

# CALL FOR CASES

*to be used in*

## FAMILY ENTERPRISE CASE COMPETITIONS (FECC)

**Due Date: October 1, 2016**



The University of Vermont  
**Grossman**  
SCHOOL OF BUSINESS



The Grossman School of Business at the University of Vermont (UVM), in collaboration with the Family Firm Institute (FFI), invites submissions of family enterprise cases for the 2017 Family Enterprise Case Competitions (FECC).

For use by both undergraduate and master's students during the competition, the cases can be based on field research, secondary sources, or a fictional situation. The cases should concentrate on issues and dilemmas unique to family enterprises, such as trans-generational entrepreneurship, succession planning, governance, non-family members as key employees, family crises, next-generation issues, sibling relations, professionalization of a family enterprise.

Submissions may be original cases *or* recommendations of existing cases. If case writers hold copyright to submitted cases, they must agree to grant one-time, one-day use of the cases to the UVM Family Enterprise Case Competition.

Authors of selected cases for 2017 will be notified by November 15, 2016. They will be invited to serve on a judging panel at the 2017 FECC and will be recognized at the Gala Dinner. They will also receive a one-year membership in FFI and a complimentary registration to the 2017 FFI annual global conference in Chicago.

### PREPARATION & SUBMISSION GUIDELINES

Submissions / recommendations must include the following and should be sent to [FECCcases@ffi.org](mailto:FECCcases@ffi.org). Only on-line submissions will be considered

Cover sheet to include:

- (i) Author name/s;
- (ii) Topics and geographical focus of the case;
- (iii) Recommended preparation time (7-days, 3-4 hours, 1-2 hours) for a three member student team to read and analyze the case, and prepare a 20 minute presentation for the judging panel;

Suggested length is maximum 20 double spaced pages (5,000 words) of text and 30 pages including financials, family trees, organization charts and other appendices.

### SELECTION PROCESS

The FFI selection committee is composed of three members: two FFI Fellows (a practitioner and an academic) and a recent advanced FFI certificate graduate. Selected cases will be well written, focused on interesting dilemmas for family enterprises, and provide enough detail of the context and issues to enable competing students to compare multiple courses of actions and propose recommendations.

The decisions of the selection committee are final. Cases not selected for 2017 FECC may be considered for FECC 2018 and 2019 competitions.

### ABOUT FFI

The mission of FFI is to be the most influential global network of thought-leaders in the field of family enterprise. We provide research-based learning and relevant tools for advisors and consultants, academics and family enterprise members to drive success. Professionals, educators and researchers as well as family enterprise members from more than 88 countries across the globe (almost half of all nations) belong to FFI. Together they create the oldest and most prestigious multidisciplinary professional association for family enterprise in the world.

### ABOUT FECC

Established in 2013 by the Grossman School of Business at the University of Vermont, the annual Family Enterprise Case Competition (FECC) matches undergraduate and graduate students from the world's finest family business programs. In multiple tough rounds of the competition, student teams apply their knowledge and expertise to understand complex family business cases, and present their recommendations to a distinguished panel of judges who determine which group best understood, analyzed and presented the case. In the first four years, 284 competitors from 38 institutions and 243 judges from around the world have participated in FECC.

**For a list of competing teams and more information, please click <http://go.uvm.edu/wd3ky>**