



# LINCOLN UNIVERSITY

## **BA 380** **Business Strategy and Decision-Making**

### **COURSE SYLLABUS**

**Department of Business and Economics**

**Fall, 2009**

**Lecture Schedule:** Tuesday, 9:00 AM – 3:15 PM

**Credit:** 3 units

**Instructor:** Prof. Sergey Aityan, DSc, PhD

**Office Hours:** Monday, 3:45 PM – 5:00 PM

Tuesday, 1:30 PM – 4:00 PM

Thursday, 3:45 PM – 5:00 PM

Students are advised to schedule appointments on the appointment list at the professor's office door that will ensure exact appointment time without waiting.

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☎: (510) 628-8016

**Text:**

**1. Main Textbook:**

Hitt, Ireland, and Hoskisson, "Strategic Management, Concepts and Cases," 8th Ed., Cengage Learning/South-Western, 2009, ISBN # 978-0-324-65559-9

**2. Course lecture notes:**

Sergey Aityan, "Business Strategy and Decision-Making," the online course notes on <http://elearning.lincolnuca.edu>.

**Last Revision:** July 25, 2009

### **CATALOG DESCRIPTION**

Each student is expected to develop a better understanding of business strategy approaches, and techniques, and to acquire knowledge and skills relating to the decision-making process. Emphasis is on decision-making while still recognizing the importance of the specialized functions of an organization. Readings and case materials are reinforced with participation through written tests, a paper, and oral presentations, in decision-making processes and computer applications. This is the capstone course, and not for beginners. (3 units)

Prerequisite: BA 301, BA 304, BA 306, BA 340, BA 45 and most other graduate core courses.

**COURSE OBJECTIVES**

The course objectives are to introduce students to the basic aspects of modern business strategies, the appropriate analysis methodologies, risk assessment, business decisions, business decision-making process, methodologies, and its automation.

**PROCEDURES AND METHODOLOGY**

Lecture method is used in combination with a supervised business case study. The emphasis will be on learning by doing. Every student must participate in an intensive classroom activity

**COURSE PROJECT**

Every student must complete and submit a business plan

**REQUIREMENTS**

Continuous assessment is emphasized. Written or oral quizzes will be given every week. Reading, writing and “business case study” assignments will be made throughout the course. Students must complete all assignments and take all quizzes, mid-term exam and final exam on the dates due. Plagiarism will result in the grade “F” and a report to the administration.

**ATTENDANCE**

Students are expected to attend each class session. If you cannot attend a class due to a valid reason, please notify the instructor prior to the class.

**EXAMS**

Both, midterm and final exams are structured as written essay to answer to the given questions. The essay must be written structurally with clear logical presentation of the answers. Graphs, charts, tables, and other supporting illustrations are required if needed. Examples to illustrate the answers are required.

Exams will cover all assigned chapters, any additional readings or supplementary materials covered in class. The exams are neither “open book” nor “open notes.”

**GRADING**

Activity	Time	Percent
Quizzes, home tasks, and classroom activities	Every week	20%
Project	Every week	20%
Mid-term exam	Second part of March	30%
Final exam	Last week of the course	30%

**SCORING**

All results of written test will employ a numerical scoring system that is convertible as indicated below.

94-100	A
90-93	A-
87-89	B+
83-86	B
80-82	B-
77-79	C+

73-76	C
70-72	C-
67-69	D+
63-66	D
60-62	D-
0-59	F

### COURSE SCHEDULE

Lectures	Topic	Chapters
1	(a) Introduction to Business Strategy	Ch. 1
	(b) The Twenty Most Influential Businessmen of All Times	Ch. 2
2	(a) Strategic Planning	Ch. 3
	(b) Case Studies - What makes good companies and how good companies may get in trouble	Ch. 4
3	Business Plan	Ch. 5
4	(a) Competitive Strategy	Ch. 6
	(b) Model for Industry Analysis	Ch. 7
6	Vertical and Horizontal Integration	Ch. 8
7	Acquisition and Restructuring Strategies	Ch. 9
	Growth Strategy Matrices	Ch.10
8	(a) Review	Ch. 1 - 10
	(b) Midterm Exam	
9	International Strategy and Foreign Market Entry Modes	Ch. 11
10	Corporate Governance and Ethics	Ch. 12
	Case Study – System Approach	Ch. 13
11	Organizational Structure and Control	Ch. 14
12	(a) Strategic Leadership and Entrepreneurship	Ch. 15
	(b) System Approach and Strategic Thinking	Ch. 16
13	(a) Strategic Scenarios	Ch. 17
	(b) Eras of Material, Energy, and Information Production	Ch. 18
14	(a) Review	Ch. 1 - 18
	(b) Comprehensive Final Exam	

### OTHER COMMENTS

- Please participate. What you put into the class will determine what you get out of it – and what others get out of it.
- Please come on time. Late arrivals disturb everyone else.
- If you miss a class, you are responsible for getting notes/slide printouts on the material covered from a classmate or the instructor.
- To avoid distracting noise in class, cellular phones must be turned off or the ringing mode silenced.
- Questions and comments during the class are welcome. Do not hesitate to ask questions – do not leave anything unclear for you.

### MODIFICATION OF THE SYLLABUS.

The instructor reserves the right to modify this syllabus at any time during the semester. An announcement of any changes will be made in a classroom.