Mod 3 2007

SCS Stream Introduction
Who are we?

- Prof. Alfred J. Nanni, Jr.
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- Prof. Shahid Ansari
  Zwerling Term Chair Professor of Behavioral and Managerial Accounting
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Who are you?

☐ Please use your tent cards
☐ I’ll try my best to get your (preferred) name right, but have a little patience!
Policies, Procedures, and Expectations

- SCS policies linked to SCS#1 on Blackboard:
  - Stream description
  - Missed class policy
  - “Daily” prep outline
- Participate! Think, try your ideas, ask questions, challenge ideas
- Prep time ~ 2:1 (3-4 hrs per class)
- Tutor schedule posted
Routine Session Organization

Here is what we will cover each session. (This may serve as the base form of your “daily” outline.)

- What’s the generalizable business issue/problem?
- What are your specific analyses, insights, and logic? (Apply the appropriate tools and techniques)
- What are the strategic business implications?
- What is your recommended action plan?
How the cases fit into the search for profit improvement

SCS Profit Strategy Map