GHENT UNIVERSITY

Course Specifications

From the academic year 2024-2025 up to and including the academic year

Dare to Venture (E076460)

Course size *(nominal values; actual values may depend on programme)*

Credits 4.0 **Study time 120 h**

Course offerings and teaching methods in academic year 2025-2026

A (semester 2)	English	Gent	lecture group work peer teaching

Lecturers in academic year 2025-2026

Verrue, Johan	EB23	lecturer-in-charge

Offered in the following programmes in 2025-2026	crdts	offering
Master of Science in Teaching in Science and Technology(main subject Chemistry)	4	A
Master of Science in Teaching in Social Sciences(main subject Communication Science)	4	A
Master of Science in Teaching in Science and Technology(main subject Mathematics)	4	A
Master of Science in Chemistry(main subject (Bio)Organic and Polymer Chemistry)	4	A
Master of Science in Chemistry(main subject Analytical and Environmental Chemistry)	4	A
Master of Science in Engineering: Architecture(main subject Architectural Design and Construction Techniques)	4	A
Master of Science in Electromechanical Engineering(main subject Control Engineering and Automation)	4	A
Master of Science in Electromechanical Engineering(main subject Electrical Power Engineering)	4	A
Master of Science in Sustainable Land Management(main subject Land and Groundwater Management)	4	A
Master of Science in Electromechanical Engineering(main subject Maritime Engineering)	4	A
Master of Science in Chemistry(main subject Materials and Nano Chemistry)	4	A
Master of Science in Electromechanical Engineering(main subject Mechanical Construction)	4	A
Master of Science in Electromechanical Engineering(main subject Mechanical Energy Engineering)	4	A
International Master of Science in Soils and Global Change (main subject Physical Land Resources and Global Change)	4	A
Master of Science in Engineering: Architecture(main subject Urban Design and Architecture)	4	A
International Master of Science in Agro- and Environmental Nematology	4	A
Master of Science in Biology	4	A
Master of Science in Geology	4	A
Master of Science in Physics and Astronomy	4	A

Teaching languages

English

Keywords

Validation of prototype and business model

Position of the course

The student learns to collect feedback on a business idea and to structure this feedback into a first draft of business model.

Contents

The student team starts from a business idea that will be confronted with the

environment, e.g. distributors, potential customer groups and users, suppliers, designers, producers, regulation ... Based on the methodology and in consultation with the coach, the critical building blocks of the business model are mapped and linked.

- The feedback mechanism
- The business model concept
- The value proposition
- The customer segments
- The key activity system (content – structure – governance)
- The revenue model
- The cost structure
- The financing structure

Initial competences

Such a project requires an enterpreneurial attitude, a self-management ability, perseverance, flexibility, creativity and eagerness to learn.

Final competences

1 Insight in the key components of the business model concept.
2 To be able to collect relevant market/sector feedback on a business idea/concept.
3 To be able to build a prototype and adapt it based on the market feedback.
4 Insight in the value to be offered to (specific) customers (segments).
5 Insight in the key activities that are necessary to create value and in the way participants are involved.
6 Insight in the cost structure implied by the key activities.
7 Insight in the revenue model, the facts and hypotheses underlying a realistic revenue forecast.
8 Insight in financing needs inherent to the choices made in the business model.

Conditions for credit contract

Access to this course unit via a credit contract is determined after successful competences assessment

Conditions for exam contract

This course unit cannot be taken via an exam contract

Teaching methods

Group work, Lecture, Peer teaching

Extra information on the teaching methods

It is necessary to attend all educational activities. The student's research is streamlined through a conceptual and practical framework. The conceptual framework is explained by means of lectures and also supervised by the coach. The student team presents (oral and written) interim results and receives feedback on it.

Study material

None

References

Course content-related study coaching

Coaching of teams

Assessment moments

continuous assessment

Examination methods in case of periodic assessment during the first examination period

Examination methods in case of periodic assessment during the second examination period

Examination methods in case of permanent assessment

Oral assessment, Peer and/or self assessment, Assignment

Possibilities of retake in case of permanent assessment

examination during the second examination period is possible

Calculation of the examination mark

- Written report: 50% (result of the student team)
- Oral defense: 50% (individual result)
- If the student has a PEER score that is less than 70% of the average of all peer scores, the student will be additionally questioned by the professor who can adjust the student's individual score if necessary.