BUS 870
MARCH 7, 2005

AGENDA

1. Compare & contrast the two articles & CH 4 & 5 to create an analytical framework.

2. Apply the Sears case to your framework

3. Team sessions

4. Next class
3. The Shifting Sands of Competitive Advantage

4. Chapter 5
   Strategy as a Balance
   Strategy from the Inside Out
   Notes on Competitive Positioning

5. SWOT and Action Plan
   Mastering Balance
   The Genius is in the Implementation
   Keys to Successful Strategy Execution
   Managing in the Age of Gurus
   Beyond Strategy Configuration as Competitive Advantage

6. Chapters 6-10
   Leading by Leveraging Culture
   Balancing Corporate Power
   Advice and Answers

SPRING BREAK

- GE's Digital Revolution
  - Project outline due. Submit your team contract

- Gus Fagen's and Sears Logistics Group

- John Trait's First Year
  - 3/21

- 3M: Profile of an Innovating Company
  - 3/28
<table>
<thead>
<tr>
<th>Week</th>
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<th>Assignments and cases</th>
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<td>7</td>
<td>Chapters 11-13</td>
<td>“Change” At Dunlap and Sonbeam Corporation First draft due</td>
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<td>PRIMAL LEADERSHIP</td>
<td>Apply GT3 and EI to previous cases.</td>
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<td>8</td>
<td>Good to Great Emotional Intelligence</td>
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<td>Project</td>
<td>Second draft due</td>
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<td>The presentation will be on Monday May 2, 2005.</td>
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The following is due on or before Friday, May 6, 2005:

- Final team written analysis and strategic plan
- Peer evaluations
- Final team PowerPoint presentation

Submit all assignments as attachments to an email sent to me.
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