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MBA 642  
Management of Human Resources

## Case Assignment Questions

### Sprint – La Conexion Familiar (A)

#### Instructions:

- ❖ Put the names of the team members in the upper-left-hand corner of the first page of your team's answers.
- ❖ Staple the pages together with a staple in the extreme upper-left-hand corner.
- ❖ Double-space the text of your team's answers. Use a legible font, make the font size 11-pt. or 12-pt., and use margins no smaller than 1-inch.
- ❖ Your team's answers are limited to no more than 6 pages of text; any exhibits (e.g., figures, tables, charts, diagrams, or so forth) that you might decide to include do not count against the limit of 6 pages of text. Note that 6 pages of text is a limit, not a goal. Get to the point and focus on the critical issues for each question.
- ❖ Unless the question explicitly specifies otherwise, stick to the facts provided in the case – other information about the companies or the industries involved in the case, which you might know or discover through research, is out of bounds.
- ❖ You cannot answer a question by recommending that "more research is needed in order to answer the question."

#### Questions:

1. What are the problems faced by Sprint?
2. What should Sprint management do? What implications will this decision have on the future of its long distance service market?
3. How might the CWA respond to any decision made by Sprint?