



APPLIES TO ACADEMIC YEAR 2015/2016

## ELE 3733 Starting a venture

### Programme

Elective

### Responsible for the course

Tor Haugnes

### Department

Department of Innovation and Economic Organisation

### Term

According to study plan

### ECTS Credits

7,5

### Language of instruction

Norwegian

### Introduction

This course will deal with how new ventures are organized to do what the business concept describes. The course is based on resource- and network theory as an analytical framework. A review will be given of how to organize the functions of a new venture to solve the company's tasks. The management structure of the enterprise, as well as functions related to product/service-design, sales and marketing, and financing will be emphasized. Furthermore, the students will gain knowledge about network organization and alliances. The students will start, run, and if so chosen, wind up, their own companies during the course, either in the form of 'student companies' or regular companies.

### Learning outcome

#### Required Knowledge

During the course, the student should acquire general knowledge about:

- entrepreneurship theory
- the steps from business idea to operations
- governance of a company
- networking

#### Acquired Skills

- ability to operationalize a business plan
- experience with collaboration to reach a company's goals
- design, manage and reflect on the process of organizing a company

#### Reflection

The student should achieve capacity for critical and creative reflection on ethical and economic consequences related to the way firms and industries are organized, and how they may be organized differently to strengthen their contribution to different stakeholders. Further the student should develop a capacity for critical reflection on how to allow for environmental, personal, and other interests in the organizing of new ventures.

#### Prerequisites

Knowledge of business plans is an advantage, but is not required

#### Compulsory reading

##### Books:

Read, Stuart ... [et al.]. 2011. Effectual entrepreneurship. Routledge

#### Recommended reading

##### Books:

Osterwalder, Alexander and Yves Pigneur. 2010. Business model generation : a handbook for visionaries, game changers, and challengers. Wiley. bok og app. Mer informasjon: [www.businessmodelgeneration.com](http://www.businessmodelgeneration.com)

#### Course outline

- The start-up process

- The entrepreneur
- Entrepreneurship theory
- Company organization and governance
- Networks and alliances
- Business plan and pitching

### Computer-based tools

No special data tools

### Learning process and workload

The course is based on seminars and classroom lectures. Active participation is expected. The students must participate in a business start-up, either through a Student company-format of Ungt Entreprenørskap, UE, (Junior Achievement - Young Enterprise Norway) or a company in which the student has active ownership. There will be a possibility to qualify for participation in the national student enterprise arranged by UE.

The evaluation form of the course is through an individual electronic portfolio, which shows progress and reflection throughout the semester.

The portfolio must consist of the following submissions:

- business plan
- essay on business creation / learning of their business establishment (5-8 pages)
- written confirmation from the establishment of student company, or self-established business
- written confirmation of termination, or continuation on its own.

In addition to the portfolio students will be evaluated on two oral presentations (pitcher) during the semester.

Re

commended use of hours:

Activities	Use of hours
Lectures and seminars	36
Work on course literature/written assignments	82
Work on own enterprise	82
<b>Total recommended use of hours</b>	<b>200</b>

### Use of hours

36 hours - Lectures/guidance

9 hours - Local processes

45 hours total

Please Note! In the evaluation the folder is assessed by both by internal and external examiners. The oral presentations are however assessed in the lectures and graded only by the lecturer / course coordinator, which ultimately determines the final grade in the processevaluation.

### Examination

Final grade for the course is determined on the basis of a process in which the following items are included:

Part 1 - Folder, accounts for 70% of the grade

The portfolio is built up electronically during the semester. For the specification of content in the folder, see the section Learning process and workload. Accurate timing of portfolio assignments will be announced at course start. The works in the electronic folder on It's Learning must be printed in 3 copies and handed in for assessment of each student.

Part 2 - Oral presentations (2), accounts for 30% of the grade.

Both parts must be passed to achieve the final grade.

### Examination code(s)

ELE 37331 - Process evaluation, counts for 100% of the final grade in the course ELE 3733 Starting a new venture 7.5 ECTS

### Examination support materials

All support materials are allowed.

Examination support materials at written examinations are explained under examination information in the student portal @BI. Please note use of calculator and dictionary. [https://at.bi.no/EN/Pages/Exa\\_Hjelpemidler-til-eksamen.aspx](https://at.bi.no/EN/Pages/Exa_Hjelpemidler-til-eksamen.aspx)

**Re-sit examination**

A re-sit exam is held in connection with the next ordinary examination in the course. For a re-sit exam, all components of the exam have to be taken in their entirety.

**Additional information**