DYNAMIC BUSINESS AND OPERATIONS LAB (DBOL)
Business Simulation Experience via an Educational
ERP-CRM System (In-Person and/or Online Learning)

Preparing the future workforce with real-life hard and soft skills, reducing the gap between academics and the industry

About Us

Brilliant Minds Force, LLC, a US-based corporation, specializes in Educational Solutions and Turnkey Business Consulting. Our organization is committed to nurturing the intellectual capacities and abilities of individuals through mentorship and innovative educational solutions. We maintain a strong commitment to education, personal growth, and the sharing of wisdom and experience, with the goal of fostering learning and development.

Overview

The Dynamic Business and Operations Lab (DBOL) is an innovative educational program designed by Brilliant Minds Force, LLC. This program offers a comprehensive and immersive business simulation experience, utilizing a sophisticated yet user-friendly ERP-CRM system.
It is available for both in-person and online learning, providing flexibility and accessibility to students.

Objective

The primary objective of the DBOL is to bridge the gap between academia and industry by offering students a lifelike experience of working in various business departments. This program aims to develop both hard and soft skills essential for professional success, thereby reducing the adaptation period when students transition into the workforce.

Key Features

1. Comprehensive Simulation:
   - The DBOL simulates a real-world business environment, covering key functional areas such as Sales, Purchasing, Inventory, Logistics, and Finance.

2. Document Flow:
   - Students engage in realistic business processes, managing the flow of documents and operations as they would in a real company. This includes handling sales orders, purchase orders, invoices, and shipment documents.

3. Department Rotations:
   - Participants rotate through different departments, gaining hands-on experience and a holistic understanding of business operations. This rotation ensures they comprehend how various functions interconnect within a company.

4. Practical Assignments:
   - The program includes practical tasks that mirror actual job responsibilities. These assignments are designed to help students apply their theoretical knowledge in real-world scenarios utilizing a sophisticated yet user-friendly ERP-CRM system.

5. Skill Development:
   - The DBOL emphasizes the development of essential soft skills such as effective communication, teamwork, critical thinking, and time management. These skills are integrated into the simulated tasks and interactions.

6. Self-Assistance and Guidance:
   - The included web-based Learning Management System (LMS) can be accessed 24/7 and provides support and feedback, helping students navigate the simulated work environment and improve their professional skills through automated self-assistance tools.

7. Performance Evaluation:
   - Students' performance is regularly assessed, and feedback is provided to help them grow and excel.

8. Digital Badge Certification:
   - Upon successful completion of the DBOL, students receive a digital badge certification that recognizes their achievement and skills that can be added to their resume.

9. Internship at Brilliant Minds Force, LLC (USA):
   - The DBOL program at Brilliant Minds Force, LLC is recognized as a simulated internship, replicating a real-world work environment within an educational framework. This innovative approach allows students to gain practical experience and develop professional skills through virtual or simulated tasks.

- The program covers various departments, including Sales, Purchasing, Inventory, Logistics, and Finance, providing a comprehensive understanding of business operations.

- The validity of the DBOL program as a simulated internship can be confirmed through our official validation website. This site includes detailed information about the different departments the students have worked in, ensuring transparency and credibility of their practical experience.

- By participating in the DBOL program, students receive a valuable simulated internship experience that equips them with the skills and knowledge necessary to excel in their future careers, even when physical internships are not feasible.

10. After Program Validation on LinkedIn and Resume
- Upon completing the DBOL program, students can add their Internship experience, digital bange and acquired skills to their LinkedIn profile, resume, or any other professional documentation.

- The digital badge can be included in the Education Section, while the Internship experience should be added to the Work Experience section. Additionally, all skills obtained across different departments can be listed in the Skills Section.

WEB-BASED LEARNING MANAGEMENT SYSTEM (LMS)

- Departments, chapters, CRM and ERP tasks within each department can be added or removed by the instructor, allowing for easy adaptation of the contents to the school's program.
- DLOB can be taught as a complete program (covering sales, purchasing, inventory, logistics and finance) or as individual modules.
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Chapters and Contents Screens
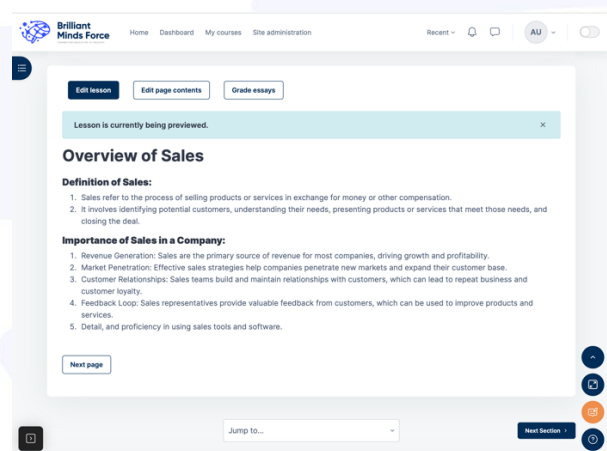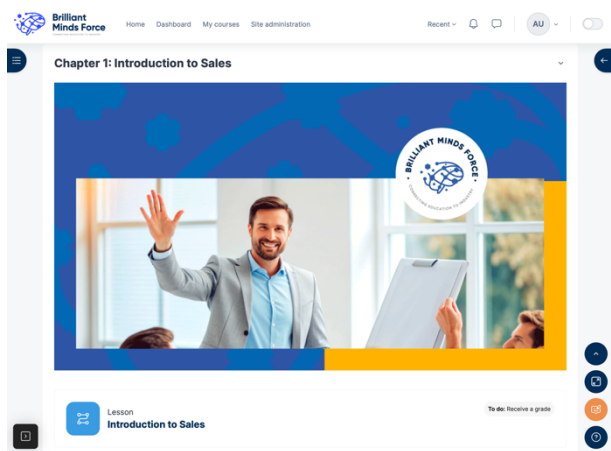
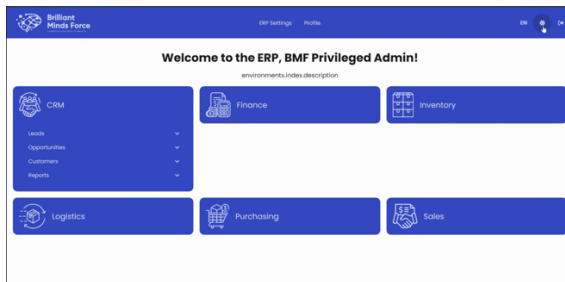## Summary Videos and Quizzes Screens
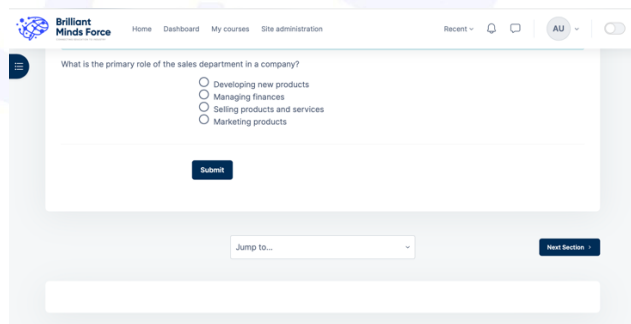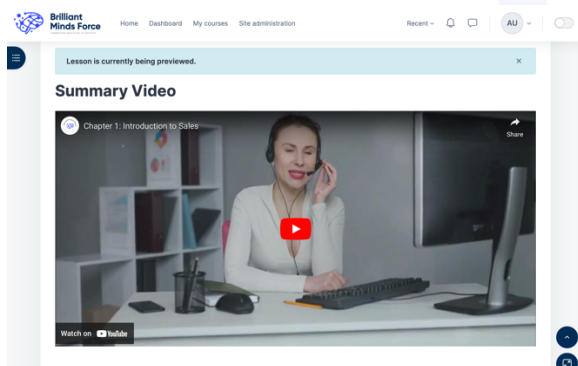
ERP-CRM SYSTEM

A fully functional ERP-CRM system adapted to an educational environment allows student to learn how to use these systems, preparing them for when they join the workforce.
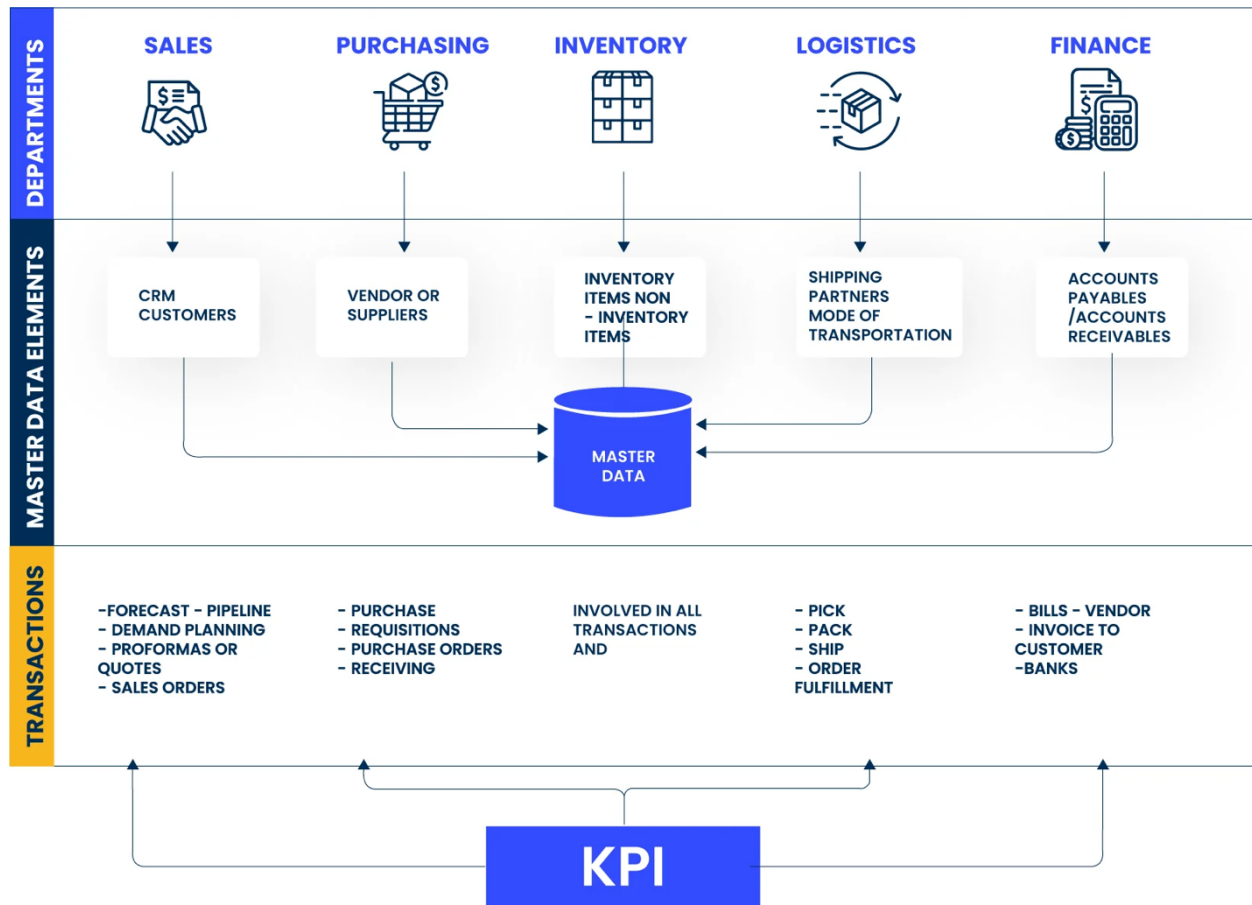

ERP-CRM Screens:

ERP-CRP SYSTEM ARCHITECTURE

DEPARTMENTS

SALES	PURCHASING	INVENTORY	LOGISTICS	FINANCE

MASTER DATA ELEMENTS

CRM CUSTOMERS	VENDOR OR SUPPLIERS	INVENTORY ITEMS NON - INVENTORY ITEMS	SHIPPING PARTNERS MODE OF TRANSPORTATION	ACCOUNTS PAYABLES /ACCOUNTS RECEIVABLES

MASTER DATA

TRANSACTIONS

-FORECAST - PIPELINE - DEMAND PLANNING - PROFORMAS OR QUOTES - SALES ORDERS	- PURCHASE - REQUISITIONS - PURCHASE ORDERS - RECEIVING	INVOLVED IN ALL TRANSACTIONS AND	- PICK - PACK - SHIP - ORDER FULFILLMENT	- BILLS - VENDOR - INVOICE TO CUSTOMER -BANKS

KPI

Departments and Learning Outcomes

Sales Department:

Course topics:
- Introduction to sales
- Sales process
- Communication skills
- Sales strategies and techniques
- Technology in sales
- Sales metrics and analysis
- Ethics in sales
- Case study and real-world applications

Work Simulation Tasks:
- CRM Customer Creation
- CRM Opportunities Creation
- CRM Quote update
- CRM Sales Pipeline
- CRM Sales Reports
- ERP Sales Order

Skills Developed
- Sales techniques
- Sales negotiation
- Communication
- Ethics
- ERP and CRM tools proficiency

Purchasing Department:

Course Topics:
- Introduction to Purchasing
- The purchasing process
- Vendor Management
- Purchase Requisition and Order Management
- Quality Control and Returns
- Negotiation and Cost Management
- Technology in Purchasing
- Case Studies and Real-World Applications

Work Simulation Tasks:
- ERP Vendor Creation
- ERP Sales Order Purchase
- ERP Create Purchase Order
- ERP RFQ

Skills Developed:
- Procurement strategies
- Data-driven decision-making
- Supplier relationship management
- INCOTERMS knowledge
- ERP tools proficiency

Inventory Department:

Course Topics:
- Introduction to Inventory
- Types of Inventories
- Inventory Control Methods
- Inventory Tracking and Reporting
- Inventory Strategies
- Receiving and Inspection
- Planning and Forecasting
- Warehousing and Distribution
- Warehouse Management System
- Case Study and Real-World Application

Work Simulation Tasks:
- ERP Create Inventory Item
- ERP Sales Order Fulfillment
- ERP Sales Order Delivery
- ERP Pick Slip
- ERP Receiving
- ERP Material Planning

Skills Developed:
- Organizational skills
- Inventory control
- ERP tools proficiency

Logistics Department:

Course Topics:
- Introduction to Logistics
- Transportation Management
- Order Fulfillment
- Technology in Logistics
- KPI
- Real-World Applications and Case Studies

Work Simulation Tasks:
- ERP Sales Order for Delivery
- ERP Fulfill Order
- ERP Purchase Order Goods Received
- ERP Return Order
- ERP Ship to Customer

Skills Developed:
- Logistics management
- Risk assessment
- INCOTERMS knowledge
- ERP tools proficiency

Finance Department:

Introduction to Accounting
- Basic Accounting Concepts and Principles
- Financial Statements
- Recording transactions
- Accounting for assets, liabilities and Equity
- Revenue, Expenses and Financial Statement analysis
- Budgeting and Forecasting
- Internal Control and Ethics
- Taxes
- Real-World Applications and Case Studies

Work Simulation Tasks:
- ERP Credit Release
- ERP Invoice to Customer
- ERP Accounts Receivables
- ERP Accounts Payables
- ERP Return Order Approval
- ERP Financial Transaction
- ERP Credit to Customer
- ERP Post Expenses

Skills Developed:
- Accounting principles and Financial Management
- Communication
- Invoicing, Accounts receivables, Billing and Account Payables
- ERP software proficiency