

NEWSLETTER



BUSINESS SIMULATION BOOT CAMP -1ª EDIÇÃO



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Business Simulation Boot Camp -1st Edition

In December 2019, ITIS launched the first edition of the Business Simulation Boot Camp project. The Boot Camp project is a Business and Entrepreneurship Vacation Course for Children and Teenagers aged between 11 and 16 years of old. The course takes place in a Business Simulation Environment Laboratory and is based on SPEE (System of Business Practices and Entrepreneurship).

During the training, the trainees were endowed with business management knowledge across different topics such as business model creation, notions of finance, taxation, HR and salary processing, and other topics, in order to strengthen their skills and behaviors; the main goal is to stimulate their self-confidence, creativity, teamwork and assertive communication.

One of the biggest concerns of educators (or parents?) is to provide their children with 21st century skills like entrepreneurship, leadership and innovation, and likewise with educational institutions and companies,

in relation to their employees. In this perspective, the course provided an opportunity for trainees to get familiar with concepts and decision-making mechanisms based on assumptions of business management science. Indeed, the simulations in the laboratory allowed trainees to learn about the different ways of identifying and taking advantage of opportunities in a specific business context and to trigger the process.



Awakening the Entrepreneur Spirit in Children and Teenagers



Entrepreneurship taught as a way of expressing talent, of discovering the purpose and the relationship with work helps children and teenagers to find their own role in society. In this light, the trainees were guided and encouraged to make knowledgeable decisions, to defend their points of view, in a succinct way, and to express opinions independently. It is a strategy that will allow trainees, in their adulthood, to find the shortest/best/most feasible path to success. In fact, at all ages, people need to learn to make decisions, so in this course, participants learned how to conduct a company project from the beginning to the end.

During the Business Simulation Boot Camp course, participants were trained to know how to solve their problems creatively, since they already have a vision about banks, public institutions, and

other stakeholders, as well as how they work and how opening a commercial company, based on the program's motto: if you make a bad product, you don't have to try to sell it well.

Participants acquired practical knowledge on how to start a company and its interaction with other stakeholders like banks and public institutions.

The Business Simulation Boot Camp Scientific and Pedagogical Coordinator was Professor Doctor Ismael Cassamo and Content manager Professor Lucília Marques. The project's tutors were Gércia Sequeira, Gildo Cossa, Vali Issufo, Quincardete Lourenço, and Marlene de Sousa. With a dynamic and interactive program, the training had, from start to finish, games, group dynamics and networking with different individuals and ITIS partner organizations.

Prof. Doutor Ismael cassamo

Scientific and Pedagogical Coordinator

General Director at the National Institute for Educational Development, co - founder of ISCIM and Chairman of the ISCAM installation committee.



Gércia Sequeira

Tutor

Co-founder of ITIS (Institute of Technologies, Innovation and Services), President of AMPETIC and Master trainer for business development.



Dra. Lucília Marques

Responsible for Contents

Advisor to the Order of Accountants and Auditors of Mozambique - OCAM (2014 to date) and Managing Partner of Luteconta, Lda.



Marlene de Sousa

Tutor

Attitude CEO, HR Forum founder, HR Association Assembly Chairman and Femetech Certified Trainer.



Quincardete Lourenço

Tutor

Managing Director and Founder of FPB-Future Proof Building, Angel Investor and Startup Mentor.



Gildo Cossa

Tutor

CEO - OCAM, co-developer of Business Simulation Project and YALI (young leaders African initiative) trainer.



Vali Issufo

Tutor

Co-founder of ITIS (Institute of Technologies Innovation and Services), co-developer of Business Simulation Project and YALI (young leaders African initiative).



Mohammad Riaz Aziz

Tutor

Teacher and Researcher at ISCTEM, Trainer Trainer Simulation platform Business and MBA in Business Management PROGRAM



During the program, all trainees identified business opportunities, formed partnerships, formed companies, developed all management activities,

from creating contracts, going through routine activities to demonstrating the financial results of their companies.

About the course sessions

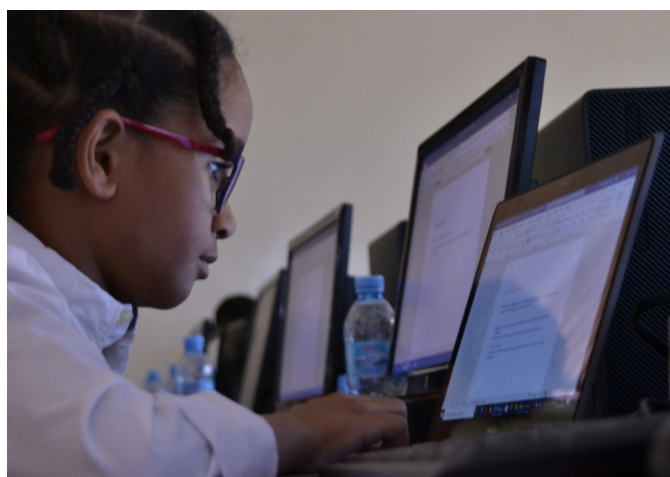
During the two intense weeks of training, several sessions took place which represented various moments of learning and practical application of the

knowledge acquired by the participants in the event. Here are the main moments of the project:

“Expand Your Money” Challenge

At the beginning of the training, the trainees had the “Expand Your Money” challenge, which consisted of delivering 100 MT to each of them, so that they would multiply 10 times of the amount, until the end of the training. Each of the children created an idea

to expand the value. Simultaneously, simulations of various businesses were carried out during the training, and, in the end, each participant learned a great lesson on finance, negotiation and creativity.



Internet security

The topic “Internet security” was addressed by Dr. Carlos Cumbana, representing AMPETIC, highlighting the need for internet users to be aware of the risks and precautions to be taken.



Everyone can be an entrepreneur

Idealab delivered a dynamic activity with the theme “Everyone can be an entrepreneur”, where they learned the main principles to become entrepreneurs as well as received tips to engage in the business of entrepreneurship, unraveling some myths common in this area, having as main learning outcome that everyone can be entrepreneurs. This session was conducted by Hélica and Amarildo.



Business Networking



The Business Networking session was held on December 6, at the premises of IPEME (Institute for the Promotion of Small and Medium Enterprises). The trainees had the opportunity to interact with some renowned Mozambican individuals, namely Rapper and Lawyer Iveth Mafundza, the representative of IPEME Guidione Ndonga, the entrepreneur Arcélio Tivane, the writer Pedro Pereira Lopes, the representative of the Tax Authority Natércia Manhenje, the representative of the BCI Heisler David and the tutors of the training.

In her speech, Iveth Mafundza, started by quoting Augusto Cury, “Semeador de sonhos”, declaring that she did not intend to put dots in the trainee’s dreams,

but commas, and that everyone should dream big, without inhibition and limits. For example, she advised trainees not to be afraid to aspire to be presidents of the republic or scientists who discovered the cure for HIV, etc. Natércia Manhenje addressed the importance of paying taxes and contributing to Mozambique’s financial independence. Later on Arcélio Tivane spoke about the importance of savings for the generation of wealth.

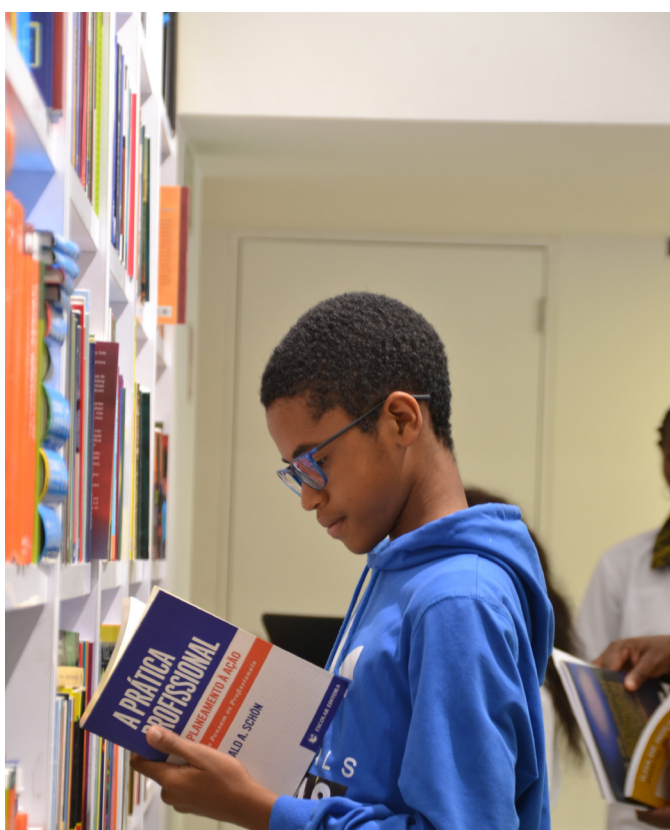
Essentially, the speakers shared their experiences and gave important advice to the trainees, who had the opportunity to present their fictional companies and answer questions about the business world.



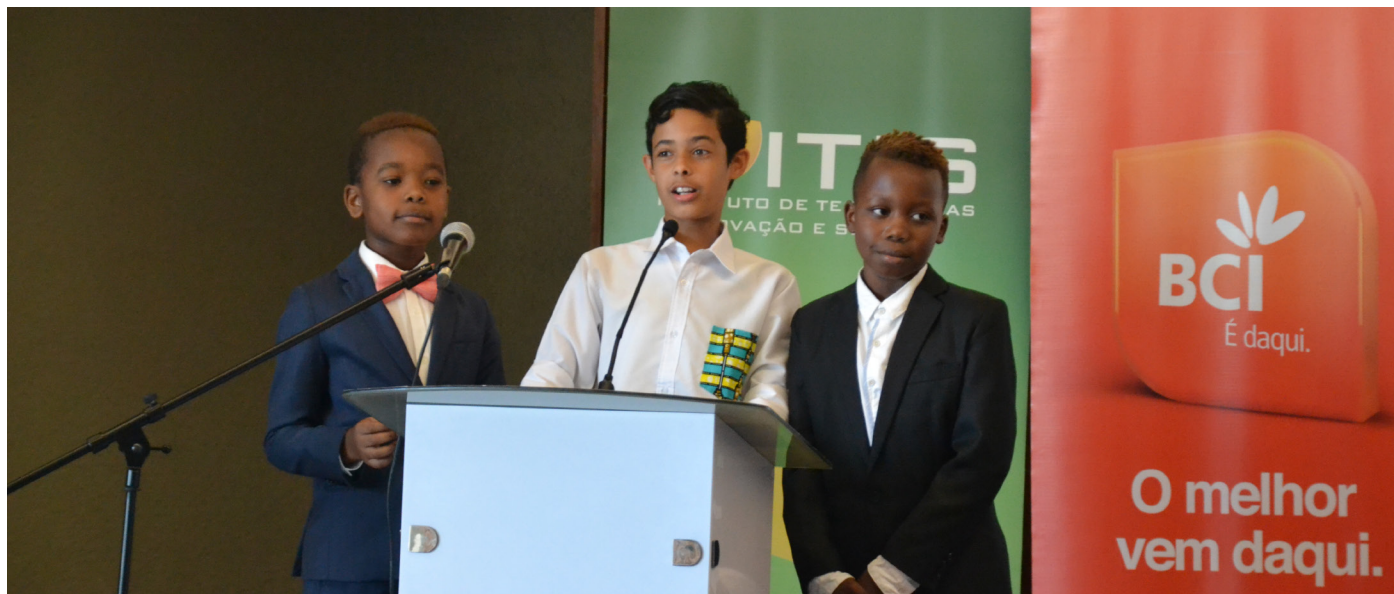
Visit Minerva

One of the activities carried out during the training was a visit to the Minerva Continental bookstore, the oldest bookstore in Mozambique and one of the oldest on the African continent, in permanent operation. The trainees had the opportunity to explore a harmonious

and modern environment ranging from books for all tastes and ages, games, gadgets and a café. It was very relaxed learning and networking moment, both for the trainees and for their guests.



General Meeting of Accountability



The Business Simulation Boot Camp program ended on December 13, 2019, in the auditorium of the Head Office of Banco Comercial e de Investimentos (BCI). The trainees were publicly accountable and shared emphatically their learning experience throughout the program.

At the closing ceremony, trainees received certificates and a license from the ITIS Commercial Management System (SGC), valid for one year, and gifts from our partner BCI. The ceremony was

attended by our partners, representatives of primary and secondary schools in Maputo and guardians.

The second edition of the program, in 2020...

Due to the positive feedback from the participants, the second edition is scheduled for 2020, as well as the integration of the project, in schools, as an extracurricular activity, at the request of the guardians who were unable to register their children on the first edition.



Meet our trainees and their companies

Houses manufactured with recyclable material

Two Mozambican teenagers, namely Nalik Jaintilal and Purvik Narendrakant, with the company PN Constructing Company, propose to revolutionize the real estate sector, with the introduction of houses manufactured using recyclable material. This initiative emerged as a way to provide low-cost urban housing for the population. The referred company started its activity with capital resulting

from the savings of the partners and, later, obtained financing from BCI-Virtual Bank. Initially, the company sold around 42 houses, from type 1 to type 4 and intends to expand the innovative business, throughout Africa, in order to lead the future of the recycling-based real estate sector.

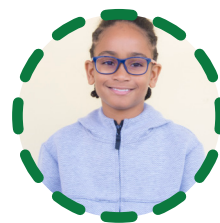
Nalik Jaintilal

Partner

Age: 11 Anos

Dream Profession: Arquitecto

Academic Level: 5ª Classe



Purvik Bauvescumar

Partner

Age: 14 Anos

Dream Profession: Empresário

Academic Level: 9ª Classe



Sale of smartphones by installments - A business model adjusted to the characteristics of the market in Mozambique

Smartphone prices are no longer the same, since the day Edilson Alberto and António Jossefa Júnior decided to create a new marketing model. The initiative originated because of the growing need for Mozambicans to have access to a smartphone for everyday use, whether for work or leisure, on social networks. This led the company's two founders to

create a new business model in the sector, which allows anyone to access a smartphone at a low cost. In fact, unlike any other company, at EA Cells, you can buy a smartphone at any time and place and pay in installments.

Edilson Alberto

Partner

Age: 15 Anos

Dream Profession: Empresário

Academic Level: 10ª Classe



António Jossefa

Partner

Age: 17 Anos

Dream Profession: Engenheiro

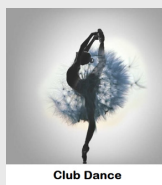
Academic Level: 11ª Classe



Dance as a corporate element

Thanks to the innovation of Taynara Sing and Tayra Cossa dance has become a corporate motivational element. Indeed, the growing recognition of human resources or people as critical elements for the success of organizations, arose in Taynara and Tayra the idea of introducing dance as a motivational element, which resulted in the creation of a new business model, for the entertainment sector, making dance

a corporate element. Taynara and Tayra's company provides services to other companies, teaching their employees to master body expression, stimulating their creative capacity and increasing productivity. This company offers several dance packages for companies, from the traditional marrabenta to the waltz.



Club Dance

Taynara Sing

Partner

Age: 13

Dream Profession: Médica

Academic Level: 8^a



Tayra Cossa

Partner

Age: 12

Profissão de Sonho: Advogada

Academic Level^a



Customized software

Mozambican companies now benefit from software developed, personalized for the client. The innovation is brought by Danilo Tembe and Imran Jafar, two young innovators, who identified as a challenge to the competitiveness of Mozambican companies, the adaptation of their business models and operation to

standardized software. In the perception of the two innovators, each company has its own standards and needs, so it is essential to provide software for each case. Softwave develops software personalized to the client's needs and aspirations.

Imran Jafar

Partner

Age: 12

Dream Profession: Informático

Academic Level: 7^a



Danilo Tembe

Partner

Age: 11

Dream Profession: Cantor

Academic Level: 5^a



"Real estate company focused on customer satisfaction"

Micaia Aneth, future financial manager, and Letícia Nhaúle, future medical surgeon, created Royalshack Imobiliária, a company dedicated to the sale and rental of houses to warehouses, with the competitive advantage of focusing on customer satisfaction. Royalshack believes in the importance of investing

in customer relations and satisfaction, with a view to growing sustainably, becoming a reference in the provision of quality services, and a brand, in the local and regional market.



Letícia Nhaule

Partner

Age: 13

Dream Profession: Médica

Academic Level: 8^a



Micaia Tsenane

Partner

Age: 17

Dream Profession: Gestora Financeira

Academic Level: 11^a



The 3R Principle: Reduce, Reuse and Recycle

Abel Dabula and Dua Mendon created the company Move Office which aims to revolutionize the office supply sector. By resuing material, they aims at cutting costs and promote environmentally sustainable actions.

Move Office is a Mozambican company that intends to sell office material made from recycled material. It is a business model that brings countless benefits,

from the point of view of public health, as it leads to the reduction and prevention of risks derived from environmental impacts and the exploitation of natural resources. At the economic level, the model provides benefits resulting from the reduction of expenses necessary to generate products from raw materials and promotes the generation of jobs.

Dua Mendoza

Partner

Age: 14

Dream Profession: Engenheira Informática

Academic Level: 9^a



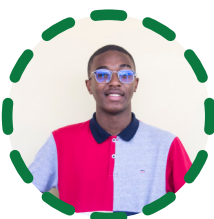
Abel Dabula

Partner

Age: 17

Dream Profession: Gestor de Empresas

Academic Level: 9^a



Cheap and comfortable houses

Edilene Maholela and Zaynab Jamal, creators of the company Imobiliary House, believe that this is the ideal time to invest in real estate, taking advantage of the growth of the sale and rental market in Mozambique. Considering the growth conditions of the Mozambican economy and the growing demand

for space, in the market, the sale and rental of real estate appear as highly credible investment options. In this context, Imobiliary House intends to establish itself in the market, at the national level, by offering reliable real estate solutions, at affordable cost and with personalized service.

Edilene Maholela

Partner

Age: 12

Dream Profession: Médica

Academic Level: 7^a



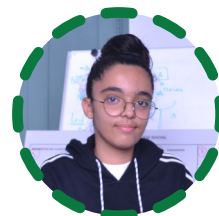
Zaynab Jamal

Partner

Age: 14

Dream Profession: Empresária

Academic Level: 9^a



Cybersecurity: the profession of the future

Currently, the Internet is present in the daily lives of a large part of the population and especially of organizations. Despite the great benefits of the Internet it requires that some precautions be taken and, for this, it is important that companies are informed of the risks to which they are exposed, so that they take the necessary preventive measures. In order to try to reduce risks and protect themselves, it is important that companies adopt a preventive attitude and turn attention to safety habits incorporated in their routines, regardless of issues such as location,

technology or means used. It was with this in mind that Rui Cabo and Yuri Muianga formed a partnership that resulted in the creation of RY System, a company that sells and installs software to prevent cyber-attacks. In this sense, having, as a value proposal, the sale of security software at a special price for small, medium and large companies, RY Systems focuses on ensuring the security of companies against fraud, espionage, and theft of files or passwords, which are just some of the main problems that companies may face in this environment.

Rui Cabo

Partner

Age: 15

Dream Profession: Engenheiro Petrolífero

Academic Level: 10^a



Yuri Muianga

Partner

Age: 15

Dream Profession: Engenheiro Informático

Academic Level: 11^a



RY SYSTEM
CREATING TECHNOLOGY

Commercialize quality office supplies and become the market leader

Created by Muntope Chipande and Jaime Monteiro, in order to meet the needs of several companies in the market, Papelaria Nêmesis aims to be a nationwide company and contribute to the personal and professional development of its customers, through

the sale of material quality office, which includes delivery services throughout the city of Maputo. The Nemesis Stationery is focused on customer satisfaction and innovation.



Muntope Igor

Partner

Age: 15

Dream Profession: Diplomata e Empresário

Academic Level: 10^a



Jaime Monteiro

Partner

Age: 15

Dream Profession: Engenheiro Químico

Academic Level: 10^a



"Consoles for all": A new Sales Concept

An innovative trio made up of Dwayne, Lenn, and Neal created a business model that allows anyone, regardless of their financial standing, to have a console. The trio, which created the business with savings and financing from BCI's Virtual

Bank, intended to unite families and improve their interaction through games from their consoles. The games placed on the market, by the company Wolf Gaming, available for family gaming. The company has the virtue of bringing classic games as well as the most current ones, guaranteeing fun for all ages.

Dwayne Tembe

Partner

Age: 9

Dream Profession: Empresário

Academic Level: 5^a



Lenn Cossa

Partner

Age: 9

Dream Profession: Empresário

Academic Level: 5^a



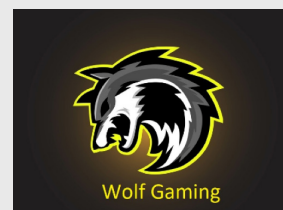
Neal Simões

Partner

Age: 13

Dream Profession: Jogador de Futebol

Academic Level: 8^a

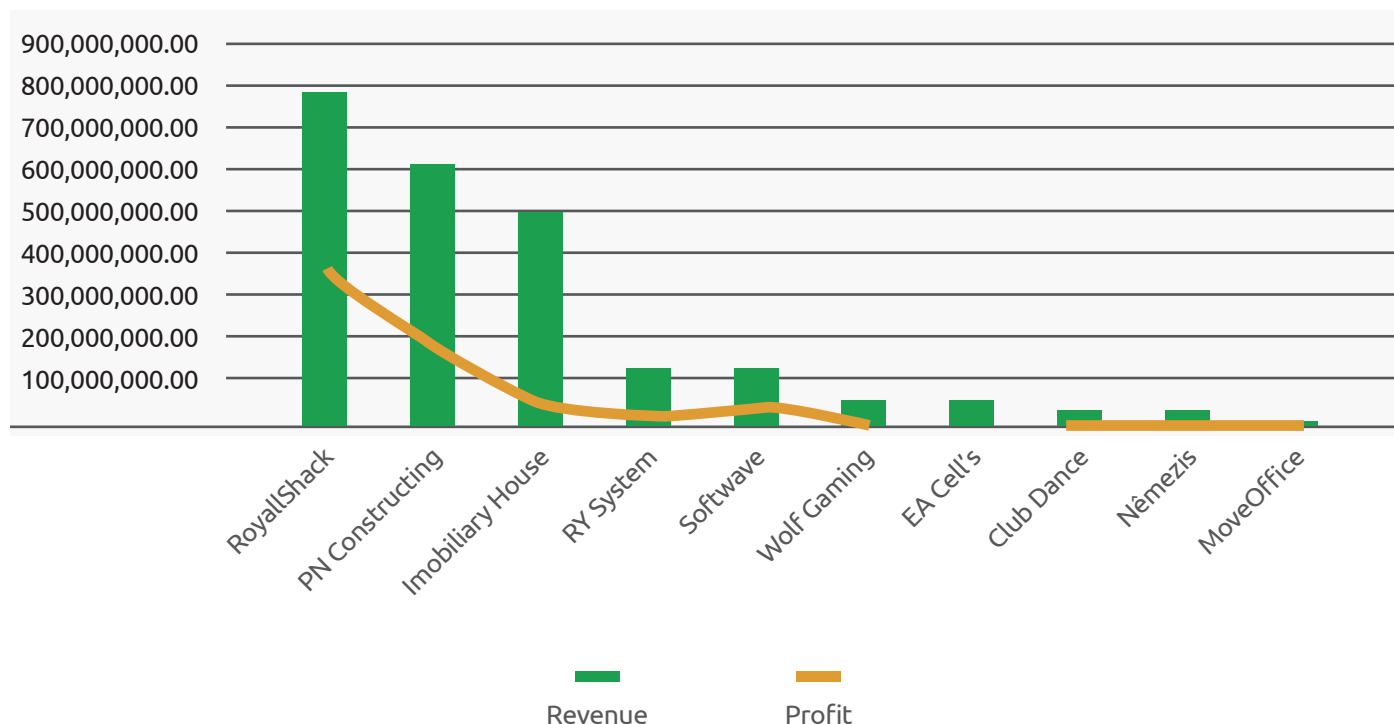


The Ranking of the Best Simulated Companies in 2019

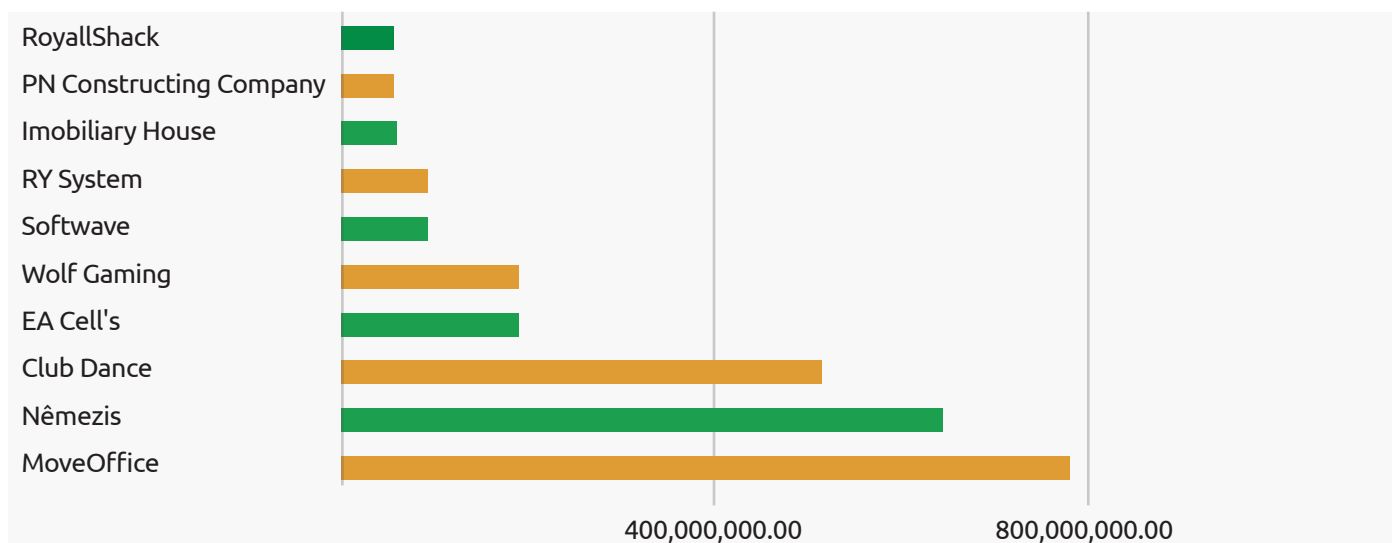
The Best Simulated Companies of Ranking 2019 is based on Turnover (Revenue) and is led by companies in the Real Estate Sector, followed by the Technology, Office Supply and Recreation sector.

Classification	Companies	Sales Amount	Profit
1	RoyallShack	788,900,600.00	334,693,379.00
2	PN Constructing Company	619,621,200.00	134,923,396.00
3	Imobiliary House	497,080,800.00	64,326,655.00
4	RY System	146,267,784.00	26,433,052.00
5	Softwave	144,005,472.00	48,829,213.00
6	Wolf Gaming	42,946,956.00	7,786,399.00
7	EA Cell's	41,116,098.00	
8	Club Dance	31,300,000.00	9,356,528.00
9	Nêmezis	27,698,112.00	7,387,239.00
10	MoveOffice	23,673,600.00	2,764,233.00

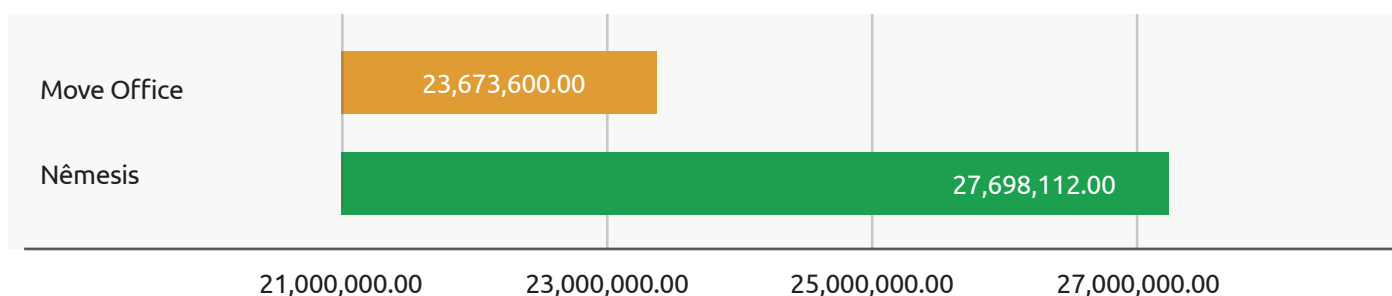
Ranking by Turnover and Profits



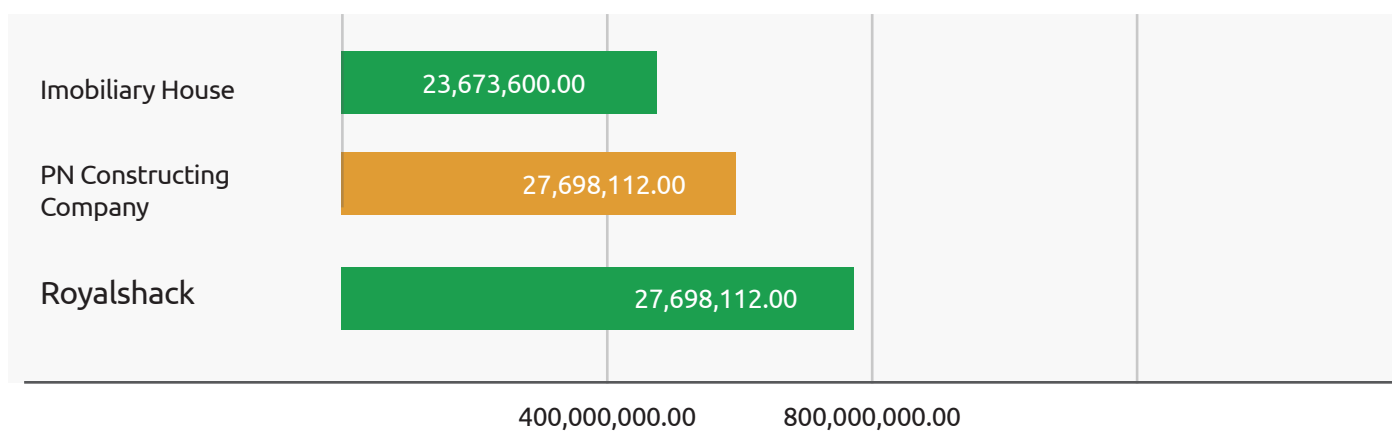
Rating On Turnover



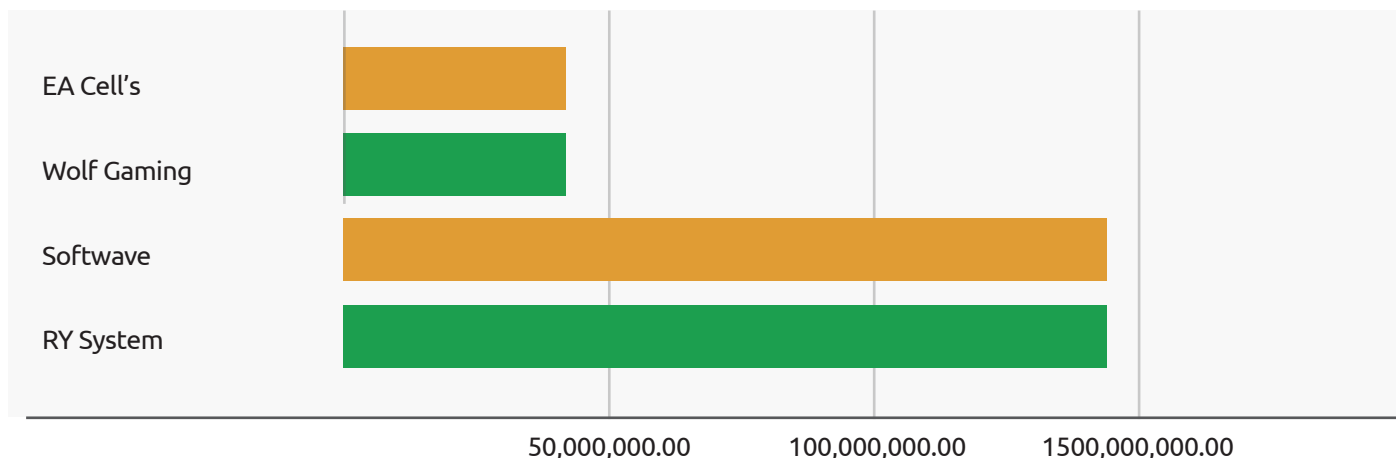
Office Supplies



Real Estate Sector



Technology Sector



Enhancing Your Daily Work With IT Tools



Enhancing Your Daily Work With IT Tools





Datasheet

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