

## Lesson 3 — Partial Simulation

Session 3 of 8 | Duration: 60 min | Artifact: 90-sec walkthrough of the trade-offs beat

### Purpose

Drill the trade-offs & risks beat — the language-densest segment, where most B1 speakers run into trouble.

### Phases

| Time      | Phase             | Trainer does  |
|-----------|-------------------|---|
| 0:00–0:05 | Warm-up           | Revisit the five-beat structure on screen. Show the language bank from L2.  |
| 0:05–0:20 | Brief the segment | Hand out the L4 case (preview below). Today learners do only the trade-offs beat — 90 seconds.  |
| 0:20–0:35 | Planning          | Each learner notes their 2–3 trade-offs and the matching alternatives ruled out. Language bank visible. Each trade-off must be paired with the alternative explicitly rejected — never named alone. |
| 0:35–0:55 | Performance       | Each learner records a 90-sec trade-offs beat for the same case.  |
| 0:55–1:00 | Close             | One observation on language: where the trade-off vs. alternative pairing held; where it broke. Save recordings.   |

### Scripted teacher language

*"You're not doing the full walkthrough today. Only the trade-offs beat. 90 seconds."*

*"Every trade-off gets a rejected alternative. Never name a trade-off alone. "There's a trade-off on consistency" is not enough — pair it with "we considered strong consistency but ruled it out because..."."*

*"Language bank stays visible. Use the phrases."*

### Case — trade-offs beat only

#### Case preview: Mahanagar Telecom — order management modernization

Case preview: Mahanagar Telecom is a South Asian mobile operator with 42 million subscribers. They are replacing their 11-year-old order management system to support omnichannel sales, 5G prepaid plans, and a new MVNO wholesale business. The architecture decision in question: build a custom order orchestration layer on top of their existing catalog, or adopt Netcracker's catalog-driven order management with migration from the existing catalog.

Trade-offs in play: time-to-launch vs. long-term flexibility, cost of catalog migration vs. cost of dual-catalog operation, MVNO partner onboarding speed vs. governance complexity.

The segment: Walk through the trade-offs beat only. 90 seconds. Name the top 2–3 trade-offs. Pair each with the alternative explicitly ruled out and why.

### **Between-session work**

No homework. The full L4 case will be handed out next session for fresh reading.

### **Artifact**

90-sec recording per learner, trade-offs beat only. Save as  
NCT\_[Region]\_[LearnerID]\_SolutionWalkthrough\_L3\_YYYY-MM-DD.