



## Graduate Course Syllabus

### OL 640: Franchising

Center: Online

#### Course Prerequisites

None

#### Course Description

Topics include research, analysis, evaluation, financing and legal requirements of existing and potential franchises. Also included are methodologies of the franchise agreement, the operating manual, the Uniform Franchise Offering Circular (UFOC), and research and marketing theory and practice. Students prepare a research paper based on a real or proposed franchise. The course also examines international franchising. Background preparation: 3 credit hours in marketing and business law or the equivalent.

#### Course Outcomes

- Identify and strategically access a franchise opportunity
- Assess the implications of franchising from the perspectives of the franchisor and franchisee
- Identify and evaluate the key components of a franchise agreement
- Develop a plan to franchise an existing business

#### Required Materials

Using your learning resources is critical to your success in this course. Please purchase directly through the [SNHU Online Bookstore](#) rather than any other vendor. Purchasing directly from the bookstore ensures that you will obtain the correct materials and that the IT Service Desk, your advisor, and the instructor can provide you with support if you have problems.

#### *Franchising & Licensing*

Sherman

4th ed.

2011

ISBN: 978-0-8144-1556-6

#### Diversity, Equity, and Inclusion

As indicated in our core values, SNHU is committed to “embrace diversity where we encourage and respect diverse identities, ideas, and perspectives by honoring difference, amplifying belonging, engaging civilly, and breaking down barriers to bring our mission to life.”

This may or will be reflected in SNHU's curriculum as we embrace and practice diversity, equity, and inclusion (DEI) to provide the most transformative experience for our students, faculty, and staff. Because topics pertaining to DEI can be sensitive, please remember that embodying and practicing diversity, equity, and inclusion is one of our core values that you will encounter throughout the academic experience. In higher education, we are expected to think and engage critically. Use a growth mindset to embrace the diverse readings, course assignments, and experiences of your peers and faculty.

For more information about DEI at SNHU, please visit our website at the [Office of Diversity and Inclusion](#).

### **Instructor Availability and Response Time**

Your class interaction with the instructor and your classmates will take place on a regular, ongoing basis. Your instructor will be actively engaged within the course throughout the week. You will normally communicate with your instructor in the weekly discussions or the General Questions discussion topic so that your questions and the instructor's answers benefit the entire class. You should feel free, however, to communicate with your instructor via SNHU email at any time, particularly when you want to discuss something of a personal or sensitive nature. Your instructor will generally provide a response within 24 hours. Instructors will post grades and feedback (as applicable) within seven days of an assignment's due date, or within seven days of a late submission.

### **Grade Distribution**

<b>Assignment Category</b>	<b>Number of Graded Items</b>	<b>Point Value per Item</b>	<b>Total Points</b>
Discussions	11	15	165
Peer Analysis Paper	1	105	105
Franchise Interviews	1	105	105
Franchise Agreement Analysis	1	225	225
Blog Discussions	4	30	120
Short Papers	2	40	80
Franchise Opportunity Analysis	2	100	200
			<b>Total Course Points: 1,000</b>

This course may also contain practice activities. The purpose of these non-graded activities is to assist you in mastering the learning outcomes in the graded activity items listed above.

### **University Grading System: Graduate**

<b>Grade</b>	<b>Numerical Equivalent</b>	<b>Points</b>
A	93–100	4.00
A-	90–92	3.67
B+	87–89	3.33
B	83–86	3.00
B-	80–82	2.67
C+	77–79	2.33

Grade	Numerical Equivalent	Points
C	73–76	2.00
F	0–72	0.00
I	Incomplete	
IF	Incomplete/Failure *	
W	Withdrawn	

\* Please refer to the [policy page](#) for information on the incomplete grade process.

### Grading Guides

Specific activity directions, grading guides, posting requirements, and additional deadlines can be found in the Assignment Guidelines and Rubrics section of the course.

### Weekly Assignment Schedule

All reading and assignment information can be found within each module of the course. Assignments and discussion posts during the first week of each term are due by 11:59 p.m. Eastern Time. Assignments and discussion posts for the remainder of the term are due by 11:59 p.m. of the student's local time zone.

In addition to the textbook readings that are listed, there may be additional required resources within each module.

Module	Topics and Assignments
1	Franchise Basics Reading: <i>Franchising and Licensing</i> , Chapter 2 1-1 Discussion: Franchise Basics 1-2 Franchise Discussion: Find a Franchise
2	Franchise Agreement and Franchisor Perspective Reading: <i>Franchising and Licensing</i> , Chapter 7 2-1 Discussion: Franchise Agreement and Franchisor Perspective 2-2 Franchise Discussion: Franchise Agreement 2-3 Franchise Agreement Analysis: Review
3	Franchise Agreement—Franchisee Perspective Reading: <i>Franchising and Licensing</i> , Chapter 17 3-1 Discussion: Franchise Agreement—Franchisee Perspective 3-2 Self Assessment: Quiz 3-3 Franchise Interview: Begin 3-4 Franchise Agreement Analysis: Continue
4	Managing a Franchise Reading: <i>Franchising and Licensing</i> , Chapter 12 4-1 Discussion: Managing a Franchise 4-2 Discussion: Franchise Management Articles 4-3 Franchise Agreement Analysis: Finalize

Module	Topics and Assignments
5	International Franchising Reading: <i>Franchising and Licensing</i> , Chapter 11 5-1 Discussion: International Franchising 5-2 International Franchise Discussion 5-3 Franchise Interview: Continue
6	The Franchise Relationship Reading: <i>Franchising and Licensing</i> , Chapter 9 6-1 Discussion: The Franchise Relationship 6-2 Short Paper: Building Trust 6-3 Franchise Interview: Submit
7	Franchising a Business and Finding an Advisory topic Reading: <i>Franchising and Licensing</i> , Chapter 14 7-1 Discussion: Franchising a Business/Finding an Advisory topic 7-2 Short Paper: Good Advisors 7-3 Franchise Opportunity Analysis: Review
8	Bringing the Franchise to Market Reading: <i>Franchising and Licensing</i> , Chapter 10 8-1 Discussion: Bringing the Franchise to Market 8-2 Discussion: Research State Franchise Laws 8-3 Franchise Opportunity Analysis: Continue Work
9	Selling Franchises 9-1 Discussion: Selling Franchises 9-2 Try-It: Ultimate Sales Challenge Quiz 9-3 Franchise Opportunity Analysis: Submit 9-4 Franchise Opportunity Analysis: Sales Presentation
10	When to Grow and When to Sell 10-1 Discussion: When to Grow and When to Sell 10-2 Discussion: Franchise Opportunity Analysis 10-3 Peer Analysis: Submit

### Attendance Policy

Online students are required to submit a graded assignment/discussion during the first week of class. If a student does not submit a graded assignment/discussion during the first week of class, the student is automatically dropped from the course for non-participation. Review the [full attendance policy](#).

### Late Assignments Policy

Meeting assigned due dates is critical for demonstrating progress and ensuring appropriate time for instructor feedback on assignments. Students are expected to submit their assignments on or before the due date. Review the [full late assignment policy](#).

### SNHU Student Handbook

Review the [student handbook](#).

## **ADA/504 Compliance Statement**

Southern New Hampshire University (SNHU) is dedicated to providing equal access to individuals with disabilities in accordance with Section 504 of the Rehabilitation Act of 1973 and with Title III of the Americans with Disabilities Act (ADA) of 1990, as amended by the Americans with Disabilities Act Amendments Act (ADAAA) of 2008.

SNHU prohibits unlawful discrimination on the basis of disability and takes action to prevent such discrimination by providing reasonable accommodations to eligible individuals with disabilities. The university has adopted this policy to provide for prompt and equitable resolution of complaints regarding any action prohibited by Section 504, the ADA, or the ADAAA.

For questions about **support services, documentation guidelines, general disability issues, or pregnancy accommodations**, please visit the [Online Accessibility Center](#) (OAC).

As a student, you must complete an interactive intake process, with supporting documentation, in order to be granted accommodations. Once reasonable accommodations are approved by the OAC, you will receive an accommodations letter. You are then responsible for sharing the letter with your instructor. Accommodations are not retroactive.

If you feel you've been subject to discrimination on the basis of disability, by any party, you may file a complaint or grievance. For more information on the ADA/504 Grievance Policy, go to the [Disability and Accessibility Services](#) website.

## **Academic Integrity Policy**

Southern New Hampshire University requires all students to adhere to high standards of integrity in their academic work. Activities such as plagiarism and cheating are not condoned by the university. Review the [full academic integrity policy](#).

## **Copyright Policy**

Southern New Hampshire University abides by the provisions of United States Copyright Act (Title 17 of the United States Code). Any person who infringes the copyright law is liable. Review the [full copyright policy](#).

## **SNHU Withdrawal Policy**

Review the [full withdrawal policy](#).

## **Southern New Hampshire University Policies**

More information about SNHU policies can be found on the [policy page](#).