

CALL FOR CASES

to be used in

FAMILY ENTERPRISE CASE COMPETITION (FECC)

Due Date: July 1, 2019



The Grossman School of Business at the University of Vermont (UVM), in collaboration with the Family Firm Institute (FFI) and the Successful Transgenerational Entrepreneurship Practices (STEP) Project, invites submissions of family enterprise cases for the 2020 Family Enterprise Case Competition (FECC). For use by both undergraduate and graduate students, cases may be based on field research, secondary sources, or a fictional situation. The cases should focus on key decisions unique to family enterprises, such as transgenerational entrepreneurship, succession, governance, ownership or employment of family / non-family members, inter- or intra-generational issues, professionalization and strategic decisions in internationalization, sustainability, growth and philanthropy.

Submissions may be original cases or recommendations of existing cases. Case-writers must agree to grant one-time, one-day use of their case to the UVM Family Enterprise Case Competition. Authors affiliated with competing schools may submit but they will need to provide an explicit statement that they are not involved with the student prep in any way, including indirectly through the coach.

Authors of selected cases for 2020 will be notified by October 1, 2019. They will be invited to serve on a judging panel at the 2020 FECC and will be recognized at the Gala Dinner. They will also receive a one-year FFI membership and a complimentary registration to the 2020 FFI annual global conference in Miami.

PREPARATION & SUBMISSION GUIDELINES

Cases must be submitted online and sent to FECC@uvm.edu. The cover sheet must include: (1) the author name/s, email and institution, (2) key issues, (3) main characters, (4) geographic focus, (5) anchoring question/s to be addressed, (6) theories useful for case analysis, and (7) recommended preparation time for a three-member student team to read and analyze the case, and prepare a 20 minute presentation for the judging panel (7-days, 3-4 hours, 1-2 hours). Suggested length is a maximum of 30-double-spaced pages of text (7,000 words) including pertinent exhibits such as financials, family trees, organization charts, and other appendices

SELECTION PROCESS

The case selection committee has 3 members: an independent chair, a FFI member (advisor) and a STEP member (researcher). Selected cases will be well-written, focus on interesting family enterprise dilemmas, and provide enough contextual and issue detail to enable competitors to compare multiple courses of action

and propose recommendations. The decisions of the selection committee are final. Cases not selected for 2020 FECC may be considered for FECC 2021 and 2022 competitions.

ABOUT FECC

Established in 2013 by the Grossman School of Business at the University of Vermont, this annual case competition 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 six years, 431 competitors from 43 participating institutions and 368 judges from six continents have participated in FECC. For more information, please view our FECC brochure [here](#). For a list of competing teams, please [view our FECC brochure here](#).

ABOUT FFI

Family Firm Institute (FFI) is the most influential global network of thought leaders in the field of family enterprise. Established in 1986, FFI provides research-based learning and relevant tools for advisers and consultants, academics and family enterprise members to drive success. Professionals, educators and researchers as well as family enterprise members from across the globe belong to FFI. Together they create the oldest and most prestigious multidisciplinary professional association for family enterprise in the world.

ABOUT STEP

Established in 2005, the STEP Project is a collaboration of scholars worldwide studying successful entrepreneurial practices of family businesses over time. It involves rigorous qualitative and quantitative research. Active dissemination of evidence-based knowledge is performed through publications and summits with families. The STEP Project aims to pass on the entrepreneurial mindset and capabilities that enable family businesses to sustain and create new streams of wealth across generations, by mobilizing entrepreneurship and family business academics along with leading multi-generational family businesses to explore and identify Successful Transgenerational Entrepreneurship Practices

For a list of competing teams and more information, [please click here](#).

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