



School of Economics and Management

ENTN14, Entrepreneurial Leadership, 7.5 credits

Entrepreneurial Leadership, 7,5 högskolepoäng

Second Cycle / Avancerad nivå

Details of approval

The syllabus was approved by The Board of the Department of Business Administration on 2018-05-21 to be valid from 2018-05-21, autumn semester 2018.

General Information

The course provides students with knowledge and skills to identify, understand and tackle key challenges associated with leading a startup with growth ambitions. The course focuses on "people-problems" faced and created by different groups of people, such as founders, co-founders, hires, investors and successors. Critical issues include identifying and recruiting co-founders, establishing roles, relationships and rewards within the startup team, hiring new talent, onboarding investors, and managing succession. ENTN14 is a course in Entrepreneurship at the advanced level.

Language of instruction: English

Main field of studies

Entrepreneurship

Depth of study relative to the degree requirements

A1N, Second cycle, has only first-cycle course/s as entry requirements

Learning outcomes

A passing grade on the course will be awarded to students who:

Knowledge and understanding

- Demonstrate knowledge and understanding of how early decisions by entrepreneurs influence a new venture's survival and growth over time.
- Demonstrate knowledge and understanding of central dilemmas related to founding a new venture team, hiring new team members and onboarding

This is a translation of the course syllabus approved in Swedish

investors.

Competence and skills

- Demonstrate the ability to use theories and frameworks to identify and understand central dilemmas related to founding team formation, hiring and onboarding investors
- Demonstrate the ability to use theories and frameworks to assess the short- and long-term implications of early choices related to such dilemmas

Judgement and approach

- Understand central dilemmas and trade-offs that pertains to forming and leading a new venture
- Understand relevant social and ethical aspects that pertains to forming and leading a new venture
- Critically evaluate the relevance and credibility of information and knowledge

Course content

The purpose of the course is to prepare students for future careers working within or with new venture teams. The course provides students with knowledge and skills to identify, understand and tackle key challenges associated with leading a startup with growth ambitions. The course focuses on “people-problems” faced and created by different groups of people, such as founders, co-founders, hires, investors and successors. Critical issues include identifying and recruiting co-founders, establishing roles, relationships and rewards within the startup team, hiring new talent, onboarding investors, and managing succession.

In the first part of the course, students will learn to understand the consequences of founding team formation decisions. Key questions include whether to go solo or establish a founding team; how to identify and select team members; how to establish roles; how to split rewards and how to effectively function together in the founding team.

In the second part of the course, students will learn to understand the consequences of hiring and investment decisions. Key questions include whom to hire and when; and the implications of onboarding external investors at different stages in the new venture’s development.

Course design

Teaching methods consists of lectures, seminars, group work and case discussions. The course is organized around two modules: the first relates to founding team formation decisions; the second relates to hiring and investor decisions.

Assessment

Participants who actively participates in lectures will get a special bonus. Examination is based on one group assignment and an individual exam.

The examiner, in consultation with Disability Support Services, may deviate from the regular form of examination in order to provide a permanently disabled student with a form of examination equivalent to that of a student without a disability.

Subcourses that are part of this course can be found in an appendix at the end of this document.

Grades

Marking scale: Fail, E, D, C, B, A.

Grade (Definition) Points or % out of maximum points. Characteristic.

A (Excellent) 85-100. A distinguished result that is excellent with regard to theoretical depth, practical relevance, analytical ability and independent thought.

B (Very good) 75-84. A very good result with regard to theoretical depth, practical relevance, analytical ability and independent thought.

C (Good) 65-74. The result is of a good standard with regard to theoretical depth, practical relevance, analytical ability and independent thought and lives up to expectations.

D (Satisfactory) 55-64. The result is of a satisfactory standard with regard to theoretical depth, practical relevance, analytical ability and independent thought.

E (Sufficient) 50-54. The result satisfies the minimum requirements with regard to theoretical depth, practical relevance, analytical ability and independent thought, but not more.

F (U) (Fail) 0-49. The result does not meet the minimum requirements with regard to theoretical depth, practical relevance, analytical ability and independent thought.

Some occasional examination elements of the course may have the grading scale pass (D) / fail U(F).

Plagiarism is considered to be a very serious academic offence. The University will take disciplinary actions against any kind of attempted malpractice in examinations and assessments. The penalty that may be imposed for this, and other improper practices in examinations or assessments, includes suspension from the University for a specific period of time.

Entry requirements

Students admitted to the Master's Programme in Entrepreneurship and Innovation, New Venture Creation are qualified for the course.

Further information

The course ENTN14 cannot be combined with BUSM64 or ENTN04 in a degree.

Subcourses in ENTN14, Entrepreneurial Leadership

Applies from H18

- 1801 Group assignment, 2,5 hp
Grading scale: Fail, Pass
- 1802 Individual written exam, 5,0 hp
Grading scale: Fail, E, D, C, B, A