

Family Business

Code: 102360
ECTS Credits: 6

2025/2026

Degree	Type	Year
Business Administration and Management	OT	4

Contact

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Teaching groups languages

You can view this information at the [end](#) of this document.

Prerequisites

It is recommended to be studying the fourth grade course

Objectives and Contextualisation

- To provide students with an understanding of the phenomenon of family business as an expression of a business and entrepreneurial concept, and a genuine form of business creation and management.
- Explore and know the different configurations and specific features in the different stages that make up the life and evolution of these types of companies, and the impact they have on their management.
- Familiarize students with the tools and instruments most used in the management of family businesses.
- Reflect on the role that society assigns to family businesses, through its institutions.

Competences

- Capacity for adapting to changing environments.
- Capacity for oral and written communication in Catalan, Spanish and English, which enables synthesis and oral and written presentation of the work carried out.
- Demonstrate knowledge of the processes for the implementation of company strategies.
- Identify company competition, how they interact among themselves and the optimum strategies that can be drawn up in each case to stimulate competitiveness.
- Lead multidisciplinary and multicultural teams, implementing new projects and coordinating, negotiating and managing conflicts.
- Organise the work in terms of good time management, organisation and planning.
- Select and generate the information necessary for each problem, analyse it and take decisions based on that information.
- Take decisions in situations of uncertainty, demonstrating an entrepreneurial and innovative attitude.
- Transmit company, department or work objectives clearly.

Learning Outcomes

1. A capacity of oral and written communication in Catalan, Spanish and English, which allows them to summarise and present the work conducted both orally and in writing.
2. Adapt the formulation and implementation of strategies to different settings, family companies or recently-created companies.
3. Apply the processes of formulating strategies to specific cases.
4. Assess the effect of different strategies on the competitiveness of a company.
5. Back up business strategy decisions.
6. Capacity to adapt to changing environments.
7. Classify the different ways in which a company can compete.
8. Draft business plans.
9. Lead multidisciplinary and multicultural teams, implement new projects, coordinate, negotiate and manage conflicts.
10. List the basic stages and processes in the formulation and implementation of a business strategy.
11. List the main competitors of a company.
12. Make decisions in situations of uncertainty and show an enterprising and innovative spirit.
13. Organise work, in terms of good time management and organisation and planning.
14. Relate business strategy to the objectives of the company and its breakdown into departments or units.
15. Select and generate the information needed for each problem, analyse it and make decisions based on this information.

Content

Topic I. Introduction to the Family Business

- Concept and distinctive characteristics of this type of business
- The family business in Catalonia and around the world
- Types of family businesses and basic configurations
- Dynamics of family businesses: individual needs, objectives, and expectations
- Life cycle of the family business. The role of the founder
- Interpersonal relationships and communication in family businesses

Topic II. Management of the Family Business

- Conflicts in the family business and their management
- Human resource management in family businesses
- Strategy of the family business
 - 3.1. Objectives, Resources, and Capabilities
 - 3.2. Growth Strategies (I): Innovation
 - 3.3. Growth Strategies (II): Internationalization - Market selection and entry modes
- Financial management in the family business

Topic III. Governance Structures of the Family Business

- Ownership governance in the family business
- Business governance

- Family governance

Topic IV. Continuity of the Family Business

- The family protocol
- The succession problem
- Survival of the family business

Topic V. Family Business and Society

- Specific legislation for the family business
- Taxation of the family business
- Public administrations and the family business
- Business and trade organizations related to the family business

Activities and Methodology

Title	Hours	ECTS	Learning Outcomes
Type: Directed			
Practical classes	17	0.68	3, 6, 1, 8, 5, 9, 13, 12, 15
Theoretical classes	32.5	1.3	3, 4, 6, 7, 8, 11, 10, 5, 15
Type: Supervised			
Tutorials	10.5	0.42	2, 3, 6, 8, 5, 13
Type: Autonomous			
Content study	30	1.2	2, 3, 4, 8, 10, 5
Search for information, preparation and case resolution and monographic work	56.5	2.26	2, 3, 4, 6, 1, 7, 8, 11, 10, 5, 9, 13, 12, 14, 15

To achieve the objectives of the subject, the following teaching methodologies will be used:

TEACHING WILL BE FACE-TO-FACE

1. Lectures with ICT support: In these sessions the professors will develop the main concepts and fundamental notions of the subject. To facilitate their learning will be examples of companies and practical applications will be made.

2. Work sessions focused on a case: The case methodology will be used to better understand the different theoretical concepts worked on in the lectures.

3. Various support activities: With the aim of bringing the student to the world of the company during the course will be proposed reading articles in the press and / or specialized magazines where news related to the concepts that are working on the subject, as well as attending conferences and talks.

4 Face-to-face tutorials: The student will have a few hours where the teachers of the subject can help him / her to solve the doubts that arise in the study of the subject and in the resolution of problems.

For this course, the use of Artificial Intelligence (AI) technologies is permitted exclusively for support tasks, such as bibliographic or information searches, text correction, or translations. Students must clearly identify which parts have been generated using this technology, specify the tools used, and include a critical reflection on how these tools have influenced both the process and the final outcome of the activity. A lack of transparency regarding the use of AI in this assessed activity will be considered a breach of academic integrity and may result in partial or total penalization of the grade for the activity, or more serious sanctions in severe cases.

Annotation: Within the schedule set by the centre or degree programme, 15 minutes of one class will be reserved for students to evaluate their lecturers and their courses or modules through questionnaires.

Assessment

Continuous Assessment Activities

Title	Weighting	Hours	ECTS	Learning Outcomes
Case study presentations	15%	0	0	2, 3, 1, 8, 5, 9, 13, 12, 14, 15
Class attendance and participation	10%	0	0	2, 3, 6, 1, 8, 5, 9, 13, 12, 15
Final exam	30%	2	0.08	2, 3, 4, 6, 1, 7, 8, 11, 10, 5, 12, 14, 15
Final Project	25%	0	0	2, 3, 4, 6, 1, 7, 8, 11, 10, 5, 9, 13, 12, 14, 15
Partial exam	20%	1.5	0.06	2, 3, 4, 6, 1, 7, 8, 10, 5, 9, 12, 14, 15

The final grade for the course will be based on the weighted average of five components:

1. Class attendance and participation. Regular attendance and completion of the exercises and activities scheduled for each topic are required to successfully follow the course. These aspects will be monitored throughout the term and will result in a grade that accounts for 10% of the final course grade.
2. Midterm exam. A written exam will be held halfway through the course. The grade for this exam will account for 20% of the final course grade.
3. Final project. A monographic paper on family business, which will account for 25% of the final course grade.
4. Final exam. The student will be assessed on the contents of the course. The grade for this exam will represent 30% of the final course grade.
5. Case study presentation. Each student will present a practical case assigned by the instructor, prepared in groups. This activity will account for 15% of the final course grade.

To pass the course, students must:

- Obtain a minimum grade of 4 out of 10 in evaluation components 3, 4, and 5, and
- Achieve a weighted average of at least 5 out of 10 across all five evaluation components.

If the final weighted average is equal to or above 3.5 but below 5, the student will fail the course but will be eligible for a retake.

If the final weighted average is below 3.5, the student will fail the course without the right to retake.

A student who does not take part in any evaluable activity will be considered "not assessable". Therefore, once a student completes any continuous assessment component, they can no longer be graded as "not assessable."

Calendar of evaluation activities

The dates of the evaluation activities (midterm exams, exercises in the classroom, assignments, ...) will be announced well in advance during the semester.

The date of the final exam is scheduled in the assessment calendar of the Faculty.

"The dates of evaluation activities cannot be modified, unless there is an exceptional and duly justified reason why an evaluation activity cannot be carried out. In this case, the degree coordinator will contact both the teaching staff and the affected student, and a new date will be scheduled within the same academic period to make up for the missed evaluation activity." **Section 1 of Article 115. Calendar of evaluation activities (Academic Regulations UAB).** Students of the Faculty of Economics and Business, who in accordance with the previous paragraph need to change an evaluation activity date must process the request by filling out an Application for exams' reschedule

https://eformularis.uab.cat/group/deganat_feie/application-for-exams-reschedule

Grade revision process

After all grading activities have ended, students will be informed of the date and way in which the course grades will be published. Students will be also be informed of the procedure, place, date and time of grade revision following University regulations.

Retake Process

"To be eligible to participate in the retake process, it is required for students to have been previously been evaluated for at least two thirds of the total evaluation activities of the subject." Section 3 of Article 112 ter. The recovery (UAB Academic Regulations). Additionally, it is required that the student to have achieved an average grade of the subject between 3.5 and 4.9.

The date of the retake exam will be posted in the calendar of evaluation activities of the Faculty. Students who take this exam and pass, will get a grade of 5 for the subject. If the student does not pass the retake, the grade will remain unchanged, and hence, student will fail the course.

Irregularities in evaluation activities

In spite of other disciplinary measures deemed appropriate, and in accordance with current academic regulations, *"in the case that the student makes any irregularity that could lead to a significant variation in the grade of an evaluation activity, it will be graded with a 0, regardless of the disciplinary process that can be instructed. In case of various irregularities occur in the evaluation of the same subject, the final grade of this subject will be 0".* **Section 10 of Article 116. Results of the evaluation. (UAB Academic Regulations).**

This subject/module does not offer the option for comprehensive evaluation.

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Lansberg, Ivan (2001) "Los sucesores en la empresa familiar", Granica, España.

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Rosploch, K (2021), "The complete family office handbook", John Wiley & Sons Inc.

Tapies, F (2018) "Lecturas sobre empresa familiar", <https://blog.iese.edu/empresafamiliar/2018/lecturas-empresa-familiar/>

Publications on family businesses available at the UAB library, <https://ddd.uab.cat/pub/guibib/224929/bibrecdigitals.pdf>

Software

Microsoft Office

Groups and Languages

Please note that this information is provisional until 30 November 2025. You can check it through this [link](#). To consult the language you will need to enter the CODE of the subject.

Name	Group	Language	Semester	Turn
(PAUL) Classroom practices	51	Catalan	first semester	afternoon

