

STUDENT'S CONTRACT: Check the individual and team assignments that you will complete and submit for a grade. Identify your team members. Turn the contract in to Prof. Makamson by Jan 23rd. When approved, a copy will be provided to you.

Contract Requirements:

1. Select 10 articles for written review. Select 5 from Group 1 and 5 from Group 2. This is individual work.
2. You are required to participate in a 3-4 member team for case analyses. Identify your team members.
3. With your team select 2 cases. Dr. Makamson can assign these to ensure coverage. One case submission is required from each Group A **and** B. See website for detailed instruction and grading. Discussion questions are posted at the course website.

You are required to keep a copy of all materials submitted for a grade if submission is contested.

<input checked="" type="checkbox"/>	Due	Articles- Student Select 5 from Group A	<input checked="" type="checkbox"/>	Due	Articles- Student Select 5 from Group B
<input type="checkbox"/>	Jan 18	1. The Enduring Logic of Industrial Success	<input type="checkbox"/>	Mar 15	9. Corporations, Culture, and Commitment
<input type="checkbox"/>	Jan 20	2. What Is Strategy?	<input type="checkbox"/>	Mar 17	10. What Really Works?
<input type="checkbox"/>	Jan 25	3. Changing the Role of Top Management	<input type="checkbox"/>	Mar 22	11. When and When Not to Vertically Integrate
<input type="checkbox"/>	Jan 27	4. The Lessons from Stakeholder Theory	<input type="checkbox"/>	Mar 24	12. Strategic Sourcing
<input type="checkbox"/>	Feb 8	5. Competing on Resources	<input type="checkbox"/>	Mar 29	13. Growth Outside the Core
<input type="checkbox"/>	Feb 22	6. How Competitive Forces Shape Strategy	<input type="checkbox"/>	Apr 5	14. Stock or Cash?
<input type="checkbox"/>	Mar 1	7. Leadership That Gets Results	<input type="checkbox"/>	Apr 12	15. Disruptive Technologies
<input type="checkbox"/>	Mar 3	8. The MultiUnit Enterprise	<input type="checkbox"/>	Apr 19	16. Competitive Advantage of Nations
Required Research Assignments					
<input checked="" type="checkbox"/>	Due	Research Topic			
<input checked="" type="checkbox"/>	Feb. 5	Financial Analysis.			
<input checked="" type="checkbox"/>	Feb 17	Environmental Analysis			
<input checked="" type="checkbox"/>	Apr 2	Mergers and Acquisitions			

<input checked="" type="checkbox"/>	Team Analysis	Due	Cases- Team Select 1 for Team Paper from this Group A	<input checked="" type="checkbox"/>	Team Analysis	Due	Cases- Team Select 1 for Team Paper from this Group B
<input type="checkbox"/>		Jan 29	Al Dunlap at Sunbeam (9-899-218)	<input type="checkbox"/>		Mar 19	Jet Blue: Starting from Scratch (9-801-354)
<input type="checkbox"/>		Feb 12	Coors in the Brewing Industry (9-388-014)	<input type="checkbox"/>		Mar 26	Celulosa Arauco: (9-705-474)
<input type="checkbox"/>		Feb 26	Cola Wars Continue: (702442)	<input type="checkbox"/>		Apr 9	Time Inc.'s Entry into Entertmt. Ind. (A) (9-293-117)
<input type="checkbox"/>		Mar 5	Procter & Gamble: Organization 2005 (A)	<input type="checkbox"/>		Apr 16	Managing Innovation at Nypro, Inc. (9-696-061)
				<input type="checkbox"/>		Apr 19	Haier: Taking a Chinese Company Global (9-706-401)

3-4 Members of My Team Are (Include yourself and make sure each member agrees to this collaboration. Four is maximum size.):

1. _____ E-Mail: _____
2. _____ E-Mail: _____
3. _____ E-Mail: _____
4. _____ E-Mail: _____

In addition to these assignments, the following are required:

2- Comprehensive examinations. A Mid-Term test and a Final Test.

Participation through attendance and contribution/presentation on assigned articles and cases.

I understand that plagiarism and other forms of cheating are grounds for dismissal from Professor Makamson's course:

SIGNED: _____ DATED: _____

ACCEPTED: _____ Prof. Makamson to Initial and Return Contract. Contract details will be posted at mgmtguru.com.