

# Entrepreneurship and New Business Development

Programme course

6 credits

Entreprenörskap och start av nya verksamheter

TEIO20

Valid from: 2017 Spring semester

**Determined by**

Board of Studies for Chemistry, Biology and  
Biotechnology

**Date determined**

2017-01-25

## Main field of study

Industrial Engineering and Management

## Course level

First cycle

## Advancement level

G2X

## Course offered for

- Chemical Analysis Engineering, B Sc in Engineering
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- Mathematics
- Computer Science and Engineering, M Sc in Engineering
- Chemical Biology
- Mechanical Engineering, M Sc in Engineering
- Engineering Biology, M Sc in Engineering
- Applied Physics and Electrical Engineering, M Sc in Engineering
- Information Technology, M Sc in Engineering
- Applied Physics and Electrical Engineering - International, M Sc in Engineering
- Computer Science and Software Engineering, M Sc in Engineering

## Entry requirements

Note: Admission requirements for non-programme students usually also include admission requirements for the programme and threshold requirements for progression within the programme, or corresponding.

## Prerequisites

Two years studies at university level.

Students should be able to search for and structure information, communicate orally and in writing, plan and execute a group project assignment and make basic mathematical calculations. They should also have an ability for creative and critical thinking.

## Intended learning outcomes

The purpose of the course is for students to develop knowledge and abilities within the field of entrepreneurship and innovation, with particular focus on formulation and evaluation/qualification of ideas for such type of ventures. The learning outcomes is that students after the course should

- gain understanding of the concepts entrepreneurship and innovation, in different contexts
- be able to reflect on what entrepreneurship and innovation can be within the students own technological field, based on both research and practical examples
- be able to give an account of the activities required to establish an entrepreneur-and/or innovation driven venture in a new or in an existing organization
- be able to give an account of the information and analyses required to evaluate an idea for such type of venture and have ability to collect and analyse relevant information for that purpose
- have ability to communicate a business idea proposal orally and in writing

## Course content

The course contains three themes:

- Entrepreneurship, innovation and business venturing – Students are faced with different perspectives on entrepreneurship, innovation and business venturing and are allowed to form their own opinion of what these concepts may incorporate.
- Idea development – the process to develop an idea into a business model. Questions asked are: How is an idea that can serve as a foundation for a new venture, or develop an ongoing business, formed and developed? How do you win a market share? What is required for this type of venture to stand on its own feet? How are such ventures financed?
- Business planning and communication - The theme includes how to describe the idea in an idea-PM and a in a pre-study. How the idea could be communicated. What organisational forms an entrepreneurial venture can take? How the idea can be protected?

## Teaching and working methods

The course is organized in case of lectures, seminars / workshops, individual work and group work. Entrepreneurship is not just the subject of the course but also the way in which we learn and relate to the course work. The theoretical lectures, along with the

literature, explains the concepts and models which then are applied to a context through group work. Getting close to reality is important and group work will therefore be in the form of live cases, usually with an external idea owner. Research shows that active learning enhance knowledge gathering and understanding and to support this, several different forms for learning are used. The course requires that students take responsibility for their own learning, both individually and in groups.

The course is offered twice during 2016; Vt1+Vt2 and Ht1+Ht2.

## Examination

UPG3	Project	U, G	3 credits
UPG4	Individual assignments	U, 3, 4, 5	3 credits

To pass the course, students are required to get a Pass grade on each element of the course and to attend compulsory lectures and seminars. To determine the grades on UPG3, UPG4 and the course, a joint assessment of all included assignments will be done.

## Grades

Four-grade scale, LiU, U, 3, 4, 5

## Department

Institutionen för ekonomisk och industriell utveckling

## Director of Studies or equivalent

Eva Lovén

## Examiner

Charlotte Norrman

## Course website and other links

<http://www.iei.liu.se/pie/kurser>

## Education components

Preliminary scheduled hours: 44 h  
Recommended self-study hours: 116 h

## Course literature

### Additional literature

#### Books

Landström och Löwegren, (2009) *Entreprenörskap och Företagsetablering*. McKinsey,  
(1998) *Från idé till företag. Affärsplanering för framgång*.

#### Articles

# Common rules

Regulations (apply to LiU in its entirety)

The university is a government agency whose operations are regulated by legislation and ordinances, which include the Higher Education Act and the Higher Education Ordinance. In addition to legislation and ordinances, operations are subject to several policy documents. The Linköping University rule book collects currently valid decisions of a regulatory nature taken by the university board, the vice-chancellor and faculty/department boards.

LiU's rule book for education at first-cycle and second-cycle levels is available at [http://styrdokument.liu.se/Regelsamling/Innehall/Utbildning\\_pa\\_grund-\\_och\\_avancerad\\_niva](http://styrdokument.liu.se/Regelsamling/Innehall/Utbildning_pa_grund-_och_avancerad_niva).