

Syllabus

Course description

Course title	Entrepreneurship Lab – for start-ups
Course code	27246
Scientific sector	SECS-P/08
Degree	Master in Entrepreneurship and Innovation
Semester and academic year	1st+2nd semester, ay 2021-22
Year	2nd study year
Credits	7
Modular	No

Total lecturing hours	42
Total lab hours	0
Total exercise hours	21
Attendance	Obligatory (at least 75% of all hours are attended)
Prerequisites	The Course “Foundations of Entrepreneurship” is required in order to properly follow these lectures.
Course page	https://www.unibz.it/de/faculties/economics-management/master-entrepreneurship-innovation/course-offering/?academicYear=2021

Specific educational objectives	<p>The course refers to the typical educational activities chosen by the student and belongs to the scientific area of Business Administration.</p> <p>It is a capstone course for competence development, in which the knowledge and skills acquired in the various courses are pooled using problem solving based learning to analyse real situations and develop an action plan for starting a new venture including a business plan, the application for an accelerator program and/or a pitch deck for investors.</p>
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Lecturer	<p>LECHNER Christian, Christian.Lechner@unibz.it, https://www.unibz.it/en/faculties/economics-management/academic-staff/person/738-christian-manfred-lechner</p> <p>MARAN Thomas, Thomas.Maran@unibz.it</p>
Scientific sector of the lecturer	SECS-P/08
Teaching language	English
Office hours	please refer to the lecturer’s web page
Lecturing assistant	Not foreseen
Teaching assistant	Not foreseen
List of topics covered	<ul style="list-style-type: none"> • Opportunity evaluation and selection • Customer validation and Pricing • Marketing plan

	<ul style="list-style-type: none"> • Finance plan • Business Model • Business Plan • Applying to an accelerator programme
Teaching format	Frontal lectures, labs & projects.
Learning outcomes	<p><u>Knowledge and understanding:</u> Acquiring knowledge about the typical milestones in the new venture development, pricing techniques, marketing and finance of new ventures and the essential elements of a business plan.</p> <p><u>Applying knowledge and understanding:</u> Apply the theoretical entrepreneurial concepts and to develop a business plan creating the awareness of the difficulties of the start-up process and developing necessary planning competences for launching a new venture.</p> <ul style="list-style-type: none"> • Opportunity evaluation and selection • Performing early customer validation • Developing a new venture road map • Developing a marketing plan and a pricing strategy <ul style="list-style-type: none"> • Developing a finance plan • Developing a business Model • Developing an equity procedure for the startup team • Developing a business plan • Finish the application for an accelerator programme <p><u>Making judgments:</u> Students will acquire experience in making judgements about business opportunities and their feasibility</p> <p><u>Communication skills</u> - students will develop communication skills for presenting project work</p> <p><u>Learning skills</u> - Dealing with uncertain outcomes, students will learn how to approach and validate their projects.</p>
Assessment	<ul style="list-style-type: none"> • Project work (written): written project report done in groups; • Oral presentation of the project work <p>The presence and participation at the lectures is obligatory; there is no assessment for non-attending students.</p>

	Project work and classroom contributions are valid for 1 academic year and cannot be carried over beyond that time-frame.
Assessment language	English
Evaluation criteria and criteria for awarding marks	<ul style="list-style-type: none"> • 30% Intermediate presentations • 40% Written project work (business plan) • 30% Oral presentations <p><u>Relevant for intermediate presentations:</u></p> <ul style="list-style-type: none"> • progress in integrating new content • mastery of language • ability to evaluate the state of the project • application of project to real world problems <p><u>Relevant for written work:</u></p> <ul style="list-style-type: none"> • clarity of expression • mastery of language • logic and coherence (in terms of structure and arguments) • integration of the various topics • establish logical relationships between sub-topics • maturity of project and funding probability <p><u>Relevant for oral presentation:</u></p> <ul style="list-style-type: none"> • clarity of expression • mastery of language • logic and coherence (in terms of structure and arguments) • conveying key messages in a reduced format • attention getting • mastery of key concepts
Required readings	Timmons, J., Adams, R., Spinelli, S., New Venture Creation, Entrepreneurship for the 21st Century, 10th edition, McGraw Hill, 2015
Supplementary readings	Will be announced on a case basis