SMART LEARNING
IN A WORLD OF DIGITAL TRANSFORMATION PROCESSES

About Serious Business Games
Serious Business Games is becoming a growing topic among HR and L&D professionals worldwide. It has been used for developing technical skills for a long time now but with the appearance of game-based solutions for soft skills development while game-based learning has called the attention throughout the market.

5 great reasons to learn whilst playing
- Fill your LMS with innovative internal audit learning opportunities
- Surprise your employees with an entertaining training format
- Offer internal audit training worldwide on multiple devices
- Increase employees’ interest in further audit education
- Learn in a familiar language in up to 12 languages

Web
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Game Based Learning, Serious Business Games and Gamification

About Serious Business Games

Our Serious Business Games Products

Pacific, ADA, 2100, Triskelion, Merchants

Serious Business Game | PACIFIC
Serious Game on Audit Leadership and Audit Engagement Management

Serious Business Game | ADA
Serious Business Game for internal Audit Communications, training and employee onboarding

Serious Business Game | 2100
Serious Business Game for Audit Engagement Management customer service

Serious Business Game | TRISKELION
Serious business Game for time management and personal productivity

Serious Business Game | MERCHANTS
Serious Business Games for negotiation and conflict resolution

Case Studies

What do our customers think about Serious Business Games?

Case Study | Abu Dhabi Airports
Serious Business Games – Successful Internal Audit Training

FLAi 2018 & Campeonato de auditores internos
Alianza de colaboración
Summarizing
That is where game-based learning comes into the scene. Game-based learning happens when the game itself is teaching the student. Imagine the story of a game or its characters are teaching you concepts. Suppose the game integrates a simulation that allows students to practice those concepts and receive personalized feedback. Then the learning is happening through the game. The game is ensuring experiential learning is taking place. Some role-plays, simulations or group dynamics are examples of game-based learning used in the past. Video game technology has boosted the possibilities of these tools.

About Serious Business Games
Serious Business Games is becoming a growing topic among HR and L&D professionals worldwide. It has been used for developing technical skills for a long time now but with the appearance of game-based solutions for soft skills development while game-based learning has called the attention throughout the market. In the rush, some concepts like “gamification” and “game-based learning” are still getting confused.

Gamificación
We can use gamification to help our training purposes but gamification is not a training tool itself. Gamification uses game mechanics to engage students in our training efforts. Some of the gamification techniques used are: competition, stories, achievement, levels, status and rewards. We can certainly use these techniques to increase motivation, make our training fun, engage students and improve completion rates but they will not help to make students learn. The learning process requires a concept to be learnt, the ability to put this concept into practice and the possibility of receiving personalized feedback as to visualize the results of our performance.

Game learning process requires a concept to be learnt, the ability to put this concept into practice and the possibility of receiving personalized feedback.

Game-based learning
That is where game-based learning comes into the scene. Game-based learning happens when the game itself is teaching the student. Imagine the story of a game or its characters are teaching you concepts. Suppose the game integrates a simulation that allows students to practice those concepts and receive personalized feedback. Then the learning is happening through the game. The game is ensuring experiential learning is taking place. Some role-plays, simulations or group dynamics are examples of game-based learning used in the past. Video game technology has boosted the possibilities of these tools.

Game learning process requires a concept to be learnt, the ability to put this concept into practice and the possibility of receiving personalized feedback.
We are going to offer you several reasons why the Serious Business Games are an excellent opportunity to take into account into your company trainings.

**Efficiency and results go hand in hand**

We could summarize it in the following points:

1. Learn how to increase your completion rate up to 90%
2. Discover the key ingredients for improving user motivation and engagement
3. Find out how to turn your users into professionals, not only readers or attendants
4. Learn how to make your training experience better and more effective

**Why a Serious Business Game?**

As it has become evident in several studies, among them we highlight the one carried out by the Technical University Federico Santa María Valparaíso (Chile). Learning through play, there are a series of variables that are repeated when we use this way of internalizing knowledge:

1. Increases leadership
2. Improves decision-making
3. Optimizes time and task management
4. Boosts conflict resolution
5. Improves communication

**And all this is provided by the Serious Business Games?**

Indeed, mainly because they allow us to:

**Useful content:**
Skills with a direct impact: leadership, negotiation, time management, personal productivity and customer service.
Skills turned into a set of tools, strategies and techniques which are directly applicable.

**Gamification:**
Storytelling, badges and levels to generate ‘engagement’.
Rankings and challenges to increase motivation in the participant.

**Game-based learning:**
Sophisticated simulators representing real situations.
Safe environment for the employee to practice and receive feedback for improvement.
Our Serious Business Games Products

PACIFIC
Serious Game on Audit Leadership and Audit Engagement Management

General description:
Pacific is a survival adventure that challenges the student to escape with a team from a desert island where they are stranded following a plane crash. The chances of escaping with their lives will depend on the student’s ability to manage and motivate the team.
Pacific is an online course based on a simulator that recreates real-life audit leadership management situations to practice their leadership skills and manage teams effectively.
Pacific is available in many different languages.

ADA
Serious Business Game for internal Audit Communications, training and employee onboarding

General description:
The year is 2127. A post-apocalyptic world. Civilization as we know it has disappeared. The dark shadow of extinction hangs over humanity. And you are our only hope for saving the last survivors of a species on the brink of extinction.
This is the scenario the student encounters in this adventure packed with challenges, tests and obstacles, in which knowing your company becomes vital for achieving the great objective: saving humanity.
As a tool embodied as a Serious Business Game designed for use by human resources, training and development, communications and recruitment departments, ADA is proficient in converting any communication, training, employee onboarding process...into an exciting and fun experience capable of involving all employees.

Currently available trainings:
- Process & Performance Audit
- Operational Audit Tool Set
- Quality Management Internal Audit

✓ Audit Report Writing
✓ IARCA Methodology
✓ Data Protection Audit

International Audit Trainings

More information & videos
@TheAuditChallenge
2100
Serious Business Game for audit engagement management customer service

General description:
2100 is a futuristic adventure in which we travel forward in time to begin from zero in a huge corporation. The goal is to become the company's CEO. Your success ... or failure will depend on your capacity to listen to, help and take care of your customers.
2100 is the first simulator on the market specializing in developing audit engagement management customer service skills and recreates up to 27 „real“ situations to work on a total of 17 skills.
2100 is available in several languages.

Our Serious Business Games Products

TRISKELION
Serious business Game for time management and personal productivity

General description:
In the first century, Lucius Annaeus Seneca left behind an admirable legacy for humanity. This Spanish-born philosopher from Cordoba discovered the secret to success, prosperity and happiness. His secret was safeguarded for 2,000 years by the Order of Wisdom, whose members continued prospering and improving, and they eventually created the most comprehensive time audit management system ever.
Triskelion is an online course based on a simulator that recreates real situations so that we may learn how to develop our own personal productivity and time management systems.

MERCHANTS
Serious Business Games for internal auditors for negotiation and conflict resolution

General description:
Merchants is a unique learning experience set in 15th-century Venice. The student plays the role of Carlo Vecchio, a young merchant whose mission is to become the greatest merchant of the age while being mentored by Leonardo da Vinci or Machiavelli.
Merchants is an online negotiation course highly recommended for internal auditors, based on a simulator that recreates 6 real cases of negotiation in which the student applies his or her skills to negotiate, communicate a proposal effectively and resolve conflicts.

More information
Most Wanted International Audit Trainings:
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Pacific is an online course based on a simulator that recreates real-life Audit Leadership Management situations to practice their leadership skills and manage teams effectively.

Pacific is available in many different languages.

Methodology:

The game-based learning methodology developed by Gamelearn is a combination of 3 elements:

1. **Quality content**, equivalent to a two-day classroom course with a strong practical focus that is useful and has a direct application at work.
2. **Gamification techniques** such as storytelling, rankings, levels and badges so that learning becomes a different and fun experience in order to generate student engagement.
3. **An advanced simulator** that recreates leadership situations that are similar to real life so that the student can practice in a safe and stress-free environment while also receiving personalized feedback with areas for improvement.

The content of Merchants is based on the Harvard negotiation method designed by Professors Roger Fisher, Bruce Patton and William Ury. This method is supplemented by the effective negotiation method devised by Dr. Chester L. Karrass.

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The year is 2127. A post-apocalyptic world. Civilization as we know it has disappeared. The dark shadow of extinction hangs over humanity. And you are our only hope for saving the last survivors of a species on the brink of extinction.

This is the scenario the student encounters in this adventure packed with challenges, tests and obstacles, in which knowing your company becomes vital for achieving the great objective: saving humanity.

As a tool embodied as a Serious Business Game designed for use by human resources, training and development, communications and recruitment departments, ADA is proficient in converting any communication, training, employee onboarding process ...into an exciting and fun experience capable of involving all employees.

ADA is a gamification tool at the service of your training and internal communications.

With ADA, you will be able to:

- Multiply engagement in your training processes and internal communications.
- Convey information uniformly and instantaneously to geographically diverse staff.
- Save in terms of time and costs.
- Shore up your company’s digital transformation.
- Communicate “innovation”, “technology” and “fun” from your department.

ADA’s audit content engagement management lets you design your own Serious Business Game with the contents that you want to incorporate: up to 100 pieces of information in text, presentation, video or audio format.

Create as many versions as you want. And it’s as easy as simply dragging and dropping documents into a folder.
2100
Serious game for auditing customer focused processes

General description:

2100 is a futuristic adventure in which we travel forward in time to begin from zero in a huge corporation. The goal is to become the company’s CEO. Your success or failure will depend on your capacity to listen to, help and take care of your customers.

2100 is the first simulator on the market specializing in developing audit engagement management customer service skills and recreates up to 27 „real“ situations to work on a total of 17 skills.

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Objectives:

2100 is an online game-based course in which you will learn and practice internal audit strategies, techniques and tools to develop and improve your customer service skills.

• Learn, practice and develop your customer service skills by resolving up to 27 real-life situations..
• Develop your business acumen.
• Improve your empathy, initiative, proactive engagement and conflict management skills.
• Understand the importance of ratings and customer reviews on social media.

Characteristics:

A learning program built around the game-based on audit learning methodology:

✓ Applicable and practical.
✓ Revolutionary and powerful.
✓ Addictive and innovative.
✓ Experiential learning.
✓ Flexible, quick and easy to play.
✓ Fun and entertaining.
✓ Unique.
In the first century, Lucius Annaeus Seneca left behind an admirable legacy for humanity. This Spanish-born philosopher from Cordoba discovered the secret to success, prosperity and happiness. His secret was safeguarded for 2,000 years by the Order of Wisdom, whose members continued prospering and improving, and they eventually created the most comprehensive time audit management system ever.

Triskelion is an online course based on a simulator that recreates real situations so that we may learn how to develop our own personal productivity and time management systems.

Triskelion was developed based on the Getting Things Done (GTD) productivity method created by David Allen. It also utilizes the productivity tool developed by Stephen Covey known as “The Four Quadrants” and the strategies conceived by Brian Tracy in his book “Goals!”, and audit management.

**General description:**
In the first century, Lucius Annaeus Seneca left behind an admirable legacy for humanity. This Spanish-born philosopher from Cordoba discovered the secret to success, prosperity and happiness. His secret was safeguarded for 2,000 years by the Order of Wisdom, whose members continued prospering and improving, and they eventually created the most comprehensive time audit management system ever.

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**Objectives:**
- Develop your own system for improving time management and personal productivity.
- Learn to plan, prioritize and achieve goals.
- Discover tips and techniques for managing your day-to-day tasks and making the right decisions.
- Make use of tools to avoid procrastination, improve efficiency and enhance your performance.

**Characteristics:**
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- Applicable and practical.
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- Experiential learning.
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- Unique.

**Target audience:**
While Triskelion is intended for all profiles, it is particularly suitable for professionals and more precisely for audit leadership management looking to enhance their efficiency and productivity who need handle substantial workloads and/or have problems dealing with stress.
MERCHANTS
Serious Game for Audit Negotiation, Moderation, Conflict Resolution

General description:
Merchants is a unique learning experience set in 15th-century Venice. The student plays the role of Carlo Vecchio, a young merchant whose mission is to become the greatest merchant of the age while being mentored by Leonardo da Vinci or Machiavelli. Merchants is an online negotiation course highly recommended for internal auditors, based on a simulator that recreates 6 real cases of negotiation in which the student applies his or her skills to negotiate, communicate a proposal effectively and resolve conflicts.

Metodología:
The game-based learning methodology developed by Gamelearn is a combination of 3 elements:
1. Quality content, equivalent to a two-day classroom course with a strong practical focus that is useful and has a direct application at work.
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The content of Merchants is based on the Harvard negotiation method designed by Professors Roger Fisher, Bruce Patton and William Ury. This method is supplemented by the effective negotiation method devised by Dr. Chester L. Karrass.

Objetives:
Merchants is an online game-based learning course for negotiation and conflict resolution in which you will learn and apply strategies, techniques and tools to develop and improve your negotiation and conflict resolution skills.
- Build trust and hone your skills with 6 challenging real-life negotiation cases.
- Understand the importance of knowing the interests of the other party.
- Develop techniques to increase your bargaining power and forge lasting and successful partnerships.
- Discover the keys to preparing and presenting a proposal effectively.
- Make use of tools to increase the benefits of an agreement.

Characteristics:
A learning program built around the game-based on audit learning methodology:
- Applicable and practical.
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Available languages:

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We work with some of the biggest brands and companies in the world.

Here you will find some practical case studies that show us how some companies have successfully used the Serious Business Games and the results they have obtained in their companies, as well as some of the opinions of those responsible.

The Serious Business Games have also received numerous awards throughout their trajectory, which demonstrate the quality with which they offer business training in sectors with internal auditing.

“Through game-based learning, we have achieved excellent results, which is what we have always sought to do in two complex areas such as productivity and ‘engagement’ of the employee.”

Juan Tinoco  
HR Director de LG Spain

“This initiative has engaged our employees and it has really proven to be attractive to them; that is why it has been a success.”

Luis Sagí-Vela  
Training & Development Manager at MAN & TRUCK Iberia

“The response to the course has been very positive, to the point where we have identified cases in which the employee has invested time of his private life to complete the training.

Miklos Szaszkay  
HR SSO Learning & Development Lead at Bombardier

Watch more case studies and videos on our Youtube Channel: