

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
Revised by:	Council for Undergraduate and Masters Education Mar 12, 2021	Subject group:	FE1
Valid From:	Aug 16, 2021	Specialised in:	A1N
Version:	4	Main field of study:	Business Administration

Intended Learning Outcomes (ILO)

The aim of the course is to familiarize students with the concept of entrepreneurial growth. Students will acquire knowledge on how to grow a business, resources needed for this, possible growth strategies and how to recognize and manage challenges during entrepreneurial growth. Upon 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;
2. Understand the drivers and motives for firm growth;

Skills and abilities

3. Predict and evaluate growing pains in firms;
4. Develop suggestions for how growth and its consequences can be handled;
5. Understand what circumstances render certain growth model(s) more appropriate;

Judgement and approach

6. Critically reflect and evaluate causes and consequences of entrepreneurial growth.

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.

Connection to research and practice

This course centres around a topic where JIBS has a long tradition of conducting research. The course draws on research conducted by JIBS researchers but also on contemporary research in the field. In addition, practitioners are invited to have guest lectures and the course project centres around an empirical live case where students apply knowledge acquired in the course.

Type of instruction

The course is taught in an interactive way in order to help students achieve the learning outcomes. The sessions combine lectures by the teachers, moderated class-room discussions, joint group work and ad-hoc presentations during class. There are also several guest lectures that present their experiences of growth and the topic at hand.

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.

Assessment is based on individual and course project assignments.

ILOs are assessed through examination:

- Group course project report and presentation (including peer evaluation) (ILOs: 4, 5, 6), representing 3 credits.
- Individual written reflections (ILOs: 1, 2, 3, 6), representing 4.5 credits.

Registration of examination:

Name of the Test	Value	Grading
Group course project report and presentation (including peer evaluation) ¹	3 credits	A/B/C/D/E/FX/F
Individual written reflections ¹	4.5 credits	A/B/C/D/E/FX/F

¹ All parts of compulsory examination in the course must be passed with a passing grade (A-E) before a final grade can be set. The final grade of the course is determined by the sum total of points for all parts of examination in the course (0-100 points). Grade is set in accordance to JIBS grading policy.

Course evaluation

It is the responsibility of the examiner to ensure that each course is evaluated. At the outset of the course, evaluators must be identified (elected) 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 examiner discuss the course evaluation and possible improvements. A summary report is created and archived. The reports are followed up by program directors and discussed in program groups and with relevant others (depending on issue e.g. Associate Dean of Education, Associate Dean of faculty, Director of PhD Candidates,

Dean and Director of Studies). The next time the course runs, students should be informed of any measures taken to improve the course based on the previous course evaluation.

Other information**Academic integrity**

JIBS students are expected to maintain a strong academic integrity. This implies to behave within the boundaries of academic rules and expectations relating to all types of teaching and examination. Copying someone else's work is a particularly serious offence and can lead to disciplinary action. When you copy someone else's work, you are plagiarizing. You must not copy sections of work (such as paragraphs, diagrams, tables and words) from any other person, including another student or any other author. Cutting and pasting is a clear example of plagiarism. There is a workshop and online resources to assist you in not plagiarizing called the Interactive AntiPlagiarism Guide. Other forms of breaking academic integrity include (but are not limited to) adding your name to a project you did not work on (or allowing someone to add their name), cheating on an examination, helping other students to cheat and submitting other students work as your own, and using non-allowed electronic equipment during an examination. All of these make you liable to disciplinary action.

Course literature**Literature**

Readings will include a course compendium or selected readings of relevant articles for each aspect covered in the course. Students will be informed of the readings at the introduction of the course.