



Lincoln University

– BA 380 –

Business Strategy and Decision-Making

COURSE SYLLABUS

Fall, 2013

Lectures: Wednesday, 12:30 PM – 3:15 PM
Credit: 3 units (45 lecture hours)
Instructor: Prof. Sergey Aityan, PhD, DSc
Office Hours: Monday, 3:30 PM – 4:30 PM
Thursday, 2:15 PM – 3:15 PM
Students are advised to schedule appointments on the appointment list on the information board at the professor's office that will ensure exact appointment time without waiting.
e-mail: aityan@lincolnuca.edu
☎: (510) 628-8016

Textbook:

- 1. Main Textbook:**
Hitt, Ireland, and Hoskisson, "Strategic Management, Concepts and Cases," 9th Ed., Cengage Learning/South-Western, 2011,
ISBN 13: 978-1-4390-4230-4
ISBN 10: 1-4390-4230-6
- 2. Course lectures notes:**
Sergey Aityan, "Business Strategy and Decision-Making," the online course notes on <http://elearning.lincolnuca.edu>.

Last Revision: August 2, 2013

CATALOG DESCRIPTION

Students are expected to develop a better understanding of business strategy approaches and techniques, and to acquire skills and knowledge 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, papers, and oral presentations. This is the MBA program capstone course. (3 units)

Prerequisites: BA 301, BA 304, BA 307, BA 320, BA 340, and at least two concentration 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 supervised exercises and business case study. The emphasis will be on learning by doing. Every student must participate in an intensive classroom activity, must complete home tasks and course projects, and take quizzes and exams.

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, home tasks, 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. The final exam is comprehensive. 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 AND SCORING

All activities will be graded according to the points as shown below.

Grade	A	A-	B+	B	B-	C+	C	C-	D+	D	F
Points	94-100	90-93	87-89	83-86	80-82	77-79	73-76	70-72	66-67	60-66	0-59

The final grade for the course will be given as the total weighted score for all activities according to the percentage shown in the table below.

Activity	Time	Percent
Quizzes, home tasks, and classroom activities	Every week	20%
Course project		20%
Mid-term exam	In the middle of the course	30%
Final exam	Last week of the course	30%

If both grades for the midterm and final exams are “F” the term grade for the course is “F” regardless of the grades for the project and classroom activities.

COURSE SCHEDULE

Lectures		Topic	Chapters
#	Date		
1	Aug.28	(a) Economy and Business Strategy (b) Case Studies 1 - The Twenty Most Influential Businessmen of All Times	Ch. 1 Ch. 2
2	Sep.4	(a) Strategic Planning (b) Business Plan	Ch. 3 Ch. 4
3	Sep 11	(a) Case Studies 2 - What makes good companies and how good companies may get in trouble (b) Review of Course Projects	Ch. 5
4	Sep 18	(a) Business Models (b) Competitive Strategy and Models for Industry Analysis	Ch. 6 Ch. 7
5	Sep 25	(a) Vertical and Horizontal Integration (b) Acquisition and Restructuring Strategies (b) Growth Strategy Matrices	Ch. 8 Ch. 9 Ch. 10
6	Oct 2	(a) Business Entities (b) Operational Business Modes	Ch. 11 Ch. 12
7	Oct 9	(a) Case Study 3 – Boeing vs Airbus (b) Corporate Governance and Control	Ch. 13 Ch. 14
8	Oct 16	(a) Business Ethics (b) Review of Course Projects	Ch. 15
9	Oct 23	(a) Review (b) Midterm Exam	Ch. 1 - 15
10	Oct 30	(a) Strategic Entrepreneurship and Leadership (c) Review of Course Projects	Chs.16, 17
11	Nov 6	(a) Probability and Risk (b) Risk Assessment	Ch. 18 Ch. 19
12	Nov 13	(a) Case Studies 4 – Systemic Approach (b) Systemic Approach and Strategic Thinking (c) Strategic Scenarios	Ch. 20 Ch. 21 Ch. 23

13	Nov 20	(a) Game Theory (b) Eras of Material, Energy, and Information Production	Ch. 24 Ch. 26
	Nov 27	Thanksgiving – No classes	
14	Dec 4	Course Project Defense	
15	Dec 11	(a) Review (b) Comprehensive Final Exam	All Chapters

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. Announcements of any changes will be made in a classroom.