

PROBLEM SOLVING METHODS

1. **Case Studies:** Analyse real-life business scenarios to understand financial decision-making.
2. **Problem-Based Learning (PBL):** Present a complex problem for students to solve collaboratively.
3. **Simulations and Role-Playing:** Use software or scenarios to mimic financial markets or business operations.
4. **Scenario Analysis:** Explore "what-if" scenarios to evaluate financial outcomes.
5. **Peer Teaching:** Students explain concepts or solve problems for their peers.
6. **Group Discussions:** Engage students in discussions to approach solutions collaboratively.
7. **Decision Trees:** Visualize decision-making processes for complex financial problems.
8. **Brainstorming Sessions:** Encourage free-thinking to generate diverse solutions.
9. **Financial Modelling:** Use spreadsheet tools to build financial models for decision-making.
10. **Workshops:** Conduct hands-on activities focusing on specific topics like budgeting or forecasting.
11. **Flipped Classroom:** Students study theoretical material at home and focus on problem-solving in class.
12. **Gamification:** Incorporate games to make learning financial concepts engaging.
13. **Interactive Quizzes:** Use quizzes to test and improve problem-solving speed and accuracy.
14. **Role of Ethics in Decision Making:** Solve ethical dilemmas in finance.
15. **Data Analytics:** Use financial data to identify trends and solve business challenges.
16. **Case Competitions:** Organize contests where students solve complex financial cases.
17. **Visualization Tools:** Use graphs and charts to understand financial data.
18. **Debates:** Discuss different viewpoints on financial strategies.
19. **Cross-Disciplinary Approaches:** Integrate economics, marketing, or technology to solve financial problems.
20. **Live Projects:** Work on real-world projects for businesses or non-profits.

21. **Guest Lectures:** Learn from professionals about practical problem-solving in finance.
22. **Use of AI Tools:** Leverage tools like ChatGPT for generating solutions and insights.
23. **Interactive Software:** Use accounting software like Tally or QuickBooks for problem-solving.
24. **Mind Mapping:** Visually organize financial concepts and their interrelations.
25. **Mock Trading:** Participate in simulated stock market trading to understand financial risk.
26. **Group Assignments:** Students design channel systems and operations for specific industries (e.g., Mobile, FMCG, Pharmaceuticals) by applying real-world scenarios and frameworks. This emphasizes collaborative problem-solving.
27. **Interactive Case Discussions:** Analysis of channel management strategies, such as resolving conflicts and understanding the roles of intermediaries, to address real-world challenges in distribution networks.
28. **In-Basket Exercises:** Simulated decision-making tasks that require students to prioritize, reason, and make judgmental choices for various channel-related challenges within a strict timeframe.
29. **Push-Pull Strategy Analyses:** Application of promotional strategies tailored to specific channel contexts, including understanding channel member cooperation and customer alignment.
30. **Self-Paced Learning through Online Modules:** Platforms like Coursera and LinkedIn Learning provide modules on channel management and logistics foundations, enabling self-guided problem-solving using advanced tools and
31. **Digital Channel Strategies:** Activities focused on designing and evaluating electronic and franchise-based channels, addressing modern trends like e-commerce and disintermediation.
32. **Product and Pricing Challenges:** Workshops and discussions on product life cycle (PLC) integration and channel pricing strategies, including case studies from real-world companies.
33. **Real-Time Case Challenges:** Students are presented with a case involving a failing distribution system and must propose solutions within a specified timeframe.
34. **Cost-Benefit Analysis:** Students evaluate costs and benefits of various channel strategies to identify the most effective approach.
35. **Sensitivity Analysis:** Analyzing how changes in variables like pricing, demand, or logistics costs affect channel performance.

36. **Scenario Planning:** Students create and evaluate different channel scenarios
37. **Decision Matrix:** Using weighted criteria to rank and select optimal channel members or strategies.
38. **Root Cause Analysis (RCA):** Investigating underlying causes of channel failures and proposing targeted solutions.
39. **Collaborative White boarding:** Teams use whiteboard tools to visualize channel networks and solve structural inefficiencies.
40. **Consensus Building Exercises:** Students work in teams to achieve agreement on channel conflict resolutions or pricing models.
41. **Fishbone Diagrams:** Visualizing cause-and-effect relationships in channel-related problems to identify key issues.
42. **Crisis Management Scenarios:** Students respond to crisis situations, such as distribution network breakdowns or product recalls.
43. **Reverse Engineering Exercises:** Deconstructing successful channel strategies to understand their key components and apply them to new contexts.
44. **Network Optimization Models:** Solving problems by designing optimal channel networks using mathematical modelling.
45. **Risk Assessment Matrices:** Identifying and prioritizing risks associated with channel operations to develop mitigation strategies.