EXPERIENCES IN TRANSFERRING A MANAGEMENT GAME
ACROSS CULTURAL AND ECONOMIC BOUNDARIES

M. F. Uretsky, New York University

The New York University Management Game is a complex man machine simulation. It is based upon the original Carnegie Tech Game, but has since been extensively modified. One of the most significant aspects of this particular simulation is its extensive interaction with the surrounding business community: Boards of Directors are utilized, consisting of high level business men; financing is handled through live negotiations with major banks, insurance companies, and underwriters; federal regulatory agencies monitor and investigate Game-related activities. Legal counsel is available together with the provision of judicial services. Auditing and labor union activities are provided through other courses being offered.

The heavy involvement of external participants has made it possible to modify this Game in order to meet the needs of Polish and Hungarian educational institutions. The programming modifications have been accomplished in a straight-forward manner. Involvement of Polish and Hungarian businessmen and ministry officials has provided automatic adjustments for some socio-economic factors. At the present time a working version is operational in Budapest and a Polish version is expected to be tested in late January. A number of behaviorally oriented research projects are now being carried out in parallel in the United States and in eastern Europe. These studies represent attempts to determine the impact of Management Gaming on eastern European businessmen, and an attempt to isolate differences in business behavior in these two societies.