




5 crédits	30.0 h	Q2
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Enseignants	Hermans Julie ;Janssen Frank ;
Langue d'enseignement	Anglais
Lieu du cours	Louvain-la-Neuve
Préalables	Ideally in terms of competencies
Thèmes abordés	The importance of entrepreneurial ventures in Europe has been recognized since the 1980s. Moreover, recent changes in the European economy have created new opportunities for entrepreneurial initiatives. Entrepreneurs are today seen as the drivers of the market economy and their activities provide wealth, jobs and diversity of choice for consumers. However, most business school programs are still oriented towards existing and/or large traditional firms. The purpose of this course is to introduce students to the specificities of entrepreneurial ventures and to help them understand how these firms are created and managed.
Acquis d'apprentissage	<p><b>Having regard to the LO of the programme X, this activity contributes to the development and acquisition of the following LO:</b></p> <ul style="list-style-type: none"> <li>• 1. Corporate citizenship 1.1. 'Demonstrate independent reasoning, look critically ' 1.3. Decide and act responsibly ' 2. Knowledge and reasoning 2.1. Master the core knowledge of each area of management. 2.3. Articulate the acquired knowledge from different areas 2.4. Activate and apply the acquired knowledge ' 3. A scientific and systematic approach 3.1. Conduct a clear, structured, analytical reasoning ' 3.2. Collect, select and analyze relevant information ' 3.3. Consider problems using a systemic and holistic approach ' 3.4. Perceptively synthesize 'demonstrating a certain conceptual distance ' 3.5. Produce, through analysis and diagnosis, implementable solutions' 4. Innovation and entrepreneurship 4.1. Identify new opportunities, propose creative and useful ideas ' 4.3. ' collaborate and actively drive forward collective ac- tions for change' 5. Work effectively in an international and multicultural environment 5.1. Understand the inner workings of an organization ' 5.2. Position ... the functioning of an organization, in its ...socio-economic dimensions' 5.3. Understand and establish their own role and scope for action ' 6. Teamwork and leadership 6.1. Work in a team... 6.2. Exercise enlightened leadership skills' 7. Project management 7.1. Analyse a project within its environment and define the expected outcomes' 7.2. Organize, manage and control the process, ' 7.3. Make decisions and take responsibility for them in an uncertain world ' 8. Communication and interpersonal skills 8.1. Express a clear and structured message' 8.2. Interact and discuss effectively ' 8.3. Persuade and negotiate ' 9. Personal and professional development 9.1. Independent self-starter ' 9.2. Self-awareness and self-control ' 9.3. Self-motivation' 9.4. Quick study, lifelong learner '</li> </ul> <p><b>At the end of this course, the student will be able to:</b></p> <ul style="list-style-type: none"> <li>• - At the end of this course, the student is able to understand the importance of entrepreneurship for the European economy today. - At the end of this course, the student is able to understand the specificities of entrepreneurial ventures (economic, human, financial, legal, organisational, etc.). - At the end of this course, the student has developed entrepreneurial skills (extra or intra-preneurial). - At the end of this course, the student is able to manage a group project and to communicate and defend his/her point of view in front of an audience. - At the end of this course, the student is able to communicate to an audience.- At the end of this course, the student is able to work in teams.</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>First session Examination (June)</b></p> <p>This course will be assessed through an entrepreneurial project undertaken by teams of students (max 4 students per group). Those projects should address one or more internationalization issues encountered by international entrepreneurs. Those real-life issues will be exposed to students during the first week of the teaching unit. Students will be asked to reclaim the issues as their own and turn it into an opportunity, to develop a plan of action to exploit the opportunity, and to test key hypotheses.</p> <p>The students are expected to deliver three outputs:</p> <ol style="list-style-type: none"> <li>Continued evaluation: course participation, especially during the (mandatory) mid-course presentation of the projects Individually Grade weighting: 40%</li> <li>A final paper describing their international entrepreneurship project, as well as a critical report about the new entrepreneurial concepts and methods that have been applied in their project. To be sent one week before the oral exam To be done in group Grade weighting: 40%</li> <li>Oral presentation of the project in front of the jury, which includes international entrepreneurs To be done in group Grade weighting: 20%</li> </ol> <p><b>Second session examination (August)</b></p> <p>Preliminary remarks: to be able to access the second session and validate the course credits, the students must have participated in the continued evaluation of the teaching unit, including the development of an international entrepreneurship project.</p> <p>In August, the students are expected to deliver two outputs:</p> <ol style="list-style-type: none"> <li>A final paper about the further development of the project, as well as a critical report about the additional concepts and methods applied in the project since the first session. To be sent one week before the oral exam To be done individually Grade weighting: 50%</li> <li>Oral presentation of the project in front of the jury – synthesis of the individual papers where appropriate To be done in group (where appropriate - if only one student of the group has a second session, this student presents individually) Grade weighting: 50%</li> </ol>
Méthodes d'enseignement	This course is based on an active project-based learning approach. It involves getting students (in teams) to develop a real-life project, which is nurtured by the learning of new concepts and methods from peers, the teacher, experts and guest speakers. This active pedagogy requires a constant and active presence in class.
Contenu	<p>In this course, students will learn to deal with new business opportunities in an international setting. By developing a real-life international project, they will be able to identify the involved stakeholders, as well as determine their own role as entrepreneurs. As such, the course provides students with the opportunity to develop entrepreneurial competences such as initiative taking and resilience (the ability to bounce back from failure and to learn from it).</p> <p>Entrepreneurship is about the detection and exploitation of new business opportunities, i.e. to turn ideas into action in the form of a new venture or even inside established organizations. As such, entrepreneurship is now recognized as a driver of economic growth worldwide. Furthermore, globalization trends have created new international opportunities to be seized by entrepreneurs.</p> <p>The purpose of this course is to introduce students to the specificities of the entrepreneurial process and to help them understand how entrepreneurial projects are created and managed, especially in an international setting. It is organized around four main topics:</p> <ul style="list-style-type: none"> <li>- Basics of (International) Entrepreneurship;</li> <li>- Entrepreneurial methods (Lean StartUp, Effectuation)</li> <li>- Ecosystems for international entrepreneurship;</li> <li>- Business Planning for international opportunities.</li> </ul>
Ressources en ligne	Informations on Moodle
Faculté ou entité en charge:	CLSM

<b>Programmes / formations proposant cette unité d'enseignement (UE)</b>				
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		
Master [120] en sciences de gestion	GESM2M	5		
Master [120] en ingénieur de gestion	INGE2M	5		