

University of Cincinnati  
Carl H. Lindner College of Business  
SYLLABUS

**Management of Closely-Held and Family Businesses**

22-ENTR-4010-001  
Autumn Semester, 2017  
Wed 6:00-8:30 p.m.  
Lindner 215

**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 512  
Office Hours: W 5pm-6pm or by appointment  
Phone: 556-7126  
Fax: 556-4891  
e-mail: Sid.Barton@uc.edu

**Text:** No text required. All materials provided. Note: Communications modules presentation and materials are provided by Perfect 10 Corporation and sponsored by the Goering Center for Family and Private Business.

**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. Two exams 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.

<b>Grading:</b>	Class Participation	20%
	First Exam	40%
	Second Exam	40%

**Syllabus**  
**22-ENTR-4010-001**  
**Autumn Semester, 2017**  
**Page 2 of 2**

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

**Approximate Course Schedule**

8/23	Introduction of the Course, background on the family/private firm
8/30	Communications Module 1
9/6	Communications Module 2
9/13	Communications Module 3
9/20	Communications Module 4
9/27	<b>First exam – Takehome</b> + Family Strategic Plan + Genogram
10/5	Business Strategic Plan
10/11	<b>No Class – Readings Week</b>
10/18	Leadership Development Plan
10/25	Succession Plan
11/1	Family Firm Governance – Family Councils and Boards
11/8	Compensation and Estate Planning
11/15	<b>Second exam – in class</b>
11/22	<b>No Class – Thanksgiving</b>
11/29	Class Wrap-up and Course Evaluation