



Course Title: FAMILY BUSINESS MANAGEMENT

Course Code: ENTR702

Credit Units: 3

Course Level: PG

L	T	P/S	SW/F W	TOTAL CREDIT UNITS
3	-	-	-	03

Course Objectives:

- To addresses the understanding of family business and the unique situations that family businesses face.
- To understand the governance issues and conflict in family business.
- To understand the growth and sustainability of family business.
- To know the role of non family members and succession planning.

Pre-requisites:

Preferably should have undertaken a course in “Entrepreneurship & New Venture Creation” offered by university and must have interest to operate as a Family Business.

Student Learning Outcomes:

- By the end of course students will able to differentiate the family with family business.
- Graduates of the program are enabled to resolve the conflicts.
- Students who will complete the course will outline the growth in business and relationship in family.
- By the end of course students will be able to prepare modes of succession planning in family business.

Course Contents/Syllabus:

	Weightage (%)
Module I Introduction	15%
Overview of the family business. Effective governance and the family business, Issue of ownership and conflict in family. Capital structure of closely held business and family business, cash, growth. Issues and challenges in family business and closely held family business.	
Module II Developing Effective Governance	25%
Understanding the relationships between family and business, management and ownership. Governance issues in family owned business, behavioral issues in closely held and family owned business & managed business. Conflict management and transition in family business	
Module III Growth Strategy	25%
Growth strategy for family owned business. Different models in family business. Developing sustainable family business organization structure, ownership, team of advisors, board of directors and corporate governance.	
Module IV Succession Planning	15%
Family succession, issues of succession in a family firm, preparing for succession planning. Legal norms of succession-succession acts, important provisions	
Module V Future Prospects	20%
Involving non-family members, power struggles and issues of succession in a family firm, Valuation of the closely held firm, the changing role of family in the family business	

Pedagogy for Course Delivery:

The course will be delivered through live examples of Indian family businesses and globally known family business. Exercise on conflict analysis and live examples on conflicts in family business will be discussed. The case study method will also be used to understand growth and related challenges within family business. In addition, governance and succession in family business will also be discussed. The course instructor will assign live project on role of non family members in family businesses.

Assessment/ Examination Scheme:

Theory L/T (%)	Lab/Practical/Studio (%)	Total
100 %	-	100 %

Theory Assessment (L&T):

Continuous Assessment/Internal Assessment					End Term Examination
Components	Presentation	Case Study	Home Assignment	Attendance	
Weightage (%)	10 %	10 %	5 %	5 %	70 %

c

Text book:

- Dutta Sudipt (1999), Family Business in India, Response books

References book:

- Kelin E. Gersick, John A. Davis, Marion McCollom Hampton, Ivan Lansberg, Generation to Generation: Life Cycles of the Family Business

Any other Study Material:

- Amity Business Journal (ABJ)
- Emerald emerging market case studies (EEMCS), Emerald
- Family Business Review (FBR), Sage
- Harvard Business Review (HBR)
- International Journal of Entrepreneurship & Innovation (IJEI), IP Publishing
- International Journal of Globalisation and Small Business (IJGSB) , Inderscience
- Journal of Business Venturing (JBV) - Elsevier
- Journal of Chinese Entrepreneurship (JCE), Emerald
- Journal of Entrepreneurship in Emerging Economies (JEEE), Emerald
- Journal of Family Business Management (JFBM), Emerald
- Journal of Family Business Strategy (JFBS), Elsevier
- Journal of Small Business Management (JSBM), Blackwell Publishing
- SIU Journal of Management, Shinawatra International University, Thailand
- Technology, Innovation, Entrepreneurship and Competitive Strategy, Emerald
- World Review of Entrepreneurship Management and Sustainability Development (WREMSD), Inderscience