

# Course Specifications

From the academic year 2020-2021 up to and including the academic year

## Entrepreneurship (F710117)

Due to Covid 19, the education and assessment methods may vary from the information displayed in the schedules and course details. Any changes will be communicated on Ufora.

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

**Credits 6.0**

**Study time 180 h**

**Contact hrs**

45.0h

### Course offerings and teaching methods in academic year 2021-2022

B (semester 2)

Dutch

Gent

PDE tutorial

5.0h

seminar: coached exercises

5.0h

integration seminar

5.0h

project

30.0h

online seminar: coached

0.0h

exercises

### Lecturers in academic year 2021-2022

Verrue, Johan

EB23

lecturer-in-charge

Vanderhoudelingen, Véronique

EB25

co-lecturer

Vercruysse, Davy

EB25

co-lecturer

Vermeire, Jacob

EB23

co-lecturer

### Offered in the following programmes in 2021-2022

[Bachelor of Science in Business Administration](#)

**crdts**

**offering**

6

B

### Teaching languages

Dutch

### Keywords

Entrepreneurial skills, business model, teamwork.

### 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, eg. 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.

### Initial competences

### Final competences

- 1 To be able to collect relevant market/sector feedback on a business idea/concept.
- 2 To be able to conduct qualitative desk research in analysing a sector and in finding relevant business contacts.
- 3 Being able to establish relevant contacts and to interview these contacts to collect qualitative feedback.
- 4 Insight in the key components of the business model concept.
- 5 Insight in the minimal value to be offered to specific customer segments.
- 6 Insight in the key activities and their participants that are necessary to create value.
- 7 Insight in the cost structure implied by the key activities.
- 8 Insight in the revenue model, the facts and hypotheses (cf. also the feedback)

underlying a realistic revenue forecast.

9 Insight in financing needs inherent to the choices made in the business model.

10 Presentation skills and pitching.

11 Professional writing skills.

#### **Conditions for credit contract**

Access to this course unit via a credit contract is unrestricted: the student takes into consideration the conditions mentioned in 'Starting Competences'

#### **Conditions for exam contract**

This course unit cannot be taken via an exam contract

#### **Teaching methods**

Pde tutorial, Project, Online seminar: coached exercises, Seminar: coached exercises, Integration seminar

#### **Extra information on the teaching methods**

The student teams have to work with just a few conceptual tools. The teams can also use insights from other courses. There are regular coaching sessions for the development of the prototype and the business model. There are guided exercises concerning communication skills.

#### **Learning materials and price**

Slides and syllabus.

#### **References**

#### **Course content-related study coaching**

Coaching sessions in team.

#### **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**

Peer assessment, Assignment

#### **Possibilities of retake in case of permanent assessment**

examination during the second examination period is not possible

#### **Extra information on the examination methods**

The group result is based on the quality of the intermediary and final reports, and the pitch. There is an individual score for the learning path on communication skills. Peer Assessment: students evaluate each other's work in a team. Based on this peer assessment the professor recalculates the group results per team member. A student not obtaining a peer score of 0,70 will be additionally questioned by the professor who can adapt the final score. Two second exam session.

#### **Calculation of the examination mark**