK set of questions for each student.



TYK Cumulative Reports

FILTER

Course: Small Business

Stage: Stage 1: Strategizing and Planning a Small I

Institution: PRECISED

Filter

Reset

REPORTS

Show 10 entries

Column visibility




Search:

| # ↑↓ | Username ↑↓ | TYK 1 ↑↓ | TYK 2 ↑↓ | TYK 3 ↑↓ | TYK 4 ↑↓ | TYK 5 ↑↓ | TYK 6 ↑↓ | TYK 7 ↑↓ | TYK 8 ↑↓ | Cumulative Score ↑↓ |
|------|-------------|----------------------|----------------------|----------------------|---------------------|---------------------|---------------------|-----------------------|---------------------|-----------------------|
| 1 | bstu4 | (4 out of 6) 67% | - | - | - | - | - | - | - | (4 out of 6) 67% |
| 2 | biancastd2 | (3 out of 6) 50% | (1 out of 5) 20% | (2 out of 6) 33% | (2 out of 6) 33% | (1 out of 6) 17% | (2 out of 5) 40% | (6 out of 12) 50% | (3 out of 9) 33% | (20 out of 55) 36% |
| 3 | bstu3 | (6 out of 6) 100% | (5 out of 5) 100% | (6 out of 6) 100% | (5 out of 6) 83% | (0 out of 6) 0% | (4 out of 5) 80% | (10 out of 12) 83% | (6 out of 9) 67% | (42 out of 55) 76% |

Home > My courses > Small Business

Selecting the **Course**, in the *Navigation Bar*, allows instructors to view the **Table of Contents**.


Navigation

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My courses

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 - ▶ Stage 1: Learning Concepts
 - ▶ Stage 2: Launching the Small Business
 - ▶ Stage 2: Learning Concepts
 - ▶ Stage 3: Taking a Small Business to the Next Level

Stage 1: Strategizing and Planning a Small Business

- ⚡ You, the City, and the Gourmet Burger Business
- ⚡ Your Strengths and Weaknesses
Not available unless: The activity You, the City, and the Gourmet Burger Business is marked complete
- ⚡ TYK - Resources, Capabilities & Core Competencies
Not available unless: The activity Your Strengths and Weaknesses is marked complete
- ⚡ Competition in the City
Not available unless: The activity TYK - Resources, Capabilities & Core Competencies is marked complete
- ⚡ TYK - Competitive Analysis & Environmental Scanning
Not available unless: The activity Competition in the City is marked complete
- ⚡ Types of Potential Customers in Simile
Not available unless: The activity TYK - Competitive Analysis & Environmental Scanning is marked complete
- ⚡ TYK - Target Market & Segmentation
Not available unless: The activity Types of Potential Customers in Simile is marked complete
- ⚡ Beyond the Burger: Price, Location and Image
Not available unless: The activity TYK - Target Market & Segmentation is marked complete
- ⚡ TYK - Marketing Mix
Not available unless: The activity Beyond the Burger: Price, Location and Image is marked complete
- ⚡ TYK - Positioning
Not available unless: The activity TYK - Marketing Mix is marked complete
- ⚡ Who will Buy and Why?
Not available unless: The activity TYK - Positioning is marked complete

The Administration Bar is visible when a course is selected.


Administration

- ▼ Course administration
 - ▶ Reports

Home > My courses > Small Business > Reports > Activity report

Navigation

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 - Stage 1: Learning Concepts
 - Stage 2: Launching the Small Business
 - Stage 2: Learning Concepts
 - Stage 3: Taking a Small Business to the Next Level
 - Stage 3: Learning Concepts

Administration

Course administration

- Reports
 - Activity report**
 - Activity completion

VB - Small Business

Computed from logs since Tuesday, 19 September 2017, 11:27 AM.

| Activity | Views |
|--|---|
| ⚡ You, the City, and the Gourmet Burger Business | 71 by 11 users Monday, 2 October 2017, 11:27 AM |
| ⚡ Your Strengths and Weaknesses | 38 by 7 users Monday, 2 October 2017, 11:27 AM |
| ⚡ TYK - Resources, Capabilities & Core Competencies | 50 by 10 users Monday, 2 October 2017, 11:27 AM |
| ⚡ Competition in the City | 10 by 4 users Monday, 2 October 2017, 11:27 AM |
| ⚡ TYK - Competitive Analysis & Environmental Scanning | 11 by 2 users Monday, 2 October 2017, 11:27 AM |
| ⚡ Types of Potential Customers in Simile | 4 by 1 users Monday, 2 October 2017, 11:27 AM |
| ⚡ TYK - Target Market & Segmentation | 24 by 3 users Monday, 2 October 2017, 11:27 AM |
| ⚡ Beyond the Burger: Price, Location and Image | 28 by 8 users Monday, 2 October 2017, 11:27 AM |
| ⚡ TYK - Marketing Mix | 25 by 4 users Monday, 2 October 2017, 11:27 AM |
| ⚡ TYK - Positioning | 33 by 4 users Monday, 2 October 2017, 11:27 AM |
| ⚡ Who will Buy and Why? | 180 by 8 users Monday, 2 October 2017, 11:27 AM |
| ⚡ TYK - Value Proposition | 64 by 6 users Monday, 2 October 2017, 11:27 AM |
| ⚡ Estimating the Cost of a Cheese Burger | 48 by 7 users Monday, 2 October 2017, 11:27 AM |
| ⚡ How many need to be sold to make \$\$\$? | 207 by 9 users Monday, 2 October 2017, 11:27 AM |
| ⚡ TYK - Breakeven Analysis and Spreadsheet Modelling | 173 by 5 users Monday, 2 October 2017, 11:27 AM |
| ⚡ Final Decisions - Location, Pricing, Service and Target Market | 311 by 7 users Monday, 2 October 2017, 11:27 AM |
| ⚡ TYK - Pricing Strategies | 44 by 3 users Monday, 2 October 2017, 11:27 AM |
| ⚡ Feedback on your Decisions | 16 by 4 users Monday, 2 October 2017, 11:27 AM |

The Activity Report, in the *Course Administration* section, gives a count of how many students have accessed a particular lesson.

Students are given access to a lesson only after the prior lesson is completed and all TYK questions answered.

A decision, in response to a DMQ, is good if it incorporates all the information available at the time of making the decision and if it is consistent with other decisions previously made. It is not good, otherwise. Quality of the decisions made by the students are measured by Management Decision Quality Index. In this index, each decision question is rated on a 3-point importance scale and each available option of the decision is evaluated as good, fair or poor. MDQI is calculated as the product of the two. In addition to this main effect of decision quality, MDQI moves up or down based on the consistency with other decisions. MDQI, along with TYK scores and profitability as judged by the student's ability to predict demand on a daily basis in Stage 2, is used to evaluate a student's performance.

Bonus Spin – The Management Luck Index (MLI)

Sometimes It's Better to be Lucky than Smart

Being in the right place at the right time (also called getting lucky) is part and parcel of any business. Many unforeseen changes which can help or hurt a business take place in external environments. Certain decisions that didn't seem to be good decisions, rationally speaking (for which students may have lost MDQI points), might turn out to be good due to environmental changes. Likewise, certain good decisions might turn out to be less than favorable later on due to environmental changes. In addition to environmental changes, other unpredictable factors like the skills and personalities of your new hires or unforeseen interactions with important individuals or corporations can bring unexpected revenue or losses to businesses. Sometimes one can succeed in taking credit for these random events and claim that decisions were great, but that's in fact not true. Therefore, instead of MDQI increasing or decreasing because the past decisions turning out to have unintended positive or negative consequences, a new index called **Management Luck Index (MLI)** has been created. (Yes, we call it simply what it really is – luck.)

To simulate whether students get lucky or unlucky, students spin a wheel that has different outcomes with different probabilities. There are several situations throughout the simulation where students can get lucky or unlucky. The categories of outcomes, the probabilities and the impact on **MLI** depend on the situation and are spelled out in detail when those situations arise in the simulation.

Instructors decide whether **MLI** influences students' grades and, if so, how.

Overall rank is determined as follows:

Let A_i B_i C_i D_i be the four raw scores on the 4 grading factors (TYK, MDQI, Profitability and MLI) for individual i . Each raw score is standardized to SA_i SB_i SC_i SD_i by subtracting the mean and dividing by the standard deviation. Overall score G_i for individual $i = w_1SA_i + w_2SB_i + w_3SC_i + w_4SD_i$ (Recommended weights --- 40 (TYK), 40 (MDQI), 20 (profitability) and 0 for MLI. (Use MLI as extra credit points.)

FILTER

Course

Entrepreneurship

Filter

Reset

REPORTS

*Scores & Rankings are displaying upto stage 2

| # | Username ^{↑↓} | Student Name ^{↑↓} | TYK Score ^{↑↓} | TYK SD ^{↑↓} | TYK WS ^{↑↓} | TYK Rank ^{↑↓} | Profitability Score ^{↑↓} | Profitability SD ^{↑↓} | Profitability WS ^{↑↓} | Profitability Rank ^{↑↓} | MDQI Score ^{↑↓} | MDQI SD ^{↑↓} | MDQI WS ^{↑↓} | MDQI Rank ^{↑↓} | MLI Score ^{↑↓} | Total WS ^{↑↓} | Overall Rank ^{↑↓} |
|---|------------------------|----------------------------|-------------------------|----------------------|----------------------|------------------------|-----------------------------------|--------------------------------|--------------------------------|----------------------------------|--------------------------|-----------------------|-----------------------|-------------------------|-------------------------|------------------------|----------------------------|
| 1 | brrsell13 | brrsell13 student | 37 | 1.1501 | 0.46 | 1 | 67990 | -0.97 | -0.194 | 3 | 108 | 0.5746 | 0.2298 | 1 | 112 | 0.4958 | 1 |
| 2 | brrsell12 | brrsell12 student | 24 | 0.1792 | 0.0717 | 2 | 72109 | -1.1022 | -0.2204 | 4 | 96 | 0.3134 | 0.1254 | 4 | 97 | -0.0233 | 4 |
| 3 | brrsell14 | brrsell14 student | 24 | 0.1792 | 0.0717 | 2 | 22817 | 0.4798 | 0.096 | 1 | 107 | 0.5528 | 0.2211 | 2 | 106 | 0.3888 | 2 |
| 4 | brrsell11 | brrsell11 student | 23 | 0.1046 | 0.0418 | 4 | 25921 | 0.3802 | 0.076 | 2 | 97 | 0.3352 | 0.1341 | 3 | 112 | 0.2519 | 3 |
| 5 | brrsell15 | brrsell15 student | 0 | 0 | 0 | 5 | 0 | 0 | 0 | 5 | 0 | 0 | 0 | 5 | 0 | 0 | 5 |

Ranking Report

FILTER

Course

VB - Select

Filter

Reset

REPORTS

*Scores & Rankings are displaying upto stage 2

Show : 10 Per Page

Column visibility



Search :

| # | Username ↑↓ | Student Name ↑↓ | TYK Score ↑↓ | TYK Rank ↑↓ | Profitability Score ↑↓ | Profitability Rank ↑↓ | MDQI Score ↑↓ | MDQI Rank ↑↓ | MLI Score ↑↓ | Avg Rank ↑↓ | Overall Rank ↑↓ |
|---|-------------|-------------------|--------------|-------------|------------------------|-----------------------|---------------|--------------|--------------|-------------|-----------------|
| 1 | brrsell11 | brrsell11 student | 24 | 4 | 17018 | 1 | 96 | 5 | 100 | 3.33 | 3 |
| 2 | brrsell15 | brrsell15 student | 66 | 2 | 22485 | 2 | 112 | 2 | 106 | 2 | 1 |
| 3 | brrsell12 | brrsell12 student | 24 | 4 | 25988 | 3 | 108 | 4 | 100 | 3.67 | 5 |
| 4 | brrsell13 | brrsell13 student | 30 | 3 | 27852 | 4 | 109 | 3 | 100 | 3.33 | 3 |
| 5 | brrsell14 | brrsell14 student | 70 | 1 | 85321 | 5 | 124 | 1 | 103 | 2.33 | 2 |

Overall Rank is determined by the average ranks of the 3 individual ranks of TYKs, MDQI and Profitability Score. (MLI can be used as bonus points at the instructor's discretion.)