

5.0 credits










30.0 h + 15.0 h

2q

Teacher(s) :	Janssen Frank ;
Language :	Français
Place of the course	Louvain-la-Neuve
Main themes :	Conception of a business plan and main steps of a new venture creation
Aims :	<p>Having regard to the LO of the programme X, this activity contributes to the development and acquisition of the following LO:</p> <p>-- 1. Corporate citizenship</p> <p>1.1. 'Demonstrate independent reasoning, look critically '</p> <p>1.2. Decide and act by incorporating ethical and humanistic values ,'</p> <p>1.3. Decide and act responsibly '</p> <p>2. Knowledge and reasoning</p> <p>2.2. Master highly specific knowledge '</p> <p>2.3. Articulate the acquired knowledge from different areas</p> <p>2.4. Activate and apply the acquired knowledge '</p> <p>3. A scientific and systematif approach</p> <p>3.1. Conduct a clear, structured, analytical reasoning '</p> <p>3.2. Collect, select and analyze relevant information '</p> <p>3.3. Consider problems using a systemic and holistic approach '</p> <p>3.4. Perceptively synthesize 'demonstrating a certain conceptual distance '</p> <p>3.5. Produce, through analysis and diagnosis, implementable solutions'</p> <p>4. Innovation and entrepreneurship</p> <p>4.1. Identify new opportunities, propose creative and useful ideas '</p> <p>4.2. Initiate, develop and implement ideas around a new product, service, process '</p> <p>4.3. ' collaborate and actively drive forward collective ac- tions for change'</p> <p>4.4. Reflect on and improve .... professional practices.</p> <p>5. Work effectively in an international and multicultural environment</p> <p>5.1. Understand the inner workings of an organization '</p> <p>5.2. Position ... the functioning of an organization, in its ...socio-economic dimensions'</p> <p>5.3. Understand and establish their own role and scope for action '</p> <p>6. Teamwork and leadership</p> <p>6.1. Work in a team...</p> <p>6.2. Exercise enlightened leadership skills'</p> <p>7. Project management</p> <p>7.1. Analyse a project within its environment and define the expected outcomes'</p> <p>7.2. Organize, manage and control the process, '</p> <p>7.3. Make decisions and take responsibility for them in an uncertain world '</p> <p>8. Communication and interpersonal skills</p> <p>8.1. Express a clear and structured message'</p> <p>8.2. Interact and discuss effectively '</p> <p>8.3. Persuade and negotiate '</p> <p>9. Personal and professional development</p> <p>9.1. Independent self-starter '</p> <p>9.2. Self-awareness and self-control '</p> <p>9.3. Self-motivation'</p> <p>9.4. Quick study, lifelong learner '</p> <p>At the end of this course, the student will be able to:</p> <p>-- - At the end of this course, the student is familiar with the milestones of a business creation.- At the end of this course, the student has acquired the knowledge and skills required to elaborate a business plan.- At the end of this course, the student is able to apply these to achieve his/her entrepreneurial interdisciplinary master thesis.- At the end of this course, the student is able to act as a socially responsible actor.- At the end of this course, the student is able to manage a group project.- At the end of this course, the student is able to present an entrepreneurial project and to convince stakeholders.- At the end of this course, the student has built a professional and entrepreneurial network.- At the end of this course, the student has developed his entrepreneurial skills.- At the end of this course, the student has developed a critical approach on his/her participation to entrepreneurial contests.</p> <p><i>The contribution of this Teaching Unit to the development and command of the skills and learning outcomes of the programme(s) can be accessed at the end of this sheet, in the section entitled "Programmes/courses offering this Teaching Unit".</i></p>
Content :	<p>The method will be based on lectures and conferences about the business plan, as well as on interactive sessions devoted the students final thesis. Evaluation will be based on class participation, periodical reports and a final presentation of the methodology used within the students business plans.</p> <p>Content</p>

	<p>The first part of the course will focus on :</p> <ul style="list-style-type: none"> <li>- Market study</li> <li>- Marketing plan</li> <li>- Operations plan</li> <li>- HR planning</li> <li>- Legal planning</li> <li>- Loans and firm creation</li> <li>- Business angels</li> <li>- Venture capital</li> <li>- Financial plan</li> </ul> <p>The second part of the course will be devoted to the analysis of the students projects. Each group will present its project and its stage of completion. These presentations will be the object of class discussions. Students will have to turn in periodical written report centered on the encountered problems and on the way these have been solved.</p> <p>Methods</p> <p>In-class activities</p> <ul style="list-style-type: none"> <li>1 Lectures</li> <li>1 Interactive seminar</li> <li>1 Project based learning</li> </ul> <p>At home activities</p> <ul style="list-style-type: none"> <li>1 Students presentation</li> </ul>
<p><b>Bibliography :</b></p>	<p>: No TEXTBOOK. and available on line . BOOK : (1) Robert Papin, Stratégie pour la création d entreprise, Dunod (2) Catherine Léger-Jarniou et Georges Kaloussis, Construire son business plan, Dunod (3)Jeffry Timmons et Steven Spinelli, New Venture Creation, Irvin McGraw-Hill not compulsory Supports available on line are on ICAMPUS.</p>
<p><b>Other infos :</b></p>	<p>Prerequisites (ideally in terms of competencies)</p> <p>All CPME or entrepreneurship courses</p> <p>Evaluation : Class participation, written reports and oral examination</p> <p>References : Provided during the class</p> <p>Corporate features</p> <ul style="list-style-type: none"> <li>1 conference</li> <li>1 corporate guest</li> </ul> <p>Skills</p> <ul style="list-style-type: none"> <li>1 presentation skills</li> <li>1 writing skills</li> <li>1 team work</li> <li>1 problem solving</li> <li>1 decision making</li> <li>1 time management</li> <li>1 project management</li> <li>1 critical thinking</li> <li>1 assertiveness</li> </ul> <p>Techniques and tools for teaching and learning</p> <ul style="list-style-type: none"> <li>1 IT tools</li> <li>1 simulation</li> <li>1 quantitative methods</li> <li>1 qualitative methods</li> </ul>
<p><b>Faculty or entity in charge:</b></p>	<p>CLSM</p>

<b>Programmes / formations proposant cette unité d'enseignement (UE)</b>				
Intitulé du programme	Sigle	Credits	Prerequis	Acquis d'apprentissage
Master [120] in Mathematical Engineering	MAP2M	5	-	
Master [120] in Chemical and Materials Engineering	KIMA2M	5	-	
Master [120] in Biomedical Engineering	GBIO2M	5	-	
Master [120] in Mechanical Engineering	MECA2M	5	-	
Master [120] in Computer Science	SINF2M	5	-	
Master [120] in Physical Engineering	FYAP2M	5	-	
Master [120] in Electro-mechanical Engineering	ELME2M	5	-	
Master [120] in Electrical Engineering	ELEC2M	5	-	
Master [120] in Civil Engineering	GCE2M	5	-	
Master [120] in Management	GEST2M	5	-	
Master [120] in Business Engineering	INGM2M	5	-	
Master [120] in Management	GESM2M	5	-	
Master [120] in Business Engineering	INGE2M	5	-	
Master [120] in Communication	COMM2M	5	-	
Master [120] in Information and Communication	COMU2M	5	-	
Master [120] in Journalism	EJL2M	5	-	
Master [120] in Communication	CORP2M	5	-	
Master [120] in Public Administration	ADPU2M	5	-	
Master [120] in Forests and Natural Areas Engineering	BIRF2M	5	-	

Master [120] in Chemistry	<a href="#">CHIM2M</a>	5	-	
Master [120] in Biochemistry and Molecular and Cell Biology	<a href="#">BBMC2M</a>	5	-	
Master [120] in Biology of Organisms and Ecology	<a href="#">BOE2M</a>	5	-	
Master [120] in Motor Skills: Physical Education	<a href="#">EDPH2M</a>	5	-	
Master [120] in Chemistry and Bioindustries	<a href="#">BIRC2M</a>	5	-	
Master [120] in Environmental Bioengineering	<a href="#">BIRE2M</a>	5	-	
Master [120] in Psychology	<a href="#">PSY2M</a>	5	-	
Master [120] in Computer Science and Engineering	<a href="#">INFO2M</a>	5	-	
Master [120] in Agricultural Bioengineering	<a href="#">BIRA2M</a>	5	-	
Master [120] in Law	<a href="#">DROI2M</a>	5	-	