

B8580: REAP (Reentry Acceleration Program) Immersion Syllabus Overview

Spring 2023, Wednesday 2:00 p.m. – 3:00 p.m.

INSTRUCTORS

Sandra Navalli '03 (Geffen 676; sn2010@gsb.columbia.edu)

Adjunct faculty and Managing Director of the Tamer Center for Social Enterprise.

Damon Phillips (available by appointment; djphillips@columbia.edu)

Former Lambert Family Professor of Social Enterprise

COURSE DESCRIPTION

REAP (ReEntry Acceleration Program) Immersion is a 3 credit course. *B8584 REAP: Reforming Mass Incarceration and the Role of Business* (taught by Prof. Damon Phillips), a 2.5 day August block course, is a pre-requisite to this course. Only students who apply prior to course bidding and have been accepted can enroll in *B8580 REAP Immersion*.

In *REAP Immersion* the core organizing activity will be teaching business skills to incarcerated and formerly incarcerated people, or advising students on their career portfolio for employment. Spring instructor teams will teach the *Fundamentals of Entrepreneurship*, and *Getting to Yes* courses.

This initiative to teach and advise incarcerated and formerly incarcerated people has been jointly developed by **Resilience Education, Hour Children, Osborne Association**, and the **Tamer Center for Social Enterprise** at Columbia Business School, with support of the **Center for Justice** at Columbia University. We also teach formerly incarcerated students who have taken or have applied for **Justice Through Code**, a Python coding and interpersonal skills building course which is a joint initiative of the Tamer Center and the Center for Justice. MBA/EMBA students will be engaged in course teaching, mentoring/advising, and other curricular development projects.

TEACHING METHOD

MBA instructors use case studies to engage and to facilitate student dialog and role-plays on business concepts that are built around a narrative of someone facing a business, educational or personal decision. Students are frequently asked to take the perspective of the case study's protagonist, and discuss, "How would you solve this problem?".

SAMPLE SPRING TOPICS TAUGHT

Fundamentals of Entrepreneurship covers how organizations work and how to start a business or social venture, with the aim of producing a concise description and short pitch. Topics include:

- The importance of leadership and values for entrepreneurs;
- Marketing and selling;
- Strategy and business planning; and
- Business model generation.

Getting to Yes: Building Agreements and Resolving Differences covers concepts drawn from *Managerial Negotiations*. Topics include:

- Where students will likely face negotiations and why it is worth improving problem-solving and consensus building skills;
- Similarities and differences between single-issue and multi-issue negotiation; and
- How to shape and lead conversations to achieve better outcomes (including deal terms, relationships, and acting according to your values).