



ABOUT TOPSIM – HOSPITAL MANAGEMENT

- ▶ The game simulates the processes in a hospital and its transformation into a modern service provider, and looks in depth at business aspects. Players take decisions that have varying implications in different medical departments. This teaches players about the challenges in both the strategic and the everyday operational context. Alongside basic management tools such as the case mix index and length of stay, players can choose from a range of strategic initiatives to shape the long-term strategic focus of the hospital.

Example: decisions in infrastructure

KAUF VON INFRASTRUKTUR	
	Station 20 Betten
Anzahl	0
Station 15 Betten	
Anzahl	0
VERKAUF VON INFRASTRUKTUR	
	Station schließen
a-1.1	<input type="checkbox"/>
a-1.2	<input type="checkbox"/>
a-1.3	<input type="checkbox"/>
a-1.4	<input type="checkbox"/>
a-1.5	<input type="checkbox"/>
a-1.6	<input type="checkbox"/>
a-1.7	<input type="checkbox"/>
b-1.1	<input type="checkbox"/>
b-1.2	<input type="checkbox"/>
b-1.3	<input type="checkbox"/>
b-1.4	<input type="checkbox"/>

TOPSIM® – HOSPITAL MANAGEMENT

The German health system is complex and constantly changing; the issue of efficiency is therefore an increasingly important one for German hospitals. The competitive business simulation TOPSIM – Hospital Management gives an insight into the business processes at a hospital and trains players in dealing with cost pressures in the health sector.

TOPICS COVERED

Fields: Health Care Management

- ▶ Fundamentals of business methodology
- ▶ Specific features of the care and health care sector
- ▶ Procurement management
- ▶ Strategic marketing (competitor analysis and marketing mix)
- ▶ Infrastructure and human resource structures in a hospital
- ▶ Human resource planning, staff training, productivity and attrition
- ▶ Investment and capacity planning
- ▶ Business finance and accounting (cost types, cost centres, cost units, financial planning and balance sheets)
- ▶ Business development

GENERAL LEARNING OBJECTIVES OF TOPSIM – SIMULATION GAMES

- ▶ Recognize and consider internal and external conditions for business success in a dynamic competitive environment
- ▶ Select and implement strategies to achieve targets
- ▶ Evaluate business data
- ▶ Effective decision-making in a team
- ▶ Assess the implications of decisions

LEARNING OBJECTIVES OF TOPSIM – HOSPITAL MANAGEMENT

- ▶ Use strategic analyses (business and competitor analysis)
- ▶ Select competitive strategies (strategic differentiation)
- ▶ Operational control of a hospital with CMI and length of stay
- ▶ Plan and monitor infrastructure and staff capacity
- ▶ Operational financial and liquidity planning
- ▶ Use cost and performance accounting tools

COMPLEXITY

3

EVALUATION

SYNTHESIS

2

ANALYSIS

APPLICATION

1

UNDERSTANDING

KNOWLEDGE

TARGET GROUPS

- ▶ Managers and trainee managers at service companies in the social sector and care facilities
- ▶ Employees at these organisations, even those with little knowledge of business administration
- ▶ Students of Health Care Management

SIMULATION DETAILS

- ▶ Length: 2 - 3 days
- ▶ Max. of 8 periods with up to 40 decisions
- ▶ Number of players: 9 – 60
(3 – 12 groups of 3 – 5 people)
- ▶ Language: German
- ▶ Blended learning – available in the TOPSIM – Cloud: upon request

HARDWARE/SOFTWARE

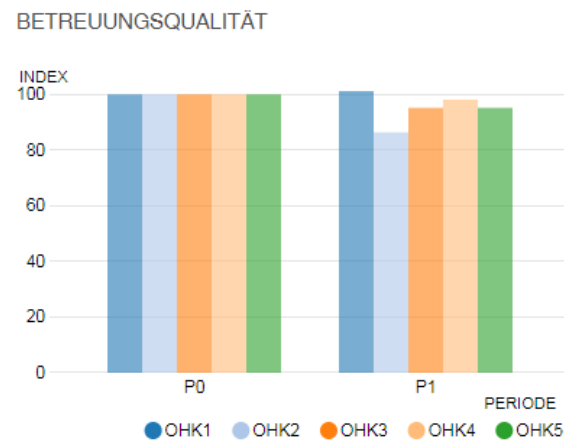
Local installation

- ▶ Standard PC or notebook
- ▶ Operating system: Windows XP/Vista/7/8

For use in the TOPSIM – Cloud

- ▶ Web browser: Google Chrome, Mozilla Firefox, Internet Explorer or Apple Safari
- ▶ Independent of operating system and devices

Example: evaluation on the quality of care



WHY CHOOSE TOPSIM

- ▶ Market leader for computer-based business simulation
- ▶ More than 300 universities and 150 companies use our simulations
- ▶ More than 1800 certified TOPSIM games coordinators
- ▶ Regular training courses for seminar facilitators
- ▶ Annual user convention for training, development and exchange



CONTACT

Are you interested in our simulation?
Simply contact us by e-mail or phone.

TOPSIM GmbH
Neckarhalde 55
72070 Tübingen
(t) +49 (0) 7071 7942 0
(f) +49 (0) 7071 7942 29
(e) info@topsim.com
(web) www.topsim.com

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