



# Lincoln University

## BA 390 – Business Strategy and Decision Making

### COURSE SYLLABUS

Fall, 2018

**Instructor:** Prof. Alex Anokhin, PhD  
**Lecture Schedule:** Thursday, 9:00 AM – 11:45 PM  
**Credits:** 3 units / 45 lecture hours  
**Level:** Mastery 2 (M2)  
**Office Hours:** Thursday, 12:30 PM – 1:30 PM  
**e-mail:** aanokhin@lincolnuca.edu

**Textbooks:** Exploring Strategy: Text and Cases 11<sup>th</sup> Edition; Johnson, Whittington, Regnér, Scholes, Angwin; Pearson, 2017. ISBN13: 9781292145129; ISBN10: 1292145129.

**Last Revision:** August 5, 2018

#### 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

#### Educational Objectives

This course is meant to integrate all previous knowledge gained in the MBA program and provide an opportunity for its practical application. We will attempt to examine business strategies in a complex environment of modern global marketplace, fiercely competitive and constantly evolving. We will develop a framework for strategic decision making, discuss tools and techniques used by successful companies, while acquiring an in-depth understanding of the nature of decision making in the uncertain environment of the modern business world.

Upon completion of the course students will be able to:

- Identify and select possible strategic responses to the changes in business environment
- Understand major competitive business strategies
- Perform internal and external analysis of the organization and identify required modifications to address business problems and opportunities

- Discuss and compare rationales and limitations for various business models, corporate strategies, and stakeholder relationship approaches.

### Course Learning Outcomes<sup>1</sup>

	Course LO	Program LO	Institutional LO	Assessment
1	Employ analytical techniques and tools to create valid information in support of decision-making	PLO 1	ILO 1b, ILO 2b	Simulation management game, Case study, Classroom exercise
2	Formulate and implement strategic responses to change in external and internal environment	PLO 2	ILO 1b, ILO 2b, ILO 4b	Simulation management game, Case study, Classroom exercise
3	Evaluate and effectively communicate potential global business opportunities and risks	PLO 3	ILO 2b, ILO 7b	Simulation management game, Case study, Classroom exercise
4	Be able to identify tools and technique needed to obtain competencies, capabilities, and resources required for the implementation of business strategy	PLO 4	ILO 4b, ILO 5b, ILO 6b	Simulation management game, Case study, Classroom exercise
5	Define corporate development objectives that allow to achieve and sustain competitive advantage	PLO 5	ILO 4b, ILO 5b	Simulation management game, Case study, Classroom exercise
6	Manage corporate social responsibilities issues within a context of strategic development	PLO 6	ILO 3b	Simulation management game, Case study, Classroom exercise

### Procedures and methodology

*This is a direct classroom instruction course.*

Lecture method is combined with in-class discussions, case studies and assignments of various kinds. Participation in in-class activities is an essential part of the course and will be graded.

Assignments and projects require students to actively use resources of the library. Detailed guide to business *resources of the library* as well as the description of Lincoln University approach to *information literacy* are available at the [Center for Teaching and Learning](http://ctl.lincolnuca.edu) website (ctl.lincolnuca.edu).

### Class Rules

1. Class attendance is required. Attendance will be taken each class at a time chosen by the instructor.

---

<sup>1</sup> Detailed description of learning outcomes and information about the assessment procedure are available at the [Center for Teaching and Learning](http://ctl.lincolnuca.edu) website (ctl.lincolnuca.edu).

2. Students are required to arrive to class on time. Showing up late disturbs the natural flow of the lecture and affects everyone's experience.
3. All quizzes, exams, assignments and projects must be completed and handed in on time. Late submissions will result in lower grade (each day of delay costs 5% points). Since all assignments are available on the website and outlined in the present syllabus with due dates clearly visible, the fact that you haven't been in class when the assignment was given cannot be used as an excuse to submit it later.
4. All quizzes, exams, and class assignments cannot be made up.
5. No cheating and no plagiarism, please! Detected cheating/plagiarism will result in "F" for the assignment.

### **Exams**

The exams will consist of questions based on lectures, assigned chapters and supplementary reading.

### **Strategic Management Simulation Game**

In addition to the case assignments, students will be organized into teams and participate in the operation of a company through an automated on-line simulation program. Student teams will be required to make repetitive decisions regarding key strategic elements of the company based on their interpretation of the firm's competitive environment, financial and operating ratios, the economic climate, and periodic problems that arise during the simulation.

Students will receive a detailed explanation of the operating characteristics of the simulation, the cost of and means of obtaining an access to participate in the simulation, and the nature of the operating reports the teams will receive and the nature of the decisions the teams will be required to make. Teams will be judged on their success or failure relative to competition.

The final team case report requires an oral presentation that will be scheduled during the course.

### **Assessment Criteria**

All assignments, quizzes, projects and exams are evaluated using the indicated system:

94-100	A	73-76	C
90-93	A-	70-72	C-
87-89	B+	67-69	D+
83-86	B	60-66	D
80-82	B-	0-59	F
77-79	C+		

### **Tentative Weights**

Participation (case studies, home work, in-class discussions)	15%
Simulation game	30%
Midterm Exam	20%
Final Exam	35%

### Course Schedule

<b>Date</b>	<b>Topic</b>
Aug. 23	a) Introduction. What is strategy? b) Strategic Leadership
Aug. 30	Macro Environmental Analysis
Sept. 6	Industry and Sector Analysis
Sept. 13	Resources and capabilities
Sept 20	Stakeholders and governance.
<b>Sept 27</b>	<b>Midterm Exam</b>
Oct. 4	Business strategy and models
Oct 11	Corporate strategy and diversification
Oct. 18	Mergers and Acquisitions, Strategic Alliances
Oct. 25	Global Strategy
Nov. 1	Organizational Design
Nov. 8	Leadership and strategic change
<b>Nov. 15</b>	<b>Course Project Presentations</b>
<b>Nov. 29</b>	<b>Course Project Presentations</b>
<b>Dec. 6</b>	<b>Final Exam</b>