



1. General Information

Course Subject	STRA
Course Number	4701
Course Title	Strategic Management
Academic Years	2025-2026
Grading Method	Letter

2. Instructors

Professor BACK, Seung Ho Andy
Office: Room 1228 12/F K.K. Leung Building
Email: andyback@hku.hk
Office: 3917 1012
Subclasses: 1A,1B,1C

Professor YANG, Bo
Office: Room 1114 11/F K.K. Leung Building
Email: hiyangbo@hku.hk
Office: 3910 3738
Subclasses: 2D,2E,2F,2G

4. Course Description

Course Description	<p>The Strategic Management course will focus on formulating and implementing firm strategy. Successful business policies require a detailed understanding of the overall environment of which the firm is a part as well as the ability to create value in order to serve customers in the face of competition. Successful business strategies also require resources and capabilities. The best analysis in the world will not lead to corporate success if it cannot be turned into actionable strategies that can be successfully implemented. Meanwhile, ethical decision-making and leadership are the foundations for sustainable business strategies in the modern world. Similarly, the best administrator in the world will not be able to help a firm with the wrong strategy achieve superior performance.</p> <p>The course will focus on the analytical and managerial tasks involved in developing strategies that create value by satisfying customer demands and stakeholders' interests in an everchanging competitive landscape. It will also attempt to help students improve their strategic thinking and all-around business judgment with the leadership mindset.</p> <p>We approach strategy issues from the perspectives of Western firms as well as emerging market firms, both of which increasingly exposed to international competition. By using cases in a global context, students take up simulated managerial roles where they can apply the concept of strategy to address real life business opportunities and challenges.</p>
--------------------	--

5. Course Objectives

1. To provide a detailed understanding of the theories of strategic management, firms' external and internal environments, and business strategy.
2. To provide an understanding of the nature of business competition and sources of competitive advantage.

5. Course Objectives

3. To develop the ability to analyze and understand a firm's external and internal environments, its strategies and its performance.
4. To provide an understanding of business ethics and the linkage between ethical decision-making and sustainable business development.
5. To prepare students for a career in business with a leadership mindset.

6. Faculty Learning Goals

Goal 1: Acquisition and internalization of knowledge of the programme discipline

Goal 2: Application and integration of knowledge

Goal 3: Inculcating professionalism

Goal 4: Developing global outlook

Goal 5: Mastering communication skills

Goal 6: Cultivating leadership

7. Course Learning Outcomes

Course Teaching and Learning Activities	Aligned Faculty Learning Goals					
	1	2	3	4	5	6
CLO1. Explain the strategic management theories and concepts	✓	✓				
CLO2. Understand the impact of firms' internal and external environments on performance	✓	✓		✓		
CLO3. Apply analytical frameworks to define and analyze strategic problems; and to formulate and implement business strategies		✓	✓	✓		
CLO4. Explain the complex business opportunities and problems in a global context		✓		✓		
CLO5. Understand and apply the concept of business ethics in strategic decision making		✓	✓			
CLO6. Demonstrate effective communication skills (oral and written)					✓	
CLO7. Demonstrate the ability to work in teams effectively			✓		✓	✓

8. Course Teaching and Learning Activities

Course Teaching and Learning Activities #	Expected Study Hours	Study Load (% of study)
T&L1. Lectures, exercises, and in-class discussions	36	30
T&L2. Group discussions on team assignments	30	25
T&L3. Self-study	54	45
	Total: 120	Total: 100

9. Assessment Methods			
Assessment Methods	Description	Weight %	Aligned Course Learning Outcomes
A1. Participation	<p>This is a participatory class where we will learn from each other as well as the text and related materials. Therefore, active participation is required and every student is expected to contribute effectively. 20% of the total grade is based on individuals' performance in class. You may be called (at random) at any time during class to contribute to or critique the ongoing discussion. Therefore, you will be expected to come to class well prepared to discuss and answer questions about all assigned chapters and all cases.</p> <ul style="list-style-type: none"> • Come to class well prepared. Read the assigned case several times and think about how the concepts from prerequisite courses, concepts from the textbook and/or those discussed in class can be applied. Make notes that you can refer to during class. Support your comments by using the information provided in the case. • Contribute ideas and analysis to the class discussion. Given the complexities of the real world, there is no single right answer. What is more important is how you use strategic concepts and tools to analyse a situation and support your analysis. • Listen carefully to your classmates and suggest supporting or alternative views. <p>Quality and relevance of participation are more important than quantity, though quantity does matter as well. Not participating in class discussions will affect your final grade significantly, even if you attend all class sessions. Effective class participation is based on relevant, insightful and appropriately timed comments. Facts in the case are tools: don't just restate them, but try to use them in analytical ways that explore relevant ideas. Every student is a co-producer of class discussion, so please listen carefully to one another and attempt to build on or constructively critique prior comments. You are expected to behave professionally in class. Inappropriate and disturbing behaviour in the classroom such as arriving late or distracting other students will negatively affect your participation grade.</p> <p>Class participation grades are at the discretion of the instructor and are not subject to debate, bargaining or appeal. Absences, excessive tardiness, or leaving early may hurt your individual participation grade. Active participation is not possible if you are distracted. Therefore, the use of laptops for any purpose other than taking notes, and the use of mobile phones is not allowed in the classroom.</p>	20%	1,2,3,4,5,6
A2. Individual Assignments	<p>This individual assignment is designed to help students deepen their understanding of strategic analysis by evaluating a firm's real-world strategic decision using course concepts and engaging in AI-assisted analysis.</p> <p>Each student is required to complete this assignment twice during the term: once by Week 6 and again by</p>	20%	1,2,3,4,5,6

9. Assessment Methods

	<p>Week 12.</p> <p>In each assignment, students will select a recent strategic decision made by a firm—reported in a news article—and critically evaluate the decision using theoretical concepts and analytical frameworks covered in class. This task involves three components:</p> <ul style="list-style-type: none"> •AI-assisted analysis – Students must engage with the Learning Helper Bot to analyze the chosen strategic decision. The bot is designed to prompt deeper reflection and help apply course concepts effectively. •Reflection on the AI interaction – Students will reflect on how they used the bot, which aspects of the interaction were helpful, and what they found unsatisfactory. •Final evaluation – Students will submit their refined evaluation of the firm’s decision, incorporating insights gained from both the bot interaction and their own analysis. <p>The write-up should not exceed two pages, using double-spaced, 12-point Times New Roman font. Each submission must also include the full transcript of the conversation with the Learning Helper Bot as an appendix.</p>		
A3. Group Projects	<p>Students are required to form teams (details will be provided at the start of the course). Each team is required to perform an in-depth analysis of the strategic issues faced by a company and the industry in which it operates. Each team is required to make one presentation for the term project.</p> <p>Presentation: Each team is required to present their analysis to the class. The presentation cannot exceed 25 minutes. Also, note that interesting presentations offer a judicious mix of anecdotes and analysis. Therefore, do not try to cram every single detail into your presentation.</p> <p>Please submit your presentation slides by email no less than 24 hours before your presentation.</p> <p>Students are free to put together their own groups. Upon confirmation of all groups, they will be assigned a presentation slot by the lecturer. Students are required to attend all presentation sessions.</p>	30%	1,2,3,4,5,6,7
A4. Final Test	<p>The final test may cover all of the materials from the course. It will mainly assess students’ understanding of key concepts and theories introduced in this course and students’ ability to employ the analytical tools they have learned from this course.</p>	30%	1,2,3,4,5,6,7

Assessment Rubrics	
A1. Participation	<ul style="list-style-type: none"> - Voluntary and consistent participation - Quality of comments (accuracy, clarity, relevance) - Analytical ability - Link to theory and concepts
A+,A,A-	<ul style="list-style-type: none"> -Consistently participated voluntarily in case discussions and other class discussions. - All or almost all contributions to the discussion are relevant, clear, well-articulated and insightful and consist of relevant and helpful examples and analyses, creative and insightful solutions, thereby appropriately challenging assumptions and perspectives, showing outstanding ability to apply theory and concepts to practical examples.
B+,B,B-	<ul style="list-style-type: none"> -Consistently participated voluntarily in case discussions and other class discussions. -Most contributions to the discussion are relevant, clear, well-articulated and insightful and consist of relevant and helpful examples and analyses, creative and insightful solutions, thereby appropriately challenging assumptions and perspectives, showing strong ability to apply theory and concepts to practical examples.
C+,C,C-	<ul style="list-style-type: none"> -Occasionally participated voluntarily in case discussions and other class discussions. -Some contributions to the discussion are relevant, clear, well-articulated and insightful and consist of relevant and helpful examples and analyses, showing some creative and insightful solutions, thereby showing moderate ability to apply theory and concepts to practical examples.
D+,D	<ul style="list-style-type: none"> -Occasionally participated voluntarily in case discussions and other class discussions. -Few contributions to the discussion are relevant, clear, well-articulated and insightful and consist of limited relevant and helpful examples and analyses, showing very limited creative and insightful solutions, thereby showing very limited ability to apply theory and concepts to practical examples.
F	-Failed to participate voluntarily or simply recited comments made by others.
A2. Individual Assignments	<ul style="list-style-type: none"> -Application of course concepts and strategic analysis in the interaction with the Learning Helper Bot -Critical and reflective evaluation of the AI-assisted process -Quality of the final written evaluation, including clarity, logic, and structure
A+,A,A-	<ul style="list-style-type: none"> - Demonstrates outstanding application of course concepts in the AI interaction and final evaluation, with clear strategic reasoning - Offers a highly insightful and critical reflection on the bot interaction, effectively leveraging it to refine the analysis
B+,B,B-	<ul style="list-style-type: none"> - Applies course concepts well and engages meaningfully with the bot to shape the final evaluation - Provides thoughtful reflection on the AI interaction, noting both helpful elements and minor limitations
C+,C,C-	<ul style="list-style-type: none"> - Shows some application of course concepts and limited integration of the bot interaction in shaping the analysis - Reflection on the AI interaction is present but lacks depth or specificity
D+,D	<ul style="list-style-type: none"> - Limited use of course concepts and minimal integration of insights from the AI interaction - Reflection is superficial or generic, with weak evaluation of the decision
F	<ul style="list-style-type: none"> - Fails to apply course concepts or engage meaningfully with the AI bot - No substantive reflection or analysis; unclear or disorganized submission
A3. Group Projects	<ul style="list-style-type: none"> - Understanding and correct application of theory - Articulation of arguments - Relevance, logic and creativity of recommendations - Structure - Language and style (grammar and spelling)
A+,A,A-	<ul style="list-style-type: none"> -Analysis and application of theory: -Demonstrates an outstanding understanding of, and the ability to apply theory and

Assessment Rubrics

	<p>concepts to the case company chosen.</p> <ul style="list-style-type: none"> -All relevant aspects about the case company were addressed and researched in sufficient depth. -Draws widely from relevant sources and cites sources correctly. <p>Recommendations:</p> <ul style="list-style-type: none"> -Outstanding ability to adopt a critical perspective and provide adequate, feasible and creative strategy formulation and execution. -Recommendation(s) follow logically from analysis. <p>Writing and Structure:</p> <ul style="list-style-type: none"> -Logical structure of presentation deck as a whole. -Excellent development of arguments and offers a logically consistent and well-articulated analysis and insight into the subject. -No spelling or grammar mistakes.
B+,B,B-	<p>Analysis and application of theory:</p> <ul style="list-style-type: none"> -Demonstrates an outstanding understanding of, and the ability to apply theory and concepts to the case company chosen. -All relevant aspects about the case company were addressed and researched in sufficient depth. -Draws widely from relevant sources and cites sources correctly. <p>Recommendations:</p> <ul style="list-style-type: none"> -Outstanding ability to adopt a critical perspective and provide adequate, feasible and creative strategy formulation and execution. -Recommendation(s) follow logically from analysis. <p>Writing and Structure:</p> <ul style="list-style-type: none"> -Logical structure of presentation deck as a whole. -Excellent development of arguments and offers a logically consistent and well-articulated analysis and insight into the subject. -No spelling or grammar mistakes.
C+,C,C-	<p>Analysis and application of theory:</p> <ul style="list-style-type: none"> -Demonstrates a good understanding of, and the ability to apply theory and concepts to the case company chosen. -Most relevant aspects about the case company were addressed and researched in sufficient depth. -Draws widely from relevant sources and cites sources correctly. <p>Recommendations:</p> <ul style="list-style-type: none"> -Mediocre ability to adopt a critical perspective and provide adequate, feasible and creative strategy formulation and execution. -Recommendation(s) follow logically from analysis. <p>Writing and Structure:</p> <ul style="list-style-type: none"> -Logical structure of presentation deck as a whole. -Good development of arguments and offers a logically consistent and well-articulated analysis and insight into the subject. -No spelling or grammar mistakes.
D+,D	<p>Analysis and application of theory:</p> <ul style="list-style-type: none"> -Demonstrates limited understanding of, and the ability to apply theory and concepts to the case company chosen. -Some relevant aspects about the case company were addressed and researched in depth. -Limited use of sources of information but correct citation of sources. <p>Recommendations:</p> <ul style="list-style-type: none"> -Good ability to adopt a critical perspective and provide adequate, feasible and creative strategy formulation and execution. -Recommendation(s) follow logically from analysis. <p>Writing and Structure:</p>

Assessment Rubrics	
	<ul style="list-style-type: none"> -Flaws in the logic of the structure of presentation deck as a whole. -Mediocre development of arguments offering limited insight into the subject. -No spelling or grammar mistakes.
F	<p>Analysis and application of theory:</p> <ul style="list-style-type: none"> -Demonstrates lack of understanding of, and the ability to apply theory and concepts to the case company chosen. -Relevant aspects about the case company were not addressed. <p>Recommendations:</p> <ul style="list-style-type: none"> -Inability to adopt a critical perspective and provide adequate, feasible and creative strategy formulation and execution. -Recommendation(s) do not follow logically from the analysis. <p>Writing and Structure:</p> <ul style="list-style-type: none"> -Flaws in the logic of the arguments and the structure of the presentation deck. -Failure to use available software for grammar and spelling checks, resulting in poor writing, typos and grammatical errors.
A4. Final Test	<ul style="list-style-type: none"> - Ability to think analytically (conduct case analysis) - Ability to apply concepts and theory - Ability to clearly articulate a point of view and answer
A+,A,A-	<ul style="list-style-type: none"> - All or almost all of the questions are clearly and accurately answered showing outstanding insights into the theoretical material and an outstanding ability to conduct case analysis and apply concepts and theory. - All or almost all of the responses are well organized, clear, fluent, and with sufficient elaboration.
B+,B,B-	<ul style="list-style-type: none"> - Most of the questions are clearly and accurately answered showing good insights into the theoretical material and a strong ability to conduct case analysis and apply concepts and theory. - Most of the responses are well organized, clear, fluent, and with sufficient elaboration.
C+,C,C-	<ul style="list-style-type: none"> - Some of the questions are clearly and accurately answered showing good insights into the theoretical material and a strong ability to conduct case analysis and apply concepts and theory. - Some of the responses are well organized, clear, fluent, and with sufficient elaboration.
D+,D	<ul style="list-style-type: none"> - Few of the questions are clearly and accurately answered showing good insights into the theoretical material and a strong ability to conduct case analysis and apply concepts and theory. - Few of the responses are well organized, clear, fluent, and with sufficient elaboration.
F	<ul style="list-style-type: none"> - Very few or none of the questions are clearly and accurately answered showing good insights into the theoretical material and a strong ability to conduct case analysis and apply concepts and theory. - Very few or none of the responses are well organized, clear, fluent, and with sufficient elaboration.

10. Course Grade Descriptors	
A+,A,A-	Consistently exhibits strong analytical skills and the ability to define, analyze and solve strategic problems by means of the relevant theoretical frameworks and consistently shows original thinking.
B+,B,B-	Frequently exhibits strong analytical skills and the ability to define, analyze and solve strategic problems by means of the relevant theoretical frameworks and shows some original thinking.
C+,C,C-	Only occasionally exhibits strong analytical skills and the ability to define, analyze and solve strategic problems by means of the relevant theoretical framework, showing little evidence of original thinking.

10. Course Grade Descriptors

D+,D	Only occasionally exhibits basic analytical skills and the ability to define, analyze and solve strategic problems by means of the relevant theoretical frameworks and lacks original thinking.
F	Unable to define, analyze and solve strategic problems through the relevant theoretical frameworks.

11. Course Content and Tentative Teaching Schedule

Topic/ Session	Content
1	Introduction
2	Industry Analysis
3	Value Capture Theory
4	Differentiation
5	Pricing Strategies
6	Production and Industry Life Cycle
7	Theory of the Firm
8	Incentives
9	Relational Contracts
10	Entrepreneurs and Strategy
11	Innovation
12	Strategic Networks

12. Required/Recommended Readings & Online Materials

Textbook	<ul style="list-style-type: none">• Recommended textbook: Frank T. Rothaermel. Strategic Management: Concepts 5th edition, McGraw-Hill Education.• Case Studies, lecture notes and supplementary readings will be distributed in class and/or posted on the course's Moodle page.
----------	--

13. Means / Processes for Student feedback on Course

✓	Conducting mid-term survey in addition to SETL around the end of the semester
	Online response via Moodle site
✓	Others
	In addition, student feedback via email or during office hours is always welcomed throughout the semester.

14. Course Policy

The University Regulations on academic dishonesty will be strictly enforced. You are encouraged to review the University Statement on plagiarism at <http://www.hku.hk/plagiarism/>.

When attending, students should be in class on time. Arriving late or leaving early or walking in/out during class without permission might negatively affect your class participation grade. The same goes for disturbing me or your fellow students in other ways. Students are required to put their mobile phones on silent mode.

15. Additional Course Information

Course Final Grade:

The final grade for the course will be based on the scores for all the assessment tasks as follows:
Final grade = Attendance and Class participation (20%) + Group project (40%) + Final Exam (40%)

The conversion of the score to the course final grade is summarized below

A+, A, A- 85%-100%
B+, B, B- 70% – 84%
C+, C, C- 60% – 69%
D+, D 50% – 59%
F < 50%