

## Syllabus

### Course description

<b>Course title</b>	<b>Family Business Management</b>
<b>Course code</b>	25422 LM-77 AF 25564/27196 LM-77 EI
<b>Scientific sector</b>	ECON-07/A
<b>Degree</b>	Master in Accounting and Finance LM-77 AF Master in Entrepreneurship and Innovation LM-77 EI
<b>Semester and academic year</b>	2nd semester 2024/2025
<b>Year</b>	1
<b>Credits</b>	6
<b>Modular</b>	No

<b>Total lecturing hours</b>	36
<b>Total lab hours</b>	-
<b>Total exercise hours</b>	6
<b>Attendance</b>	Suggested, but not required
<b>Prerequisites</b>	Not foreseen
<b>Course page</b>	LM-77 AF: <a href="https://www.unibz.it/en/faculties/economics-management/master-accounting-finance/">https://www.unibz.it/en/faculties/economics-management/master-accounting-finance/</a> LM-77 EI: <a href="https://www.unibz.it/en/faculties/economics-management/master-entrepreneurship-innovation/">https://www.unibz.it/en/faculties/economics-management/master-entrepreneurship-innovation/</a>

<b>Specific educational objectives</b>	<p>The course refers to the typical educational activities and belongs to the scientific area of Entrepreneurship and Innovation.</p> <p>Family firms are the most prevalent form of business organization globally. The family involvement in the business causes family firms to have unique dynamics, goals, structures and resources that eventually create distinctive management challenges for owners and managers. While potentially being a source of competitive advantage, the family may thus also cause serious dysfunctions in the firm. For these reasons, family firms require distinctive management approaches to achieve success and survive across generations.</p> <p>This course provides students with theoretical frameworks and practical tools to fully understand family firms' dynamics and manage the unique challenges triggered by the family involvement in the firm. The course thus provides students with a knowledge base to professionally work in and with family firms in the future.</p> <p>This course is beneficial to those students who might work in a family firms in the future (e.g., because they are members of a family owning a business or because</p>
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	they intend to establish their own family firm) or who might be associated with such organizations in a professional capacity through roles such as consultant, accountant, lawyer, banker, or researcher.
<b>Lecturer</b>	<b>Paola Rovelli</b> Office NOI Techpark / unibz E5.10B <a href="mailto:Paola.Rovelli@unibz.it">Paola.Rovelli@unibz.it</a> tel. 0471 013022
<b>Scientific sector of the lecturer</b>	ECON-07/A
<b>Teaching language</b>	English
<b>Office hours</b>	From Monday to Friday on request, upon pre-arrangement by email.
<b>Lecturing assistant</b>	Not foreseen
<b>Teaching assistant</b>	Not foreseen
<b>Office hours</b>	18
<b>List of topics covered</b>	The course is divided in 5 modules: <ul style="list-style-type: none"> <li>▪ TM1. Introduction to family business</li> <li>▪ TM2. Dynamics of family business</li> <li>▪ TM3. Governance in family business</li> <li>▪ TM4. Management in family business</li> <li>▪ TM5. Succession in family business</li> </ul>
<b>Teaching format</b>	Frontal lectures, group discussions, case study analysis
<b>Learning outcomes</b>	<p><u>Knowledge and understanding</u></p> <ul style="list-style-type: none"> <li>▪ Appreciate and understand the role of families in firms</li> <li>▪ Understand the unique challenges of family firms</li> <li>▪ Understand the key aspects of family business management</li> </ul> <p><u>Applying knowledge and understanding</u></p> <ul style="list-style-type: none"> <li>▪ Assess the role of families for creating and sustaining firms' competitive advantage and disadvantages</li> <li>▪ Critically evaluate strengths and weaknesses of family firms</li> <li>▪ Understand key dimensions of family influence and their implications for firms' dynamics, governance, management, and succession</li> </ul> <p><u>Making judgments</u></p> <ul style="list-style-type: none"> <li>▪ Acquire knowledge to be able to make judgements about family business management</li> <li>▪ Critically evaluate alternative approaches to family business management</li> <li>▪ Evaluate family firms' advantages and disadvantages</li> </ul> <p><u>Communication skills</u></p> <ul style="list-style-type: none"> <li>▪ Develop communication skills for presenting and discussing family business case studies</li> <li>▪ Be able to work in group and take part in discussions</li> </ul>

	<p>related to family business management</p> <p><u>Learning skills</u></p> <ul style="list-style-type: none"> <li>▪ Develop the ability to establish links among relevant topics independently</li> <li>▪ Identify critical aspects of family business management and find organizational solutions</li> <li>▪ Develop the ability to think, plan and act stragically when managing family firms</li> </ul>
<p><b>Assessment</b></p>	<ul style="list-style-type: none"> <li>▪ <u>Individual written exam</u>: it consists in open and close questions based on the theory.</li> <li>▪ <u>In-class active participation</u>: during the theoretical lectures, students are invited to participate in group activities (e.g., discussions, role play, brief case study analyses).</li> <li>▪ <u>Group case study analysis</u>: during dedicated lectures, groups of students analyze family business case studies based on assigned questions and prepare their written answer by applying the theoretical concepts previously illustrated during the theoretical lectures.</li> </ul> <p>Not-attending students have to write to the lecturer at the beginning of the course. These students are evaluated based on an individual written exam. The written exam consists of open and close questions as in the case of attending students but goes more in depth in testing not-attending students' knowledge.</p>
<p><b>Assessment language</b></p>	<p>English</p>
<p><b>Evaluation criteria and criteria for awarding marks</b></p>	<p><b>Attending students</b></p> <ul style="list-style-type: none"> <li>▪ <u>60% Individual written exam</u> It is relevant: quality and clarity of answers based on the knowledge provided during lectures, ability to summarize, evaluate, and establish relationships between topics, ability to critically analyze family business management.</li> <li>▪ <u>40% Group case study analysis</u> It is relevant: quality and clarity of answers, ability to apply theoretical concepts to analyze case studies, participation to group work, quality and clarity of presentations.</li> <li>▪ <u>0-3 extra-points In-class active participation</u> It is relevant: participation to in-class discussions, proactiveness during discussions, quality and clarity of answers.</li> </ul> <p><b>Not-attending students</b></p> <ul style="list-style-type: none"> <li>▪ <u>100% Individual written exam</u></li> </ul>
<p><b>Required readings</b></p>	<p>Readings will be provided in the lectures slides and on the TEAMS page of the course.</p>

**Supplementary readings**

Supplementary readings will be eventually recommended to the students on the TEAMS page of the course.