



FME3529 Growth and Harvest

9.0 credits

Expansion och värdeskapande

This is a translation of the Swedish, legally binding, course syllabus.

If the course is discontinued, students may request to be examined during the following two academic years

Establishment

Course syllabus for FME3529 valid from Spring 2014

Grading scale

Education cycle

Third cycle

Specific prerequisites

Admitted to an EIT ICT Labs Doctoral School in ICT Innovation or doctoral candidate at KTH within or strongly related to the area of ICT. Prerequisite for the participation in the Growth and Harvest course are the courses Opportunity Recognition (including the Raising I&E Awareness module) and Business Modeling & Development. These courses should be fully completed prior to taking the Growth & Harvest course. If taken at another university, the student needs to show proof of completion of the required courses prior to attending the course. If not being an EIT ICT Labs Doctoral School in ICT Innovation student, then these required courses can be replaced by other similar courses.

Language of instruction

The language of instruction is specified in the course offering information in the course catalogue.

Intended learning outcomes

- The ability to exploit the growth potential of their research based venture.
- The ability to lead a growing firm entrepreneurially and managerially and manage the value of a company in the markets.
- The ability to understand the roles of entrepreneur/manager and differentiate the changing role and activities of the entrepreneur/manager as the business grows.
- Learn how to effectively manage a research, development and innovation portfolio and maintain innovativeness in a growing firm.
- How to master different growth and harvesting strategies, ability to apply them and understand their connections to firm functions and strategy.
- How to master business valuation and appraisal and different exit strategies.
- Gain understanding and the ability to be part of the international (global) business ecosystem.
- The ability to create, exploit and maintain strategic brands within an organization.
- The ability to exploit the competition and networking knowledge in business.
- The ability to secure the finance in a growing company.
- How to master the basic of risk management in an organization.
- The ability to discuss and realize the contribution of growing firms to economic development and employment generation at local and European level.

Course contents

- Firm life cycle
- Expansion and growth strategies
- Culture
- Management & leadership
- Finance
- Intellectual property rights, IPR, strategies
- Negotiations
- Partnership strategies
- Exit strategies
- Change management
- Competition
- Valuation
- Venture finance
- Marketing

- Internationalization
- Mergers and acquisitions
- Entrepreneurship - economic and societal impact

Disposition

The Growth & Harvest course is organized as a two-week intensive study experience. The full course is 8 days in class and 10 days including the weekend (4+weekend+4 days). The course is given in English.

There are assignments to be completed prior and well as after the 8(10) days intensive study period on campus. The course demands active participation both in class and when doing individual and team assignment in between classes. Assignments are given to include more of an action learning approach to foster an entrepreneurial spirit and experiences based learning. Assignments include elements such as growth strategies, change management, partnership strategies and IPR strategies.

Throughout all learning elements the students own expertise of technology is included and serve as the basis for reference. The technology is also put in a wider context, not only in a business perspective, but also in relation to the expertise of other students in team assignments and collaboration tasks. Emphasis is put on continuous training regarding presentation (oral and written) as well as sales.

Course literature

Annonseras före kursstart

Will be announced prior to start.

Examination

Based on recommendation from KTH's coordinator for disabilities, the examiner will decide how to adapt an examination for students with documented disability.

The examiner may apply another examination format when re-examining individual students.

Other requirements for final grade

Passing all the four examination elements below, including attendance, is required for the final grade.

- SEM1 - Presentations at seminars (individual), grade scale: A, B, C, D, E, (FX) and F
- SEM2 - Presentations at seminars (group), grade scale: A, B, C, D, E, (FX) and F
- INL1 – Individual assignments, grade scale: A, B, C, D, E, (FX) and F
- INL2 – Team assignments, grade scale: A, B, C, D, E, (FX) and F

Ethical approach

- All members of a group are responsible for the group's work.
- In any assessment, every student shall honestly disclose any help received and sources used.
- In an oral assessment, every student shall be able to present and answer questions about the entire assignment and solution.