SCHLESINGER GLOBAL FAMILY ENTERPRISE CASE COMPETITION (SG-FECC)

Summary of Selected Cases

Collaborators

- Columbia University Press
- Family Firm Institute
- IMD
- Ivey Case Publishing
- The John L. Ward Center for Family Enterprises
- SAGE Family Business Cases
- STEP Global Consortium

2023

- **ANTIGAL: STRATEGY AND SUCCESSION CHALLENGES IN A FAMILY-OWNED VINEYARD WITH GLOBAL AMBITIONS** *(Pre-arrival case w. 7 days prep time)*
  Lucia Pierini, Martin Roll, Gianfranco Siciliano, and Cao Zhijing (Publisher – CEIBS; Setting - Argentina, US, China)

- **FAMILY BUSINESS ETHICAL DECISION-MAKING UNDER COVID** *(Four-hour prep time case)*
  Amy F. Lipton (Publisher – SAGE; Setting - USA)

- **DASCHER (A): INTELLIGENT LOGISTICS** *(Four-hour prep time case)*
  Benoit Leleux and Martz Widz (Publisher - IMD; Setting - Germany)

- **ANTIGAL: STRATEGY AND SUCCESSION CHALLENGES IN A FAMILY-OWNED VINEYARD WITH GLOBAL AMBITIONS** *(Four-hour prep time case)*
  Lucia Pierini, Martin Roll, Gianfranco Siciliano, and Cao Zhijing (Publisher – CEIBS; Setting - Argentina, US, China)

2022

- **CONFLICTS AND RESOLUTIONS: CONTINUING A GENERATIONAL FAMILY BUSINESS IN IPOH, MALAYSIA**
  Feranita Feranita, Taylor’s University, MALAYSIA, Alfredo De Massis, Free University of Bozen-Bolzano, ITALY (Publisher – SAGE; Setting - Malaysia)

2021

- **JEBSEN & JESSEN FAMILY ENTERPRISE: A HONG FROM THE COLD**
  Marta Widz & Benoit Leleux, IMD, Switzerland (Publisher – IMD; Setting - Hong Kong, China)

- **SHUBHAM GOLMIE MASALE PRIVATE LIMITED: CONSOLIDATE OR EXPAND?**
  Sabyasachi Sinha & Vinod Thakur, IIM Lucknow, India (Publisher – Ivey; Setting - India)

- **FAMILY FEUD AT ALDI NORD**
  K B S Kumar & Indi Perepu, ICFAI & IBS, India (Publisher – IBS; Setting - India)

2020
• **PENTLAND GROUP: A FAMILY OF BRANDS** *(Pre-arrival case w. 7 days prep time)* Marta Widz, IMD, Switzerland (Publisher – IMD; Setting - UK)

• **DE AGOSTINI: REPURPOSING THE BUSINESS & THE FAMILY** *(Four-hour prep time case)* Marta Widz, IMD, Switzerland (Publisher – IMD; Setting - Italy)

• **RED COLLAR GROUP (A & B)** *(Four-hour prep time case)* Jean Lee & Liman Zhao, CEIBS, China (Publisher – CEIBS; Setting - China)

• **BAUCENTRUM: COMPENSATION AND GOVERNANCE IN THE FAMILY FIRM** *(Four-hour prep time case)* Stephen Sapp, Ivey School of Business, University of Western Ontario, Canada (Publisher - Ivey; Setting - Switzerland)

2019

• **PRITZKER FAMILY ENTERPRISE: A FAMILY GOVERNANCE CASE STUDY** *(Pre-arrival case w. 7 days prep time)* Patricia Angus, Columbia Business School, USA (Publisher Columbia Case Works; Setting – USA)

• **P & Q METAL WORKS** *(Four-hour prep time case)* Brett A. Coffman, USA (Setting – USA)

• **ADVISING THE FAMILY FIRM: OPENING PANDORA’S BOX (A & B)** *(Four-hour prep time case)* Vanessa Strike & Dennis Ma, University of British Columbia, Canada (Publisher - Harvard Business Cases; Setting – USA)

• **IOI’s GLOBAL CHALLENGE: MOVING UP THE PALM OIL VALUE CHAIN** *(Four-hour prep time case)* Marleen Dieleman, Singapore Management University, Singapore (Publisher - Harvard Business Cases; Setting – Malaysia)

2017

• **DEMPSEY BOATS** *(Pre-arrival case w. 7 days prep time)* Justin B. Craig and Ken Moores, Kellogg School of Management, USA & Bond University, Australia (Setting – Australia)

• **FIRE IN THE BELLY: BUSINESS GROWTH VERSUS FAMILY HARMONY** *(Four-hour prep time case)* Mita Dixit, SP Jain Institute of Management & Research, India (Setting – India)

• **VALLEY CARRIERS (A): ESTABLISHING STATUS IN A FAMILY BUSINESS VALLEY CARRIERS (B): WORKING ON VERSUS WORKING IN THE BUSINESS** *(Four-hour prep time case)* Vanessa Strike, University of British Columbia, Canada (Publisher - Ivey)

• **WENSLI SILK: SUCCESSION AND INTERNATIONAL LUXURY BRANDING** *(Four-hour prep time case)* Jean Lee, Rebecca Y. Chung, An Jing, CEIBS, China (Publisher – CEIBS; Setting – China)

2016

• **FREEDOM COMMUNICATIONS, INC.: FAMILY ENTERPRISE OR LIQUIDITY?** *(Pre-arrival case w. 7 days prep time)* John L. Ward and Carol Zsolnay, Kellogg School of Management, Northwestern University, Evanston, IL, USA (Publisher – Kellogg; Setting – USA)

• **FOUR GENERATIONS OF THE OWENS FAMILY (A) AND (B)** *(Four hour prep time case)* John L. Ward, Joachim Schwass, Colleen Lief, Kellogg School of Management, Northwestern University, Evanston, IL, USA & IMD – International Institute for Management Development, Lausanne, SWITZERLAND (Publisher – Kellogg; Setting – Australia)
• **JUCHHEIM: THE FAITHFUL PURSUIT OF FLAVOUR, CULTURE AND FAMILY VALUES** *(Three-hour prep time case)* Vanessa M. Strike and Takao Kawamoto, Ivey Business School, Western University, London, ON, CANADA (Publisher - Harvard Business Cases; Setting – Japan)

• **JUCHHEIM: THE FAITHFUL PURSUIT OF FLAVOUR, CULTURE AND FAMILY VALUES** *(45 minutes prep time case)* Takao Kawamoto, Glorious Co., Ltd., JAPAN (Publisher - Harvard Business Cases; Setting – Japan)

2015

• **QADRI GROUP: WRITING THE FAMILY CONSTITUTION** *(Pre-arrival case w. 7 days prep time)* Shakeel Sadiq Jajja and Syed Zahoor Hassan, Suleman Dawood School of Business Administration, Lahore University of Management Sciences, Lahore, PAKISTAN (Publisher - Harvard Business Cases; Setting – Pakistan)

• **HOW TO MOTIVATE THE FIFTH GENERATION: BALANCING ENGAGEMENT AND ENTITLEMENT AT LEE KUM KEE** *(Three-hour prep time case)* John L. Ward and Sachin Waikar, Kellogg School of Management, Northwestern University, Evanston, IL, USA (Publisher – SAGE; Setting – China, Hong Kong)

• **A TIGHTROPE WALK: TRANSITION CHALLENGES AT S K GROUP** *(Three-hour prep time case)* Mita Dixit, Equations Management Consulting and Debasis Mallik, S.P. Jain Institute of Management & Research, Mumbai, INDIA (Setting – India)

• **PLYMOUTH TUBE COMPANY: HOW TO BUILD OWNERSHIP CONSENSUS** *(Three-hour prep time case, FINALIST case)* John L. Ward and Carol Zsolnay, Kellogg School of Management, Northwestern University, Evanston, IL, USA (Publisher – Kellogg; Setting – North America)

2014

• **MOTHER MYRICK’S CONFECTIONARY** *(Pre-arrival case w. 7 days prep time)* Paul W. Thurston, Erik R. Eddy and Mary Hartwick, Siena College, USA (Setting – USA)

• **WOODVILLE REPUBLICAN** *(Three-hour prep time case)* John J. Cater III, University of Texas-Tyler and Roland E. Kidwell, University of Wyoming, USA (Setting – USA)

• **AICL** *(Three-hour prep time case)* Mita Dixit, Equations Management Consulting, Apoorva Srivastava, Amity Business School, and Debasis Mallik, S. P. Jain Institute of Management & Research, INDIA (Setting – India)

• **ACME LUMBER** *(Three-hour prep time case)* John Perry and Nancy Bereman, Wichita State University, USA (Setting – USA)

2013

• **QADRI GROUP: SUSTAINING GROWTH FOR ANOTHER 100 YEARS** *(Pre-arrival case w. 7 days prep time)* Muhammed Shakeel Sadiq Jajja, Institute of Business Administration and Syed Zahoor Hassan, Suleman Dawood School of Business Administration, PAKISTAN (Setting – Pakistan)

• **RUMA’S FRUIT AND GIFT BASKET: WILL DAD EVER RETIRE?** *(Three-hour prep time case)* Edmund (Ted) Clark and John Friar, Northeastern University, Boston, Massachusetts, USA (Setting – USA)

• **THE AMERICAN BRITISH UNIVERSITY** *(Three-hour prep time case)* Josiane Fahed-Sreih, Lebanese American University, LEBANON (Setting – Lebanon)
• MID-STATE TRUCKING & STORAGE (Three-hour prep time case, FINALIST case) Edmund (Ted) Clark and John Friar of Northeastern University, Boston, Massachusetts, USA (Setting – USA)