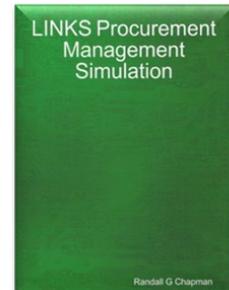*"I hear and I forget; I see and I remember; I do and I understand."* - Confucius

The LINKS Procurement Management Simulation is a small team-based, competitive simulation for introductory operations management and supply chain management classes, and for shorter ExecEd programs, where there's limited time available for a competitive simulation experience.

Each of the recommended four simulation rounds is approximately equivalent to a smaller Harvard-style case study in terms of analysis, individual preparation, team meeting and discussion, and student-time requirements. Estimated participant working time is 1.5 hours per simulation round.

LINKS firms manage procurement, manufacturing, and forecasting for their firms during a four-round simulation exercise. Traditional financial statements and operating reports provide an information-rich environment for analysis and decision making. Performance assessment is via a balanced-scorecard of financial and operating metrics, with performance judged relative to within-industry competitors.

LINKS firms are classic build-to-plan manufacturers in the simulated set-top box industry. LINKS industries may have as many as eight competing teams (four to six firms per industry are typical), with simultaneous parallel industries accommodating larger class sizes.

Joe Blackburn (Vanderbilt University) describes LINKS in these terms: *"Students experience the full range of decisions that supply chain managers make, from strategic decisions about supply chain structure to period-by-period tactical decisions. Students have the opportunity to actually manage a supply chain, make decisions, and receive rapid feedback on the results."*

Learning Emphases	• Balance and manage trade-offs in procurement and manufacturing. • Manage information flows and integrate information within supply chain management decision-making. • Enhance and encourage fact-based analysis and decision making. • Exposure to financial statements used in for-profit businesses.
Target Courses	Introductory operations management, supply chain management, and logistics courses where a small four-round, team-based, competitive simulation experience is desired.
Simulation Administration	LINKS Simulations provides web-based remote administration of LINKS events. There's no software to download/install. Participants use their favorite web browser to access the LINKS Simulation Database to input decisions and retrieve results (a Word doc file) after simulation rounds.
Instructor Support	Randy Chapman (Chapman@LINKS-simulations.com) provides direct-from-the-author support to instructors throughout LINKS events, including pre-course counseling and course design with LINKS.

LINKS resources, including the participant's manual and extensive instructor resources, are conveniently accessible via the LINKS website (http://www.LINKS-simulations.com).

The LINKS Supply Chain Management Fundamentals Simulation, the LINKS Supply Chain and Service Management Simulation, the LINKS Supply Chain Management Simulation, and the LINKS Supply Chain Management Simulation [Extended Edition] are larger versions of the LINKS Procurement Management Simulation.