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## SYLLABUS

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<b>Date/ Revision</b>	February 15, 2017
<b>Faculty</b>	Business & Social Sciences
<b>Approval</b>	Dean (Faculty of Business & Social Sciences), Vice Rector (Academic)

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### SUBJECT : VALUE-BASED MANAGEMENT

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#### 1. Identification of Subject:

Name of Subject	: Value-Based Management
Code of Subject	: FINA-3000
SKS/ECTS	: 2/4
Semester	: 6
Study Program	: B-MGT/B-IBA
Lecturer	: Dr. Wiryawan, Dr. I Made Artika, Dr. Satiri, Dr. Firdaus Basbeth, Dr. Samuel Prasetya

#### 2. Competency

After having the course, students are expected to:

- Have a clear understanding of the theory of management and organization.
- Have a clear understanding of the practice of management in contemporary organizations from a conceptual, analytical, and pragmatic perspective
- Develop their own framework for analyzing and understanding management as well as exploring and developing their own personal philosophy of management
- Have the oral and written presentation skills through the analysis and reporting of case situations.

#### 3. Description of Subject:

An up-to-date look at value-based management which promotes a marriage of traditional Value-Based Management with the growing trend toward corporate social responsibility, a combination termed value(s)-based management. These topics through in-class presentations, exercises discussions (both face-to-face and online), readings (from both text and on-line sources), exercises (both individual and group-based), and a variety of graded assignments and tests.

#### 4. Learning Approach

Approach	: Combination of Expository - inquiry and collaborative
Method	: Discussion, question answer, sample problem, group work
Student Task	: Home work, quizzes
Media	: LCD projector, film.

#### 5. Evaluation

- Absence maximum : 25%
- Participation in discussion : 10 points
- Problem solving : 10 points

- d) Daily Quiz : 20 points  
 e) Final Examination : 60 points  
 Total : 100 points

**f) Contents/ Topics of Lecturing:**

Week	Topics	Content	Remark
1	The Purpose of a Corporation	Ch 1	
2	The Elements of Value-Based Management	Ch 2	
3	The Need to Measure What You Want to Manage	Ch 3	Quiz
4	Team Case Presentation	Ch 1-3	
5	Free Cash-Flow Valuation: The Foundation of Value-Based Management	Ch 4	
6	Pick a Name, Any Name: Economic Profit, Residual Income, or Economic Value Added	Ch 5	Quiz
7	Team Case Presentation	Ch 4-5	
<b>8</b>	<b>Semester break – make-up classes only</b>		
9	Corporate Social Responsibility: Putting the S in Value(s)-Based Management	Ch 6	
10	Project Evaluation Using the New Metrics	Ch 7	
11	Incentive Compensation: What You Measure and Reward Is What Gets Done	Ch 8	
12	Lessons Learned	Ch 9	Quiz
13	Team Case Presentation	Ch 6- 9	
14	<b>Review of material</b>	<b>Ch 1-9</b>	
<b>15</b>	<b>Semester break – make-up classes only</b>		
<b>16</b>	<b>Final Examination</b>	<b>Ch 1-9</b>	

**g) Book Reference:**

- a) Text Book: Value-Based Management with Corporate Social Responsibility, 2nd Edition, Martin, Petty & Wallace, Oxford University Press, ISBN # 978-0-1904-45085-4