

COURSE SYLLABUS

Entrepreneurial Growth, 7.5 credits

Entrepreneurial Growth, 7,5 högskolepoäng

Course Code:	ENOR23	Education Cycle:	Second-cycle level
Confirmed by:	Council for Undergraduate and Masters Education Jan 4, 2013	Disciplinary domain:	Social sciences
Valid From:	Jul 1, 2013	Subject group:	FE1
Version:	1	Specialised in:	A1N
Reg number:	IHH 2014/2153-122	Main field of study:	Business Administration

Intended Learning Outcomes (ILO)

On completion of the course the students will be able to:

Knowledge and understanding

1. Understand and explain growth processes in start-ups and existing firms

Skills and abilities

2. Predict and evaluate growing pains in firms;
3. Determine appropriate growth model;
4. Improve communication skills and information processing skills;

Judgement and approach

5. Critically evaluate acquired knowledge and adapt it to the empirical context.

Contents

For many entrepreneurs growth is the ultimate reward. Not only does growth provide a possible positive return for all money and time spent but it is also an important indicator that the products and services provided are appreciated in the market place. At the same time, growth creates new challenges that have to be met. In the growth and development of the new venture, both the firm and its founder(s) are likely to go through some considerable transitions. An established company cannot be managed in the same way as a very small start-up. In this course we focus on managerial issues during different phases of the new venture's expansion and transitions. Successful entrepreneurship requires more than luck and money. It is a process involving creativity, opportunity identification, resource acquisition, planning and management. The different modules of the course follow the entrepreneurial process of expanding a new venture.

Type of instruction

Student-lead presentations and discussions are a hallmark of the course. During the first part of each interactive session students make a presentation of material under study; during the second part of each session student presenters lead the discussion. The lecturer's role is that of a facilitator and moderator.

The teaching is conducted in English.

Prerequisites

Bachelor's degree in Business Administration (or the equivalent).

Examination and grades

The course is graded A, B, C, D, E, FX or F.

Students' declarative knowledge of theories and concepts pertaining to growth is demonstrated at the individual examination (in oral or written form; 50% worth; students proficiency in working with the literature and their communication skills are demonstrated by submission of the reading protocols (10% worth) and delivering teaching sessions (20% worth). Finally, students' ability to critically implement acquired knowledge is demonstrated by case report; live cases or written cases can be suggested for this assignment, 20% worth.

Registration of examination:

Name of the Test	Value	Grading
Examination ¹	7.5 credits	A/B/C/D/E/FX/F

¹ Determines the final grade of the course, which is issued only when all course units have been passed.

Course evaluation

At the outset of the course the course manager ensures that course evaluators are elected (or exist) among the students. The course evaluation is carried out continuously as well as at the end of the course. On the completion of the course the course evaluators and course manager discuss the course evaluation and possible improvements. The result is reported to, among others, the Associate Dean for Education, the Council for Undergraduate and Master Education, and the Board of Directors of JIBS. The course manager shall at the outset of the following course report results and measures taken in the previous course evaluation.

Course literature

Literature

Course compendium or selected readings of relevant articles for each aspect covered in the course.