

# MGMT 302 – Fall 2009 – Dr. Kunkel

## Tentative Class Assignment Schedule

Week	Date	Topic for Session	Session Objectives	Preparation for Class
0	Wed 9/2	Discuss Consultant Learning, the <i>Syllabus</i> and the <i>80/20 Guide</i>	Understand Consultant Learning and how to be successful in this course	
1	Mon 9/7	Labor Day – No Class		
	Wed 9/9	Bad Writing Letter Student Introductions Projects and Your Career Path	Learn why writing skills are so important and how to improve your skill through guided practice	<i>Syllabus</i> <i>Student Guide to CL</i> <i>80/20 Guide to Bus. Writing</i>
2	Mon 9/14	The Family Business Model	Understand the 3 circle model of FB and how the three domains of FB interact	Gersick Introduction - Electronic Reserve Password = fambiz08
	Wed 9/16	Nature, & Importance of FB Great Family Businesses – Centennial FBs The Bingham Case	Understand the nature of FB, what makes so many FBs fail Practice evaluating a case	Poza Ch. 1 Poza Ch. 2 Poza Case 1, p. 89
3	Mon 9/21	Great Families in Business – Trust Power Play at the Inn Case	Learn the role of trust in the FB Practice evaluating a case	Poza, Ch 3 Poza Case 2, p. 91
	Wed 9/23	Ownership of a Co. Built to Last “She’ll Always Be My Little Sister” Case	Understand the ownership dimension Practice evaluating a case	Poza, Ch 4 Poza Case 4, p. 105
4	Mon 9/28	How to do a Genogram	Learn how to create a genogram	Handout
	Wed 9/30	<b>Genogram Presentations</b>	Practice creating a genogram Practice presentation skills	<b>Presentations</b> <b>Friday last day to submit</b> <b>Resume project</b>

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5	Mon 10/5	<b>Genogram Presentations</b>	Practice creating a genogram Practice presentation skills	<b>Presentations</b>
	Wed 10/7	<b>Genogram Presentations</b>	Practice creating a genogram Practice presentation skills	<b>Presentations</b>
6	Mon 10/12	Succession: Entrep. in the Next Generation Sigma Motion, Inc., Case	Understand the role of the next generation Practice evaluating a case	Poza, Ch 5 Poza Case 5, p. 159
	Wed 10/14	Succession and Transfer of Power The Ambivalent CEO Case	Understand the process of succession Practice evaluating a case	Poza, Ch 6 Poza Case 6, p. 171
7	Mon 10/19	Growing up with a Family Business Taking Ownership of Your Life	Begin to examine your role in your family's business	McCann, Ch. 1 McCann, Ch. 2
	Wed 10/21	<b>Guest Speaker: Mitch Thrower, ActiveEurope.com</b>	Hear from a successful business owner and entrepreneur	<b>Guest Speaker</b>
8	Mon 10/26	Understanding Relationships Overcoming Emotional Resistance	Understand the relationships in the FB and how to overcome Emotional Resistance	McCann, Ch. 3 McCann, Ch. 4
	Wed 10/28	Creating the Strategy Fasteners for Retail Case	Discuss the role of strategy in the FB Practice evaluating a case	Poza, Ch 7 Poza Case 8, p. 310 <b>Friday Last Day to Submit Proposals</b>

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9	Mon 11/2	Challenge 1 – Improve Your Social Intelligence Challenge 2 – Handling Wealth & Power	Learn the importance of Social Intelligence and how to improve yours Discuss the importance of how you handle wealth and power	McCann, Ch. 5 McCann, Ch. 6
	Wed 11/4	Planning the Estate The Son-in-Law Case	Discuss the importance of Estate Planning in FB, and some tips on how to do it. Practice evaluating a case	Poza, Ch 8 Poza Case 9, p. 326
10	Mon 11/9	Challenge 3 – Earning Credibility Challenge 4 – Writing Your Own Script	Identify the importance of credibility and learn how to gain it Learn how to not be controlled by other people’s expectations of you	McCann, Ch. 7 McCann, Ch. 8
	Wed 11/11	Key Nonfamily Management The New MBA Case	Examine the role of non-family managers Practice evaluating a case	Poza, Ch 9 Poza Case 10, p. 327
11	Mon 11/16	Challenge 5 – Planning Your Career Challenge 6 – Including the FB in Your Educ.	Examine your career choices and practice planning your own career Understand way learning about FB is so important whether or not you plan join the FB	McCann, Ch. 9 McCann, Ch. 10
	Wed 11/18	Family Business Governance Vega Food Company Case	Examine and discuss various forms of business governance in FB Practice evaluating a case	Poza, Ch 10 Poza Case 11, p. 328 <b>Last Day to Submit Projects</b>

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12	Mon 11/23	Challenge 7 – Avoiding Golden Handcuffs	Understand the concept of golden handcuff and how to avoid them	McCann, Ch. 11
		Challenge 8 – Getting Objective Feedback		McCann, Ch. 12
	Wed 11/25	Thanksgiving – No Class		
13		Family Communications	Discuss the role of communications in FB success	Poza, Ch 11
		Real Estate Development Partners Case	Practice evaluating a case	Poza Case 12, p. 336
	Mon 11/30	Change and Adaptation – the Future of Family Business	Discuss the future of FB Take part or watch a role play exercise and discuss solving the FB problem	Poza, Ch 12 Role Play
14	Wed 12/2	Developing a Life Plan	Review the steps in developing your own life plan	McCann, Ch. 13 <b>Submit Portfolio</b>
	Mon 12/7	Creating Your Portfolio	Understand the importance of developing a portfolio of your experiences	McCann, Ch. 14
0	Wed 12/9	Course Evaluation Discussion Complete Student Evaluation Forms	Discuss your evaluation of the course and how it can be improved Fill out course evaluations	<b>Portfolio Returned to You</b>