

# **ENTERPRISE CORPORATION**

## **PROTOCOL FOR PRODUCTION OF AIRPLANES**

- you are preparing planes for a **very strict government contract**
- each plane must be **completely identical in all aspects** including shape, folds, size, colours, logos, etc.
- each plane must have a logo that is in **two colours**. **The logo must be identical** on all planes
- all members of the team must be involved** in the actual production of the planes
- each completed plane must be able to fly the length of the classroom in a straight line within a 5 foot wide margin
- planes meeting these specifications will be sold to the government at a selling price of \$5,000,000 minus the cost of materials
- planes will be inspected, and accepted or rejected, by the government evaluator (Prof. Hunt). His decision is not negotiable.
- you may buy as many blanks as you think you can complete. Uncompleted blanks are not refundable
- during this production run you will be observed by Merger Corporation who has recently purchased your company
- you will have about 15 minutes to prepare before a production run that will be 5 minutes

### **Cost of materials:**

<b>Number of blanks purchased</b>	<b>Cost per blank</b>
0-4	4,500,000
5-9	4,400,000
10-14	4,300,000
15-19	4,200,000
20-24	4,100,000
25-29	4,000,000
30-34	3,900,000
35-39	3,800,000
40-44	3,750,000
45-49	3,700,000
50-100	3,650,000
over 100	3,600,000

# MERGER CORPORATION

- you have just bought Enterprise Corporation for \$22 Billion dollars
- Enterprise Corporation makes airplanes and sells them to governments around the world
- this will be your first tour of the company's production facility
- you are determined to **improve production and maximize your profits since you overextended your financial situation by purchasing the company. You hope to improve production by at least 25%**
- you have decided to view the production of airplanes without comment or interference
- after this viewing you will determine ways to improve the production process
- you will then implement a new production system with the workers at Enterprise. You may make **ANY CHANGES** to the production methods you think appropriate
- once you have determined the changes you wish to make, you will instruct the team on the new methods. You will have about 15 minutes to instruct and prepare the team. The actual production run will be 5 minutes
- the protocol for the planes is as follows:**
- you are preparing planes for a **very strict government contract**
- each plane must be **completely identical in all aspects** including shape, folds, size, colours, logos, etc.
- each plane must have a logo that is in **two colours. The logo must be identical** on all planes
- each completed plane must be able to fly the length of the classroom in a straight line within a 5 foot wide margin
- planes meeting these specifications will be sold to the government at a selling price of \$5,000,000 minus the cost of materials
- planes will be inspected, and accepted or rejected, by the government evaluator (Prof. Hunt). His decision is not negotiable.
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# JOB SATISFACTION QUESTIONNAIRE

## ROUND 1

a) Overall job satisfaction

1      2      3      4      5      6      7      8      9      10

Very  
dissatisfied

Very satisfied

b) Satisfaction with personal performance on the job

1      2      3      4      5      6      7      8      9      10

Very  
dissatisfied

Very satisfied

c) Satisfaction with production methods

1      2      3      4      5      6      7      8      9      10

Very  
dissatisfied

Very satisfied

d) Satisfaction with team's performance

1      2      3      4      5      6      7      8      9      10

Very  
dissatisfied

Very satisfied

# JOB SATISFACTION QUESTIONNAIRE

## ROUND 2

### a) Overall job satisfaction

1      2      3      4      5      6      7      8      9      10

Very  
dissatisfied

Very satisfied

### b) Satisfaction with personal performance on the job

1      2      3      4      5      6      7      8      9      10

Very  
dissatisfied

Very satisfied

### c) Satisfaction with production methods

1      2      3      4      5      6      7      8      9      10

Very  
dissatisfied

Very satisfied

### d) Satisfaction with team's performance

1      2      3      4      5      6      7      8      9      10

Very  
dissatisfied

Very satisfied