

Lesson 7 — Final Simulation

Session 7 of 8 | Duration: 60 min | Artifact: Unassisted 4-min recording + L7 score

Purpose

Unassisted final performance, same conditions as L1. This is the "after" measure that produces each learner's grade.

Phases

Time	Phase	Trainer does
0:00–0:05	Frame	State this is the final run. Same conditions as Lesson 1. No help. Language bank hidden.
0:05–0:15	Read the case	New case (below). Silent reading, 10 minutes. No questions on language.
0:15–0:55	Silent prep + recommendations	5 min prep, then each learner records 4 min. No interruptions, no help. Language bank not on screen.
0:55–1:00	Close	Thank learners. Save recordings for scoring. Mention the L8 format: scores revealed, capstone on a real case.

Scripted teacher language

"Same rules as Lesson 1. 10 minutes to read, then 4 minutes to recommend."

"Language bank is not on screen today. No language help. No structure reminders. You know the shape by now."

"Stay on camera as the committee for each other. No interruptions."

Case — shared by all learners

Applicant: Najd Crafts Cooperative — group financing under the productive family programme

Profile. A registered cooperative of 14 women operating from Buraidah, producing traditional Sadu textiles for the Saudi heritage tourism market. The cooperative has been trading for 5 years. Annual revenue grew from SAR 320,000 (year 1) to SAR 1.4M (year 5). The cooperative chairwoman is Norah Al-Saqr, who has clean personal credit and 12 years' running her own crafts business before founding the cooperative.

Request. Group loan of SAR 600,000 under the productive family programme — co-signed by all 14 members under joint liability. 5-year tenor.

Use of funds.

- Lease and fit-out of a shared workshop space — SAR 280,000
- Modern looms and equipment to scale production — SAR 220,000

- Working capital for raw material inventory — SAR 100,000

Repayment.

- Existing wholesale contract with the Saudi Heritage Authority — SAR 480,000/year, renewing
- Two new contracts with Riyadh boutique hotels under negotiation — combined value SAR 350,000/year
- Direct retail through Saudi Tourism markets and online — currently 30% of revenue, growing

Risks.

- Group cohesion: 14 members under joint liability — historically the failure mode for cooperative lending
- Concentration risk: 60% of revenue from one wholesale contract
- Heritage market is healthy but not large; growth ceiling is real

The recommendation: Present a 4-minute recommendation to the credit committee.

After the session

Score each learner's L7 recording using the scorecard. Calculate the L1→L7 delta and the grade band. Do not share results with learners until L8.

Between-session work

Each learner brings their real upcoming case to L8 — one they'll actually present to the committee in the next 30 days.

Artifact

Unassisted 4-min recording per learner + L7 score sheet. Save as SDB_[Branch]_[LearnerID]_CreditCommittee_L7_YYYY-MM-DD.