

## CASE R & R

1. What factors created an opportunity for Bob Reiss and the "TV Guide Game?"
2. What risks and obstacles had to be overcome in order to pursue the opportunity successfully? How did Bob Reiss accomplish this?
3. Would this approach have worked for Parker Bros., or Milton Bradley?
4. As a result of this success, what should Reiss do now?
5. How successful was Reiss financially ? why ?

## CASE KHALIL ABDO

1. How do nepotism and professionalism influence the practices of this family business?
2. Who looks out for the interests of the business, the family and the shareholders in this family business system?
3. Trace the sequence of incidents that led to the family, business, and ownership issues described in the Khalil Abdo case.
4. If you were Sharif Abdo, how would you address each of these issues? What would you do at the end of the case?
5. What are the lessons on nepotism that you draw from this case?

## CASE ANDERSON STEEL

1. What are the business, family, and ownership issues present in the Anderson Steel Service case?
2. If you were Charles Anderson at the end of the case, what should you do?

## CASE MATTHEW HUNTER

1. If you were Matthew Hunter, which of these would you be most likely to do in this situation? **Circle one.**
- |              |                |  |  |
|--------------|----------------|--|--|
| Fire<br>Jack | Demote<br>Jack | Give Jack a warning<br>and try to help him | Do nothing and hope<br>the problem goes away |
|--------------|----------------|--|--|
2. In a situation like this, how much weight should a business leader give to the needs of an employee (like Jack) relative to the needs of the company? **Circle one.**
- |  |   |  |  |  |   |  |
|--|---|--|--|--|---|--|
| 1  | 2                                       | 3  | 4  | 5  | 6   | 7  |
| Consider<br>Jack's needs<br>above all else | A lot more<br>weight to<br>Jack's needs | A little more<br>weight to<br>Jack's needs | Equal weight<br>to Jack's needs<br>and the<br>company's<br>needs | A little more<br>weight to the<br>company's<br>needs | A lot more<br>weight to the<br>company's<br>needs | Consider the<br>company's<br>needs above<br>all else |
3. How much profit are you willing to lose each year in order to keep Jack in the firm? In other words, how much damage are you willing to suffer before you would ask Jack to leave? **Circle one.**
- |     |          |           |             |              |            |
|-----|----------|-----------|-------------|--------------|------------|
| \$0 | \$10,000 | \$100,000 | \$1,000,000 | \$10,000,000 | Any amount |
|-----|----------|-----------|-------------|--------------|------------|

## CASE PITCAIRN FAMILY HERITAGE FUND

### Suggested Assignment Questions

1. Would you invest in this fund? Think of at least three reasons why you would or would not
2. If you were asked to manage this fund, preserving its investment philosophy but possibly modifying the selection criteria for inclusion of stocks in its portfolio, how would you modify those criteria (if at all)?

## CASE THE TARAMOSALADA KINGS

1. what are the growth factors in this family business?
2. how do you assess the firm's financial performance?
3. what do you think of the decision to open up equity capital to outside professional financial investors?
4. what lessons can we draw?

## BUTLER LUMBER CASE

- Why does mr. butler have to borrow so much money to support this profitable business?
- try to prepare a cash flow statement (uses-sources) for period 1988-1990 from exhibit 2
- do you agree with his estimate of the company's loan requirement?
- As his banker would you approve his loan request? If yes which conditions would you attach to the loan ?

