

University of Cincinnati
Carl H. Lindner College of Business
SYLLABUS

Management of Closely-Held and Family Businesses

22-ENTR-7035-001
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
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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.

Grading:	Class Participation	20%
	First Exam	30%
	Second Exam	30%
	Term paper	20%

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	First exam – Takehome + Family Strategic Plan + Genogram
10/5	Business Strategic Plan
10/11	No Class – Readings Week
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	Second exam – in class
11/22	No Class – Thanksgiving
11/29	Term paper due + Class Wrap-up and Course Evaluation