Course Objectives: We will go through a core set of readings and discussions with the following goals:

- Rigorous analysis of the scholarly literature on managerial concepts. Moving beyond the summaries of original articles and books that we find in textbooks, we will read the originals in order to develop the ability to understand economic and management research.
- Acquisition of the skills for original research. In preparation for the senior project, you will: (a) define a research question; (b) review the relevant literature; and (c) identify an empirical approach to answering the research question.

Special Focus: This semester we will apply and extend the core concepts in a multi-faceted case study of the management challenges in today’s global markets for renewable energy technologies.

Background: Students are assumed to have completed Econ 203, 240 and 440. Those who are currently taking any of these courses should see me about remaining in the seminar.

Readings: Articles and case study materials online @ E-Reserves, our Sakai page.

Grading:
1. Participation: 10%
2. Weekly Critical Summary of Articles: 25%
3. Case: 30% (presentation 10%, report 20%)
4. Research Paper: 35% (presentation 10%, paper 25%)

Weekly Critical Summary of Articles: At least one article will be assigned each week. Please write a one page (double spaced) critical summary of each article, covering: 1) the article’s argument or main point; 2) what evidence is presented in support of the argument; and 3) what you think are the article’s key strengths and/or weaknesses, along with any questions it leaves you with.

Case Study (to be assigned): You will be assigned to a case team (size depending on enrollment). Teams will give in-class presentations and turn in written reports on assigned aspects of the case.

Research Paper (to be assigned): By the end of October, you will choose a topic that (hopefully) can lead to your senior project next semester. This will be the basis for a ten-page paper, in which you define your topic in the context of the relevant research literature. The first versions of the paper will be presented in class at our December 1 and 8 meetings, while the final version is due on Monday, December 13.

There will be no use of cell phones in the classroom for any reason. If you want to use a laptop for note-taking, just let me know.
**Tentative Schedule (stay tuned for changes):**

Week 1 (August 29): Organizational Issues; Strategic Management  
“What is Strategy?” Michael E. Porter.

Week 2 (September 5): Strategy and the Resource Based View  
“Competing on Resources,” Collis and Montgomery.

Week 3 (September 12): Managing Scope and Focus  

Week 4 (September 19): Managing Ethics  
“Strategic Planning as if Ethics Mattered,” Larue Hosmer.  
“Managing for Organizational Integrity,” Lynn Sharp Paine.

Week 5 (September 26): Managing Location in a Global Economy  
“Clusters and the New Economics of Competition,” Michael E. Porter.  

Week 6 (October 3): Technology Management  
“Corporate Strategy and the Management of Innovation and Technology,” Jens F. Christensen.

Week 7 (October 10): Technology, Markets, and Societal Trends  

Week 8 (October 17): Managing Performance in Global Renewable Energy Markets  
“Investing in Solutions to Climate Change,” Peter Suozzo/Citigroup.  

Week 9 (October 24): **CLASS CANCELLED (NYC trip)**  
**MONDAY** October 22: Research topic consultations – Please sign up on Sakai. **Topic paragraphs due at meetings.**

Week 10 (October 31): Case study: US and Chinese Firms in Global Renewable Energy Competition. Reading TBA.  
*Meet with Don Vrabel at 2:45, Pelletier reference section.*

Week 11 (November 7): Case study: US and Chinese Firms in Global Renewable Energy Competition. Reading TBA.

Week 12 (November 14): Case Presentations; **case reports due 4pm Friday, November 16.**

**Week 13 (November 21): Thanksgiving Break**

Week 14 (November 28): Research Presentations.

Week 15 (December 5): Research Presentations.

*Research papers due: **noon**, Friday December 14.*