Assignments for the week of November 20 to November 24, 2017

**MONDAY, NOVEMBER 20**

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<th>Time</th>
<th>Course</th>
<th>Instructor</th>
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<td>0830 - 1000</td>
<td>FINANCIAL MARKETS</td>
<td>SAMIR AHMED</td>
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<td><strong>Topic</strong>: Why Public Companies Choose to go Private</td>
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<td><strong>Case</strong>: World Co Ltd, Japan: Why Go Private</td>
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<td>1000 - 1030</td>
<td>Tea break</td>
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<td>1030 - 1200</td>
<td>RETAIL MANAGEMENT</td>
<td>ARIF RANA</td>
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<td><strong>Topic</strong>: Operations</td>
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<td><strong>Case</strong>: Salesforce Incentives at Servis Sales Corporation.</td>
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<td><strong>Read</strong>: The Hidden Risk in Cutting Payroll Cost</td>
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<td>1200 - 1230</td>
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<td>1230 - 1400</td>
<td>CAREER DYNAMICS AND PROFESSIONAL DEVELOPMENT</td>
<td>GHUFRAN AHMAD</td>
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<td><strong>Topic</strong>: Leveraging Mentorship</td>
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<td><strong>Case</strong>: The Mentorship of John Cooper (A)</td>
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**Assignment:**

1. As John Cooper, make a decision between the two alternatives presented in the case and be prepared to defend your position.

2. How would you communicate your decision to Alan Kirkpatrick? How do you think he will react? Be careful to consider a broad range of possibilities.

3. Is there anything that you would do or say, going forward, to change the dynamics of the mentoring relationship between John Cooper and Alan Kirkpatrick?
**Read:** Beyond the Myth of a Perfect Mentor

1400 - 1500  Lunch break

1500 - 1630  **CORPORATE GOVERNANCE**  
**KHALID A MIRZA**

**Topic:** Derelict Board

**Read:** Satyam Computers Corporate Governance Fiasco (A): Siblings Are Dearer Than Shareholders”

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<td><strong>CORPORATE LAW</strong></td>
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<td><strong>NABEEL SARWAR</strong></td>
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**Topic:** Company Law (Shares, Charges, Accounts and Dividends)

**Case:** Kitab On Line

**Assignment:** Be prepared for class discussion.

**Read:**
1. Sections 58-63, Sections 100, 220, and Sections 240-243 of the Companies Act, 2017
2. Avtar Singh, Chapters 44 and 45

**Note:** Please bring Companies Act, 2017 (Bare Act) into class.

1200 - 1230  Break

1230 - 1400  **ORGANISATIONAL POWER AND POLITICS**  
**MOHSIN BASHIR**

**Topic:** Navigating Interpersonal Influence and its Role in Organisational Power and Politics

**Read:**
1. Pfeffer Chapter 11
2. HBR Article: Harnessing the Science of Persuasion

**Assignment:**
1. What are the types of influence according to Cialdini? Be prepared to discuss examples from your own life for each of Cialdini’s principles.
2. What is the role of emotional intelligence in interpersonal influence?

**Note:** Reading Summary Assignment due before this session.

1400 - 1500 Lunch break

1500 - 1630 **CHANNEL MANAGEMENT**

M LUQMAN AWAN

**Topic:** Concept of Power, Conflict

**Case:** Atlas Copco (A): Gaining and Building Distribution Channels

**Assignment:**

1. What grade would you give Atlas-Copco for its entry strategy? Why?

2. What phases of entry strategy do you like? Why?

3. What phases of entry strategy do you dislike? Why?

4. What does the four level franchising agreement do for the company’s customers?

5. What does it do for its distributors?

6. What does it do for the company?

7. What would you do differently to ensure a gain in Market share?

**Read:** Stewardship in Action I-Supplier case studies Transforming your Go to Market Strategy

1630 - 1730 Break

1730 - 1900 **BUSINESS TO BUSINESS**

ARIF IJAZ

**Topic:** Pricing in Business Markets

**Case:** Tyler Abrasives

**Read:**

1. Note on Pricing for Industrial Products
2. Making Money with Proactive Pricing
WEDNESDAY, NOVEMBER 22

0830 - 1000  **FINANCIAL MARKETS**
SAMIR AHMED

**Topic**: Derivatives Exchanges: CME

**Case**: CME Group

1000 - 1030  Tea break

1030 - 1200  **RETAIL MANAGEMENT**
ARIF I RANA

**Topic**: Merchandising

**Case**: Merchandising at Nine West Retail Stores

**Read**: Rocket Science Retailing is Almost Here—Are you Ready?

1200 - 1230  Break

1230 - 1400  **CAREER DYNAMICS AND PROFESSIONAL DEVELOPMENT**
GHUFRAN AHMAD

**Topic**: Aligning Organisational Talent Management Practices and Personal Aspirations

**Case**: A.P. Møller - Maersk Group: Evaluating Strategic Talent Management Initiatives

**Assignment**:

1. What do you think are the critical talent challenges facing Maersk?
2. What drives employee turnover? What can companies do to retain their talent?
3. Can leaders be developed? Why or why not? If so, how?
4. What makes a recruitment process successful? What are the challenges with hiring experienced talent?
5. Should Maersk rehire its former employees? Why or why not?
6. How would you characterize Maersk’s culture? What are its best aspects? What could or should change?
7. What recommendations would you make to Allen and Pejter? What should they do?
Read:
1. Turn the Job You Have into the Job You Want
2. Job Sculpting

1400 - 1500 Lunch break

1500 - 1630 
**CORPORATE GOVERNANCE**  
KHALID A MIRZA

**Topic:** Director Responsibilities

**Read:** “Corporate Governance. The Jack Wright Series #1 – Jack Wright, Director”

**THURSDAY, NOVEMBER 23**

1030 - 1200 
**CORPORATE LAW**  
NABEEL SARWAR

**Topic:** Company Law (Directors and Shareholders)

**Case:** Pasta Hut

**Assignment:** Be prepared for class discussion.

**Read:**
1. Sections 131-195 of the Companies Act, 2017
2. Avtar Singh, Chapter 42

**Note:** Please bring Companies Act, 2017 (Bare Act) into class.

1200 - 1230 Break

1230 - 1400 
**ORGANISATIONAL POWER AND POLITICS**  
MOHSIN BASHIR

**Topic:** Applying Behavioral Concepts to Organisational Politics

**Guest Speaker:** TBA

**Read:**
1. Pfeffer Chapter 9
2. Little Black Book of Scams

1400 - 1500 Lunch break
1500 - 1630  **CHANNEL MANAGEMENT**  
M L U Q M A N A W A N

**Topic:** Emerging Trends in Channel

**Case:** Metro Cash and Carry

**Assignment:**

1. What have been MCC’s key competitive advantages as it has moved into emerging markets?

2. What role did institutional context play in challenging MCC’s efforts to prove the value proposition of its unique wholesaling format and establish itself as an accepted corporate citizen in Russia, India and China?

3. How would you rethink MCC’s approach to strategic expansion and public relations in India going forward?

1630 - 1730  Break

1730 - 1900  **BUSINESS TO BUSINESS**  
A R I F I J A Z

**Topic:** Channel Strategy in B2B Marketing

**Case:** Ingersoll Rand

**Read:** Channel Strategy in Industrial Marketing

**FRIDAY, NOVEMBER 24**

0900 - 1300  **MBA CONSULTING PROJECT**  
S H A K E E L S J A J J A

Work on MCP Project