



LUND
UNIVERSITY

School of Economics and Management

ENTN15, Entrepreneurial Leadership, 5 credits

Entreprenöriellt ledarskap, 5 högskolepoäng

Second Cycle / Avancerad nivå

Details of approval

The syllabus was approved by Academic Director of Studies at Department of Business Administration on 2020-02-20 to be valid from 2020-02-20, autumn semester 2020.

General Information

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

The course provides students with knowledge and skills to identify, understand and manage key challenges associated with leading a startup with growth ambitions. The course focuses on “people-issues” 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 members to the team, onboarding investors, and managing succession.

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

Knowledge and understanding

- Demonstrate knowledge and understanding of how decisions related to founding and organizing a new venture team, adding new team members and onboarding investors influence a new venture’s strategic direction over time.

Competence and skills

- Demonstrate the ability to use theories and frameworks to identify, understand and evaluate central dilemmas related to founding and organizing a new venture team, adding new team members and onboarding investors.

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-dilemmas” 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 team members, working with investors, and managing succession.

In the first part of the course, students will learn to understand the consequences of founding a new venture team. Key questions include whether to found alone or with co-founders; 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 working with external investors over time.

Course design

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

Assessment

Students will have the opportunity to get a special bonus through active participation throughout the course. 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.

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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

Bachelor degree (or equivalent) (i.e. 180 UCP or ECTS-cr.). Previous knowledge of Business Administration is not required.

Further information

In case of closure of the course: Within three semesters after the course closure there will be offered three additional occasions for examination of respective examination part of the course, for students with no successful result. Note that after this you can get a certificate only regarding completed examination parts.

Subcourses in ENTN15, Entrepreneurial Leadership

Applies from H20

- 2001 Group Assignment, 2,0 hp
Grading scale: Fail, E, D, C, B, A
- 2002 Individual Exam, 3,0 hp
Grading scale: Fail, E, D, C, B, A