









|           |                 |    |
|-----------|-----------------|----|
| 5 crédits | 30.0 h + 30.0 h | Q2 |
|-----------|-----------------|----|

|   |  |
|---|--|
| Enseignants                                 | Janssen Frank ;  |
| Langue d'enseignement                       | Anglais  |
| Lieu du cours                               | Louvain-la-Neuve   |
| Préalables                                  | Selection - Apply before October 22  |
| Thèmes abordés                              | This course will be dedicated to the theoretical and practical aspects of international entrepreneurship.  |
| Acquis d'apprentissage                      | <p><b>During their programme, students will have developed the following capabilities'</b></p> <p><b>A SCIENTIFIC AND SYSTEMATIC APPROACH</b></p> <ul style="list-style-type: none"> <li>Collect, select and analyze relevant information using rigorous, advanced and appropriate methods.</li> </ul> <p><b>INNOVATION AND ENTREPRENEURSHIP</b></p> <ul style="list-style-type: none"> <li>Initiale, develop and implement ideas around a newproduct, service, processor organizational structure, having evaluated the risks and remain pragmatic.</li> </ul> <p><b>WORK EFFECTIVELY IN AN INTERNATIONAL AND MULTICULTURAL ENVIRONMENT</b></p> <sup>1</sup> <ul style="list-style-type: none"> <li>Position and understand the functioning of an organization, in its local and international socio-economic dimensions and identify the associated strategic issues and operational decisions.</li> </ul> <p><b>TEAMWORK AND LEADERSHIP</b></p> <ul style="list-style-type: none"> <li>Work in a team :Join in and collaborate with team members. Be open and take into consideration the different points of view and ways of thinking, manage differences and conflicts constructively, accept diversity</li> </ul> <p><b>COMMUNICATION AND INTERPERSONAL SKILLS</b></p> <ul style="list-style-type: none"> <li>Express a clear and structured message, both orally and in writing in their mother tongue, in English and ideally, in a third language, adapted to the audience and using context specific communication standards.</li> </ul> <p>-----</p> <p><i>La contribution de cette UE au développement et à la maîtrise des compétences et acquis du (des) programme(s) est accessible à la fin de cette fiche, dans la partie « Programmes/formations proposant cette unité d'enseignement (UE) ».</i></p> |
| Modes d'évaluation des acquis des étudiants | <p><b>Continuous evaluation</b></p> <ul style="list-style-type: none"> <li>Date: During the hosted week</li> <li>Type of evaluation: binomial work - Written work + oral presentation and participation in the activities.</li> <li>Comments: 2 American students and 2 Belgian students will form a team</li> </ul> <p>Belgian Students will host American Students during a week and American Students will host Belgian Students during a week.</p> <ul style="list-style-type: none"> <li>The student will be graded on class participation and entrepreneurial activities organization, both in the USA and Belgium (10%). The <b>business plan oral presentation</b>, on the last day at UNC, and the <b>written work</b>(15-20 pages) represent the major part of the grade (60%). At the end of the class, an individual critical essay on internationalization process of SMEs is requested for May 21 (30%).</li> </ul> <p><b>Evaluation week</b></p> <ul style="list-style-type: none"> <li>Oral: Non</li> <li>Written: Non</li> <li>Unavailability or comments: Non</li> </ul> <p><b>Examination session</b></p> <ul style="list-style-type: none"> <li>Oral: Non</li> <li>Written: Non</li> <li>Unavailability or comments: Non</li> </ul>  |

|                                     |   |
|-------------------------------------|---|
| <p>Méthodes d'enseignement</p>      | <p>After having familiarized themselves with the theory of international entrepreneurship, students will work in binational teams on an international new venture project.</p> <p>The course will contain theoretical parts, but will mainly be organized around real-life entrepreneurial processes. All students will have to form an international team (2 UCL students - 2 students from a US university) and will be required to complete and present their own new international venture creation project in cooperation with the US students.</p> <p>The pedagogy will be interactive and will include common classes (videoconferencing, travels abroad, company visits, etc.).</p> <p>The last three sessions will be devoted to the presentation and a discussion of the students' group works or projects. The course involves a one-week trip to UNC Greensboro (USA) and a week during which Belgian students will host their US counterparts.</p> |
| <p>Contenu</p>                      | <ul style="list-style-type: none"> <li>• Intercultural management</li> <li>• International entrepreneurship</li> <li>• Projects pre-evaluation</li> <li>• Projects presentation</li> </ul>  |
| <p>Bibliographie</p>                | <p><b>Course notes</b> : Provided through Moodle.</p> <p><b>References</b> : Provided during the classes.</p>   |
| <p>Autres infos</p>                 | <p><b>Selection - Apply before October 22</b></p> <p><b>To follow this course, you have to send an application file by e-mail and give a hard copy of it to Roxane De Hoe (<a href="mailto:roxane.dehoe@uclouvain.be">roxane.dehoe@uclouvain.be</a>, bureau B213, LSM) for October 22th, at the latest ! The application file is available on Moodle (course LLSMS2080) section "Documents &amp; practical information", folder "01 Information session and candidature file".</b></p> <p><b>An information session will be organized on Wednesday October 10 at 12:45 at LECL61</b></p>  |
| <p>Faculté ou entité en charge:</p> | <p>CLSM</p>   |

| Programmes / formations proposant cette unité d'enseignement (UE)        |        |         |           |   |
|--|--------|---------|-----------|---|
| Intitulé du programme  | Sigle  | Crédits | Prérequis | Acquis d'apprentissage  |
| Master [120] en ingénieur de gestion                                     | INGM2M | 5       |           |    |
| Master [120] en sciences de gestion                                      | GEST2M | 5       |           |    |
| Agrégation de l'enseignement secondaire supérieur (éducation physique)   | EDPH2A | 5       |           |    |
| Master [120] en sciences de gestion                                      | GESM2M | 5       |           |    |
| Master [120] en ingénieur de gestion                                     | INGE2M | 5       |           |    |
| Master [120] en droit  | DROI2M | 5       |           |    |
| Master [120] en administration publique                                  | ADPU2M | 5       |           |    |
| Master [120] en sciences de la motricité, orientation éducation physique | EDPH2M | 5       |           |  |