

University of Cincinnati
College of Business
SYLLABUS

Management of Closely-Held and Family Businesses

22-ENTR-410-001
Autumn Quarter, 2009
TH 10:00-11:45 a.m.
Lindner 220

Objective: This course is intended to introduce the student to the unique management issues facing the family/privately owned business in today's economy. By understanding the integration of family and business system issues, the student will learn how to build basic fundamentals for the management of such firms to maximize the chance for future survival into succeeding generations.

Instructor: Dr. Sidney L. Barton
Lindner 505
Office Hours: By appointment
Phone: 556-7126
Fax: 556-4891
e-mail: Sid.Barton@uc.edu

Approach: The class will utilize a combination of case discussion, lecture, outside expert speakers, topical readings and in-class exercises to illustrate issues and applications. A term paper, individual class presentation, midterm exam, and class participation will constitute the bases for grading. Attendance is expected, **with every 2 unexcused absences resulting in the automatic reduction of one letter grade.** The +/- grading system will be used in this course.

Grading:	Class Participation	20%
	Written Exam	30%
	Term Paper	30%
	Class Presentation	20%

Syllabus
22-ENTR-410-001
Autumn Quarter, 2009
Page 2

Term Paper and Presentation: The term paper is due at the beginning of class on **November 17, 2009**. It should be no longer than 10 pages, typed and double spaced.
Important Note: Failure to turn in a completed paper on or before this deadline will result in a grade of “0”. Since this paper makes up 30% of the grade, this will result in a grade of “C” being the highest grade attainable in the course.

The paper will be an in-depth assessment of a real firm, which describes the problems facing the family firm and possible solution alternatives. The information for the paper should come from personal interaction with a real firm.

The presentation will be an in class presentation of the paper. Further details and expectations for the paper and presentation will be given in class.

Prerequisite for this course is the successful completion of the Undergraduate Business Core Courses.

Approximate Course Schedule

Weeks 1-2	Introduction of the Course, background on the family/private firm
Week 3	Leadership/Succession
Week 4	Strategic Management in the Family Firm
Week 5	Estate Planning/Boards
Week 6	Conflict/Communication
Week 7	Private Wealth/Individual Actions
Nov. 12	<u>Written Exam</u>
Nov. 17	<u>Term Paper due</u> + In Class Presentations begin

22-ENTR-410-001
Autumn Quarter, 2009
Page 3

Weeks 9-11	In Class presentations
Nov. 26	Thanksgiving – No Class
Dec. 3	Last Class-Evaluation and Wrap-up

Additional Course Notes: You may withdraw passing from this course anytime prior to the beginning of class on **November 12, 2009**. Also, keep a copy of all papers turned in during the quarter until your grade is received. This protects you if a paper is misplaced by me.

Also, use of cell phones or other electronic devices, including computers, are strictly prohibited during class time.