

MBA CASE Competition Course Application and Try-out Details

As part of the MBA Case Competition Program, the MBA program is offering two case competition courses:

Summer Course: MANA695 LIVE CASE Experience (summer 1 term) – for students interested in the case competition approach to learning (details below) – 2-week intensive course. This course concludes with a live in-class case competition with a corporate sponsor.

Fall Course: MBA659 - STRATEGIES IN ACTION: CASE COMPETITION – this course is used to staff 3 of our case competition teams (details below).

APPLICATION Details: Interested students should send an email with a copy of their resume, a letter of intent (explaining their reason for taking the course) and a copy of their unofficial transcript to Prof. Tim Field (timothy.field@concordia.ca) by **Wednesday March 18, 2020 by 11:59 a.m.** Further, students should indicate which course they want to be considered for (students can apply for both classes).

Requirements: In terms of the application process, every MBA student in good academic standing, regardless of background and time in the program is permitted to apply for consideration. Education, academic performance, work experience, performance at the try-out and additional background are considered. Students who are most qualified based on these criteria are selected. **Note: Students can only register for one of these courses.**

Try-out Details: The Try-outs for MANA695 and MBA659 will be held on Saturday March 21, 2020. An additional try-out session may be added depending on the size of the applicant pool. Try-out details will be provided once all applications are received.

For the try-out, students will randomly be placed on a team for a group exercise. Students are to bring: a writing instrument, paper, calculator and name plate. The try-out will last approximately 50 minutes and no information will be provided in advance.

Upon the completion of the try-outs, students will be informed as to if they have been chosen for enrollment into one of the case competition courses.

Should you have any questions, please contact Prof. Tim Field at timothy.field@concordia.ca

MANA695 Live Case Experience – Course Details

Building upon the MBA Case Competition Program, this course focuses on strategic implementation and the integration of topics from the core courses within the program. Class exercises are designed to help students integrate and apply their complete education and past experiences to a variety of business situations. Through intensive case analysis and presentations, students will learn to apply theoretical and practical ideas to real situations in a pressure environment. The course will develop analytic, presentation, and social interaction skills to prepare students for today's business

environment. In addition, student teams will participate in a 'LIVE' project mandate for a client on the final day of the course.

MANA 695: Live Case Experience is a seminar course that will run for 6 sessions (3 sessions per week for a two-week period). Offered in full day sessions, the seminar will be divided into three components. The first part will primarily consist of team case presentations, with fellow students evaluating the presentation and asking questions. Both business issues and presentation skills will be addressed. In the second part of the course, case presentations will be presented in front of a panel of judges to simulate the conditions that will exist in the 'LIVE' case mandate. Finally, on the final session of the course, each team will prepare a presentation for the 'LIVE' consulting client as part of the final deliverable for the course (see schedule below).

Summer 1 - 2020 Schedule

Session 1	May 4 9:00 am – 4pm Case Presentation 1
Session 2	May 6 9:00am – 4pm Case Presentation 2
Session 3	May 8 9:00am – 4pm Case Presentation 3
Session 4	May 11 9:00am – 4pm Case Presentation 4
Session 5	May 13 9:00am – 4pm Case Presentation 5
Session 6	May 15 9:00am – 6pm 'Live' Case Mandate

Prerequisite: There are no prerequisites for this course -- however, students who have taken MBA659 (Strategies in Action) cannot take this course.

MBA 659 - STRATEGIES IN ACTION: CASE COMPETITION – Course Details

This course focuses on strategic implementation and the integration of topics from the core courses within the program. Class exercises are designed to help students integrate and apply their complete education and past experiences to a variety of business situations. The course will develop analytic, presentation, and social interaction skills to prepare students for today's business environment.

In addition, the try-out for the course is used to select participants to represent the John Molson School of Business at various MBA Case Competitions. The goal is to select and prepare teams that will represent Concordia University with excellence and integrity. All students taking this course are expected to be motivated toward this goal.

MBA 659 will be divided into three different parts. The first part will primarily consist of team case presentations, with fellow students evaluating the presentation and asking questions. Both business issues and presentation skills will be addressed. In the second part of the course, case presentations will be presented in front of a panel of judges to simulate the conditions that exist in

actual case competitions. Finally, in the third part of the course, upon the completion of the regular term, each team will prepare for their respective case competition. This will require a significant commitment as teams will continue preparing for their respective competition outside of class time and continuing beyond the conclusion of the term.

This management elective, with a maximum enrollment of twelve students (comprising 3 teams – competitions listed below), is focused on simulating the strategic management decision making process within the classroom. Through intensive case analysis and presentations, students will learn to apply theoretical and practical ideas to real situations in a “pressure” environment. Each class will be an intensive seminar that simulates participating in an actual case competition. Each class is ~6 hours consisting of three hours of preparation time, followed by two hours of presentations, and one hour+ of debriefing. Student evaluations will be based on these in-class exercises, training sessions outside of class time and peer evaluations (please see the course outline for details).

This year the course will staff 3 case competition teams:

Planned Competition attendance and timing:

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| 1) DeGroote (McMaster) (https://degrootecasecomp.mcmaster.ca) | Nov 2020 |
| 2) MBAICC (JMSB) (https://mbacasecomp.com) | Jan 2021 |
| 3) East Meets West MBA Leadership Case Competition (IVEY School of Business
(https://www.ivey.uwo.ca/leadership/events/east-meets-west-case-competition/) | Feb 2021 |

Students must ensure they can commit to the specific goals, time commitment and specific requirements of the course. Students are to inform Professor Tim Field at the try-out which competition team(s) they are interested in for the course (interest in all 3 is fine and expected). Please note that training for competitions will take place out-side of class time and will require a significant commitment from participating students.

Prerequisite: There are no prerequisites for this course -- however, students who have taken MANA 695 (Live Case Experience) cannot take this course.