COURSE DESCRIPTION

This course seeks to provide an understanding of the knowledge and skills that are required to manage and grow small to mid-sized firms. We will study the typical problems and opportunities that confront such organizations. Students will use a variety of disciplines including management, strategy and entrepreneurial finance in order to formulate courses of action based on incomplete information.

COURSE THEMES

The course focuses on these principal themes:

- How do managers work effectively with limited human and financial resources?
- How do small firms balance management and marketing needs against financial constraints?
- What are the unique managerial challenges of family-owned businesses?

COURSE METHODS

Each class will include discussion of readings and cases. Students will analyze cases with an action orientation, for example, what steps should we take in order to enhance growth within the firm? How should an organization be structured in order to maximize the value of the firm?
**Classroom Contributions.** The learning experience in a course like this one depends heavily on each student being prepared to actively participate in every class session. We all have expectations that will enrich the topic and direction of discussion in the course. This means that you need to be fully acquainted with the readings and cases for a given session. Positive participation includes attendance, active involvement in all in-class exercises and discussions, and maintenance of a classroom demeanor that encourages the participation of others. You will be evaluated on the quantity as well as the quality of your contribution and insights. Quality comments possess one or more of the following attributes: (a) Contribute to moving the discussion forward; (b) Offer a different, unique and relevant perspective on the issue; (c) Build on other comments of others; and (d) Include some evidence or analysis of inherent tradeoffs, i.e., demonstrate reflective thinking.

**Written case analyses.** Students will be required to prepare two written case-related analyses of “Northwest Security Services” and “Gordon Biersch Brewing Company”. These assignments are due by 9 AM on July 15 and August 5. They should be a maximum of 5 and 7 pages respectively, excluding exhibits. The case analysis papers consist of in-depth written analysis and application of techniques and methods to a company’s expansion effort. The papers should address the questions assigned in the syllabus for the discussion day for each of the aforementioned cases. The case assignments will be graded for content and format. You are required to turn in papers that conform to professional standards of organization, grammar, punctuation, spelling, and paragraph/sentence structure.

**Delivery.** Reports should be sent by email to each of the following two addresses: gokun@stern.nyu.edu and gokun1@mac.com. Students must send two separate emails (not one in which the other address receives a copy upon delivery).

**Required Materials.**

Managing the Small to Mid-Sized Company: Concepts and Cases (Collins and Lazier), Irwin, 1995.

Case Packet

**Grading Plan.** The course grade will be based on the following components and weights:

- Classroom Contributions: 20%
- Case Report 1: 30%
- Case Report 2: 50%
**Instructor**

Glenn A. Okun is a clinical professor of management and entrepreneurship at New York University Stern School of Business where he teaches courses in entrepreneurship, private equity, venture capital, investment management and corporate finance. Mr. Okun advises corporations on financial and investment matters. He was President of Mitchum, Jones & Templeton, a merchant bank and broker dealer headquartered in San Francisco, California from 1998 to 2001. He previously served as a Director of Allen & Company Incorporated in New York. Mr. Okun invested in early and later stage financings of private companies in various industries. He also ran a small cap emerging growth stock hedge fund and a special situations portfolio. Mr. Okun has advised corporate clients on mergers, acquisitions and restructurings and has underwritten public offerings and private placements of securities. Mr. Okun began his investment career at the IBM Retirement Fund where he invested in mezzanine private placements, real estate, public emerging growth equities and oil and gas assets. Mr. Okun holds JD and MBA degrees from the joint degree program of Harvard University and a BA degree from Wesleyan University.
<table>
<thead>
<tr>
<th>Date</th>
<th>Topic</th>
<th>Case:</th>
<th>Reading:</th>
</tr>
</thead>
<tbody>
<tr>
<td>June 29</td>
<td>V I E Framework</td>
<td>“Yellowtail Marine Case #28”</td>
<td><em>Text, Chapters 1-4</em></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>July 6</td>
<td>The Quality Strategy</td>
<td>“Granite Rock Case #5”</td>
<td><em>Text, Chapters 5-6</em></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>July 11</td>
<td>Vision and Core Value Application</td>
<td>“L.L. Bean Case #10-11”</td>
<td><em>Text, Chapter 7</em></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>July 13</td>
<td>Human Resource Issues &amp; Change</td>
<td>“Joan Fabrics Case #9”</td>
<td><em>Text, Chapter 9</em></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>“How to Make People Decisions”</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>July 18</td>
<td>The Family Business</td>
<td>“Northwest Security Services”</td>
<td><em>Text, Chapter 11</em></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>July 20</td>
<td>Implementation/Core Values</td>
<td>“Randy Hess Case #17”</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>July 25</td>
<td>Service vs. Product Businesses</td>
<td>“Jamison &amp; Leary Case #8”</td>
<td>“Dan Gordon”</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
July 27  Slow Growth Strategies
Case:   “University National Bank Case #21-22”
Reading:  
          Text, Chapter 8
          Strategy vs. Tactics from a Venture Capitalist

August 1  Marketing
Case:   “Lost Arrow Cases #12-14”
Reading:  
          Text, Chapter 10
          What Businesses Can Learn from Non-Profits

August 3  Nexus of Strategy and Marketing
Case:   “Boston Beer Company: Light Beer Decision”
Reading:  
          Knowing a Winning Business Idea When You See One
          Growth Outside the Core

August 8  Building an Innovative Company
Case:   “Giro Sports Case #3-4”
Reading:  
          The Questions Every Entrepreneur Must Answer

August 10 An Integrated Approach
Case:   “Gordon Biersch Brewing Company”
Reading:  

Questions for Northwest Security Services:

- Evaluate Bob’s process for establishing the NSS advisory board. What could be improved?
- Who should set dividends in order to avoid conflicts of interest? Create a specific policy and method of making dividend decisions. Should non-employee family members be represented in this process?
- Should there be a different set of benefits for non-family employees than those available to family employees?
- Devise a specific plan for effecting the managerial transition from Keith to Mike and Grant.

Questions for Gordon Biersch Brewing Company:

- What accounts for GBBC’s success? What near and intermediate term risks, if any, do you foresee?
- What organizational alternative do you recommend to Dan and Dean?
- Evaluate the team’s effort to raise capital. Which offer should they accept?
- If they accept the Fertitta offer, what issues must Dan and Dean successfully negotiate with the Fertittas?