

# Business Administration

Course Number:	<b>BUAD 306</b>
Course Title:	<b>MANAGING PROFESSIONAL SERVICE FIRMS</b>
Credits:	3
Calendar Description:	This course explores the challenges of leading professional service firms by exploring the unique characteristics of professional service firms and their implications for strategy, leadership, management, governance and organization. The course will also introduce frameworks and methods for analyzing professional service firms as well as provide an overview of the skills required to succeed in such firms.
Semester and Year:	<b>WINTER 2021</b>
Prerequisite(s):	Minimum third-year standing
Corequisite(s):	BUAD 340
Prerequisite to:	No
Final Exam:	Yes
Hours per week:	3
Graduation Requirement:	Elective for BBA degree
Substitutable Courses:	No
Transfer Credit:	
Special Notes:	
Originally Developed:	September 2007
EDCO Approval:	September 2010
Chair's Approval:	



**Team Case Lockdown and Presentation (10 marks)**

At the start of the course, students will be assigned a real case in class time where you will have three hours to analyze and create a presentation for the case. In a subsequent class, each team shall present their case solutions. The case template shall be presented to students to learn in advance and to use the tools offered during the lockdown.

**Team Mini Case Presentations (10 marks)**

Each team will be given an original mini case written by your professor with the condition that the team will only be assigned the mini case with 24 hours' notice. The team will need to form their own lockdown and solve the case according to the format below. They will then present the case analysis in class to the professor and classmates. For each mini case, the job of each team is to:

- Determine the decision or problem statement.

- Conduct a proper situation analysis with the goal of determining the main strategic issues that must



