

**The University of Pennsylvania
The Wharton School
Management Department**

**PhD Seminar on Family Business Research
MGMT 938 - Q2 Fall 2010**

**Tuesday 9:00 AM – 12:00 Noon
SH-DH the Bowman Room**

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Course Overview and Design

Family firms differ in a number of ways from non-family firms. These differences may result in differential behavior by and performance of family firms versus non-family firms. Although family-controlled firms make up the vast majority of businesses around the world, academic research in this space is sparse. This seminar seeks to expose students to theoretical and empirical perspectives on family businesses. Throughout the course, we will focus on the ownership, control, and management issues that set family firms apart. We will focus on the main issues faced by family firms, and attempt to critically examine how, using a range of methodologies, researchers have approached these issues. As we review the literature, we will seek to identify promising research areas, which may be of interest to you in the context of your dissertation research. In addition to addressing the content of the received literature, we will examine the process of crafting research papers and getting them published in top tier journals. Towards that end, we will characterize the key elements of high-impact papers and review the development process of such studies.

Students are expected to come fully prepared to discuss and critique the readings that are assigned to each class (see details below). Each class will center on discussing in depth 4-5 papers from the reading list assigned to that class. Before each class, I will let you know which papers to prepare. Each student will serve as the discussion leader for one or more of the class sessions. Discussion leaders are expected to critically review several articles, identify new insights in the research that is being reviewed and evaluate its contribution to the literature, position the articles within the literature on the subject matter, raise discussion questions, and act as the discussion moderator for the class session. Each discussion leader is asked to prepare a one or two page summary of the assigned papers which includes a statement of the main research question(s), the methodology, data set if any, summary of findings, a commentary with your thoughts on the reading, and proposed discussion questions. Prior to each class, the discussion leader will meet the instructor to help plan the class meeting. Towards the end of each class, each student will be asked to articulate a research question that emerged from the session and describe the research design used to investigate the issue.

Requirements and Evaluation

One reaction paper is due by **December 7, 2010**. It will contain a comprehensive evaluation of a paper (rather than a mere summary of the paper), selected from the reading list or another paper that is of interest to you and has been vetted by the Instructor. Your course grade will be determined as follows:

Your participation in class discussions	33%
Your effectiveness as a discussion leader	33%
Your reaction paper	34%

Other course features and resources

- There will be a dedicated eRoom for our course. Course materials that are not copyrighted and periodic announcements will be posted on this site. The eRoom can be accessed through WebCafé. The URL is:

<https://webcafe.wharton.upenn.edu/eRoom/mgmtb/938-fa10-1>

- All copyrighted readings are found on Study.net (you should receive an email with logon information from Study.net at the beginning of the semester). Please contact customerservice@study.net with any logon issues.

http://www.study.net/r_mat.asp?crs_id=30016759

The class readings have been split between two sites: Study.net and WebCafé. All copyrighted materials are found on Study.net, all other readings are found on the WebCafé. This is meant to minimize the cost of students obtaining reading materials.

The Course at a Glance

Session Number	Date	Topic / Faculty
1	Tuesday, November 2, 2010	Introduction to Family Business research
2	Tuesday, November 9, 2010	Family Dynamics
3	Tuesday, November 16, 2010	Family Firm Performance
4	Tuesday, November 23, 2010	Ownership and control of Family Firms
5	Tuesday, November 30, 2010	Valuation of Family Firms
6	Tuesday, December 7, 2010	Ownership, Control & Management Succession in Family Firms

Required Book

Hughes, James (2004), *Family Wealth: Keeping it in the family*. Bloomberg Press, Princeton, NJ.

This book will be available at the Penn Bookstore (Barnes & Noble at 36th and Walnut).

Detailed Course Outline

Notes:

Each week I will point you to the specific papers on which our discussion will center in the following class meeting. I will work with the discussion leader throughout the week to prepare the class.

Minor changes to the reading list can be anticipated throughout the term.

I. Session 1: Tuesday, November 2, 2010

A. Introduction & Overview

Readings:

- a. Bertrand, Marianne, and Antoinette Schoar (2006), The role of family in family firms. *Journal of Economic Perspectives*, 20(2), 73–96.
- b. Burkart, Mike, Fausto Panunzi, and Andrei Shleifer (2003), Family firms. *Journal of Finance*, 58(5), 2167–2202.
- c. Gomez-Mejia, L. R., Larraza-Kintana, M., & Makri, M. (2003), The Determinants of Executive Compensation in Family-Controlled Public Corporations. *Academy of Management Journal*, 46(2), 226-237.
- d. Gomez-Mejia, L. R., Haynes, K. T., Nunez-Nickel, M., Jacobson, K. J. L., & Moyano-Fuentes, J. (2007), Socioemotional wealth and business risks in family-controlled firms: Evidence from Spanish olive oil mills. *Administrative Science Quarterly*, 52(1), 106-137.
- e. Gomez-Mejia, L. R., Nunez-Nickel, M., & Gutierrez, I. (2001), The Role of Family Ties in Agency Contracts. *Academy of Management Journal*, 44(1), 81-95.
- f. Hughes, James (2004), *Family Wealth: Keeping it in the family*. Bloomberg Press, Princeton, NJ.
- g. Morck, Randall, David Stangeland, and Bernard Yeung (2000), “Inherited wealth, corporate control, and economic growth. The Canadian disease?” In: Morck, Randall (Ed.), *Concentrated Corporate Ownership*. University of Chicago Press, Chicago, IL, 319–369.
- h. Schulze, W. S., Lubatkin, M. H., & Dino, R. N. (2003), Exploring the agency consequences of ownership dispersion among inside directors at family firms. *Academy of Management Journal*, 46(2), 179-194.
- i. Schulze, W. S., Lubatkin, M. H., Dino, R. N., & Buchholtz, A. K. (2001), Agency Relationships in Family Firms: Theory and Evidence. *Organization Science*, 12(2), 99.
- j. Shanker, Melissa, and Joseph Astrachan (1996), Myths and realities: Family businesses' contribution to the U.S. economy—A framework for assessing family business statistics. *Family Business Review*, 9(2), 107–123.
- k. Shleifer, Andrei, and Robert Vishny (1997), A survey of corporate governance. *Journal of Finance*, 52(2), 737–784.
- l. Villalonga, Belén, and Raphael Amit (2009), “Family control of firms and industries,” Working Paper, Harvard Business School and Wharton School.

II. Session 2: Tuesday, November 9, 2010

A. Family Dynamics -- how family relationships & decision-making affect the family business

Readings:

- a. Beehr, T. A., Drexler, J. A., & Faulkner, S. (1997), Working in small family businesses: Empirical comparisons to non-family businesses. *Journal of Organizational Behavior*, 18(3), 297-312.
- b. Danes, S. M., & Lee, Y. G. (2004), Tensions Generated by Business Issues in Farm Business-Ownning Couples. *Family Relations*, 53(4), 357-366.
- c. Davis, P. S., & Harveston, P. D. (1999), In the Founder's Shadow: Conflict in the Family Firm. *Family Business Review*, 12(4), 311-323.
- d. Davis, P. S., & Harveston, P. D. (2001), The Phenomenon of Substantive Conflict in the Family Firm: A Cross-Generational Study. *Journal of Small Business Management*, 39(1), 14-30.
- e. Ensley, M. D., & Pearson, A. W. (2005), An Exploratory Comparison of the Behavioral Dynamics of Top Management Teams in Family and Nonfamily New Ventures: Cohesion, Conflict, Potency, and Consensus. *Entrepreneurship: Theory & Practice*, 29(3), 267-284.
- f. Gersick, K. E., Lansberg, I., & Davis, J. A. (1990), The impact of family dynamics on structure and process in family foundations. *Family Business Review*, 3(4), 357-374.
- g. Lee, J. (2006), Impact of Family Relationships on Attitudes of the Second Generation in Family Business. *Family Business Review*, 19(3), 175-191.
- h. Levinson, H. (1971), Conflicts that Plague the Family Business. *Harvard Business Review*, 71(2), 90-98.
- i. Miller, Danny, and Isabelle Le Breton-Miller (2006), Family governance and firm performance: Agency, stewardship, and capabilities. *Family Business Review*, 19(1), 73-87.
- j. Mustakallio, M., Autio, E., and Shaker Zahra (2002), Relational and contractual governance in family firms: effects on strategic decision making. *Family Business Review*, 15(3), 205-222.
- k. Olson, P. D., Zuiker, V. S., Danes, S. M., Stafford, K., Heck, R. K. Z., & Duncan, K. A. (2003), The impact of the family and the business on family business sustainability. *Journal of Business Venturing*, 18(5), 639-666.
- l. Sorenson, R. L. (1999), Conflict Management Strategies Used by Successful Family Businesses. *Family Business Review*, 12(4), 325-340.
- m. Ward, John (2008), "How values dilemmas underscore the difficult issues of governing the large, enterprising family." Paper presented at the IESE International Family-Owned Business Conference, Barcelona, Spain.

III. Session 3: Tuesday, November 16, 2010**A. Family Firm Performance**

Readings:

- a. Anderson, Ronald, and David Reeb (2003), Founding family ownership and firm performance: Evidence from the S&P 500. *Journal of Finance*, 58(3), 1301–1329.
 - b. Barontini, Roberto, and Lorenzo Caprio (2006), The effect of family control on firm value and performance: Evidence from continental Europe. *European Financial Management*, 12(5), 689–723.
 - c. Fahlenbrach, Rüdiger (2007), “Founder-CEOs, investment decisions, and stock market performance.” Working Paper, Ohio State University.
 - d. Maury, Benjamin (2006), Family ownership and firm performance: Empirical evidence from Western European corporations. *Journal of Corporate Finance*, 12, 321–341.
 - e. Villalonga, Belén, and Raphael Amit (2006), How do family ownership, control, and management affect firm value. *Journal of Financial Economics*, 80, 385–417.
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IV. Session 4: Tuesday, November 23, 2010**A. Ownership and Control of Family Firms**

Readings:

- a. Bertrand, Marianne, Paras Mehta, and Sendhil Mullainathan (2002), Ferreting out tunnelling: An application to Indian business groups. *Quarterly Journal of Economics*, 117(1), 121-148.
 - b. Claessens, Stijn, Simeon Djankov, and Larry Lang (2000), Separation of ownership from control of East Asian firms. *Journal of Financial Economics*, 58(1-2), 81–112.
 - c. Claessens, Stijn, Simeon Djankov, Joseph Fan, and Larry Lang (2002), Disentangling the incentive and entrenchment effects of large shareholdings. *Journal of Finance*, 57(6), 2741–2772.
 - d. Faccio, Mara, and Larry Lang (2002), The ultimate ownership of Western European corporations. *Journal of Financial Economics*, 65(3), 365–395.
 - e. Klasa, Sandy (2007), Why do controlling families of public firms sell their remaining ownership stake? *Journal of Financial and Quantitative Analysis*, 42(2), 339-367.
 - f. La Porta, Rafael, Florencio López De Silanes, and Andrei Shleifer (1999), “Corporate ownership around the world,” *Journal of Finance*, 54(2), 471–517.
 - g. La Porta, Rafael, Florencio López de Silanes, Andrei Shleifer, and Robert Vishny (2002), Investor protection and corporate valuation. *Journal of Finance*, 57(3), 1147–1170.
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- h. Villalonga, Belén, and Raphael Amit (2009), How are U.S. family firms controlled? *Review of Financial Studies*, forthcoming.
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V. Session 5: Tuesday, November 30, 2010

A. Valuation of Family Firms

Readings:

- a. Anderson, Ronald, Sattar Mansi, and David Reeb (2003), Founding family ownership and the agency cost of debt. *Journal of Financial Economics*, 68, 263–285.
 - b. Nenova, Tatiana (2003), The value of corporate voting rights and control: A cross-country analysis. *Journal of Financial Economics*, 68, 325–351
 - c. Villalonga, Belén (2009), Note on valuing control and liquidity in family and closely held firms. *Harvard Business School Technical Note*, 209-104.
 - d. Zellweger, Thomas (2007), Time horizon, costs of equity capital, and generic investment strategies of firms. *Family Business Review*, 20(1), 1-15.
 - e. Zingales, Luigi (1995), What determines the value of corporate votes? *Quarterly Journal of Economics*, November, 1047–1073.
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VI. Session 6: Tuesday, December 7, 2010

A. Ownership, Control and Management Succession in Family Firms

Readings:

- a. Bennedsen, Morten, Kasper Nielsen, Francisco Pérez-González, and Daniel Wolfenzon (2007), Inside the family firm: The role of families in succession decisions and performance. *Quarterly Journal of Economics*, 122(2), 647–691.
 - b. Bertrand, Marianne, Simon Johnson, Krislert Samphantharak, and Antoinette Schoar (2008), Mixing family with business: A study of Thai business groups and the families behind them. *Journal of Financial Economics*, 88, 466–498.
 - c. Fan Joseph, Ming Jian, and Yin-Hua Yeh (2008), “Succession: The roles of specialized assets and transfer costs.” Working Paper, Chinese University of Hong Kong.
 - d. Lansberg, I., & Joseph H. Astrachan (1994), Influence of Family Relationships on Succession Planning and Training: The Importance of Mediating Factors. *Family Business Review*, 7(1), 39-59.
 - e. Morris, M. H., Roy O. Williams, Jeffrey A. Allen, & Ramon A. Avila (1997), Correlates of success in family business transitions. *Journal of Business Venturing*, 12(5), 385-401.
 - f. Pérez-González, Francisco (2006), Inherited control and firm performance. *American Economic Review*, 96(15), 1559–1588.
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- g. Smith, Brian, and Ben Amoako-Adu (1999), Management succession and financial performance of family controlled firms. *Journal of Corporate Finance*, 5, 341–368.
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Update: June 22, 2010 @ 2:26 pm.