

Editor's Introduction

In this issue of OMJ, the Teaching & Learning Section takes a walk on the wild side of construction management in the USA. "Liening on DHR Construction, LLC" is a teaching case that looks at the dynamics of business management as experienced by the fictional Professor Richard Davis, principal in a small construction company. Breaking the notion that business is done only between buyers and sellers, the case introduces students to the world of home construction and to the impact of third parties on daily operations. The case comes with a useful primer on the U.S. construction industry, and the authors will make available upon request an extensive teaching note that includes a good overview of case method along with instructions on Stakeholder Analysis and a work sheet on process analysis through the FAS (Facts, Assumption, and Sentiments) Method.

This case will be useful to anyone teaching Introduction to Business courses and any course involving negotiation or problem solving. The authors are skillful case writers and use the facts of the problem to create dramatic effect. I think readers of the T&L Section will want to put this into use right away in their own Management classrooms.

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