



CALWEST UNIVERSITY

Course Type: **Elective**

Course Code: **MBA714**

Course Name: **Competitive Analysis**

Faculty Name: **Prof Paul Cohen, MBA, ABD**

Contact information: via **'My Courses'** link on Tubeclasses

COURSE SYLLABUS

Students please note that this is Elective course. Recognized Prior Learning (RPL) for this course will be recognized. Students may do this course by (a) studying the course via Tubeclasses and using the (free) MOOC courses from leading universities as supplementary delivery vehicles of the course content (\$250 per course); OR (b) undertaking similar courses elsewhere (including accredited MOOC Courses) and having the assessments suitably externally proctored (via organizations such as ProctorU); and then applying to Calwest for credit towards their degree program (\$25 per course); OR undertaking similar courses elsewhere (including accredited MOOC Courses) and undertaking 'challenge exams' at Calwest university (\$250 per course). Students may also undertake similar courses in other accredited universities for credit (\$25 per course). Please note there are limits to the maximum credits allowed in graduate programs.

1. Course Description

In this course students will learn how firms behave in situations in which strategic decisions are interdependent, i.e. where their actions affect competitors' profits and vice versa. Using the basic tools of game theory, students will analyze how firms choose strategies to attain competitive advantage. This course is about the behavior of companies in competitive markets. Facing competition forces firms to look ahead and anticipate developments: If rivals are likely to react to a price cut, a firm will have to take the expected reaction into account. Students focus on such instances of "strategic interdependencies" in real business situations. Students will first study the basic concepts of game theory as a toolbox and then analyze strategic "games" in real-life settings. Rather than a set of checklists of "how-to-behave" in a number of pre-specified situations, this course will teach students to think about business strategy in a systematic and exciting - and ultimately more successful way.

2. Learning Objectives

1. Students will gain an understanding of how firms behave in situations in which strategic decisions are interdependent, i.e. where their actions affect competitors' profits and vice versa.
2. Students will use the basic tools to analyze how firms choose strategies to attain competitive advantage.
3. Student will learn about the behavior of companies in competitive markets.
4. Students will learn how to focus on strategic interdependencies in real business situations.

3. Learning Outcomes:

To successfully complete this subject, a student should be able to:

1. Predict and forecast organization's demand and supply.
2. Formulate strategy in order to increase the organization's market share.
3. Study the market trend and pattern and develop a strategy for organizational growth.
4. Study forthcoming trends in the industry, especially when the organization is planning for the diversification and expansion plan.
5. Understand the current strategic strengths and weaknesses of a competitor and suggest opportunities and threats that will merit a response.
6. Gain an insight into future competitor strategies that may help in predicting upcoming threats and opportunities.

4. Prescribed Reading (Compulsory)

Fred R. David and Forest R. David; *Strategic Management: A Competitive Advantage Approach*, Latest Edition, Prentice Hall, <http://www.pearsoned.com/>

5. Student Resource Requirements

- PC: A reliable computer running Windows 7 or higher with 500 MB of RAM or higher
- Mac: A reliable computer running Mac OS 10 or higher
- Reliable high speed Internet connection (minimum 768 Kbps/128 Kbps)
- Web browser with Adobe Flash Player installed (Flash Player 10 or higher recommended)

6. Topic Outline

Topic No.	Topic	Text Book Chapter	Lecture Power Point
1	The Nature of Strategic Management	1	1
2	The Business Vision and Mission	2	2
3	The External Assessment	3	3
4	The Internal Assessment	4	4
5	Strategies in Action	5	5
6	Strategy Analysis and Choice	6	6
7	Implementing Strategies: Management and Operations Issues	7	7
8	Implementing Strategies: Marketing, Finance/Accounting, R&D, and MIS Issues	8	8
9	Strategy Review, Evaluation, and Control	9	9
10	Business Ethics/Social Responsibility/Environmental Sustainability	10	10
11	Global/International Issues	11	11

7. Assessment

There will be **Continuous Assessments** done throughout this course. All topics will have a **Topic Quiz** that needs to be satisfactorily answered prior to being allowed to access the next topic in the course. You are allowed unlimited attempts in each Topic Quiz, so that you can master the topic before proceeding to the next. After completing all Topics (and Quizzes) your **Final Assessment** will be available for you to undertake online. There will be a time limit of *90 minutes* for the final assessment in which you will need to answer *80 multiple-choice questions* that will be randomly selected from the questions asked in the topic quizzes.

Please ensure that you have an undisturbed 90 minute time frame to undertake your Final Assessment; as after 90 minutes your work will be automatically submitted and graded.

There will be only one attempt provided for the Final Assessment.

The Final Assessment will form the over 80% of the weight given to your final course grade. The Balance 20% is obtained as an average of the scores you achieve in the Topic Quizzes.

8. Grading Criteria

Calwest University applies the following grading system in all courses:

A pass mark of 60% (grade of D which is a bare minimum pass) or above is required to satisfy the educational requirements of the university for completing the course. The grade assessments are as follows:

Below 60%: Fail	73-75% : C	85-88% : B+
60-64% : D	76-78% : C+	89-91% : A-
65-69% : D+	79-81% : B-	92-95% : A
70-72% : C-	82-84% : B	Over 95% : A+