



# ME2817 Growth- Managing Your Firm 7.5 credits

## Tillväxt

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 ME2817 valid from Autumn 2013

## Grading scale

A, B, C, D, E, FX, F

## Education cycle

Second cycle

## Main field of study

Industrial Management

## Specific prerequisites

Students must have a minimum of 120 university points

## Language of instruction

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

## Intended learning outcomes

The intended learning outcomes for the course are for the student to be able to:

- analyse and explain why firms grow and what it means for society as a whole
- explain different kinds of resources and its importance for firm growth
- explain the concept of competitive advantage and analyse the competitive advantages of high growth enterprises
- describe the concept of international growth and explain for whom and why it may be appropriate
- describe different kinds of venture capital, use basic models of corporate valuation and argue for its importance for ventures in different growth stages
- explain the concept of exit model, for whom and why a certain exit model would be appropriate
- adapt personal goals and corporate strategies to change personal and business conditions
- argue for common challenges when deciding to expand and grow a venture
- understand and demonstrate how a company can remain entrepreneurial when entering a growth phase

## Course contents

The objective of this course is to provide students with insights into the problems and opportunities involved in managing growth in entrepreneurial ventures. The course is designed to introduce a series of concepts, frameworks, and heuristics that enable people to manage entrepreneurially in organisations of all sizes and types.

The course focuses on the decisions and actions owner-managers take in recognising and choosing opportunities, obtaining and allocating resources, challenging and directing personnel, and adapting personal goals and corporate strategies to changing personal and business conditions. In this process, the course examines management challenges that are typical of different stages in the business's development – start-up, growth, change of direction, etc.

Using this framework, the course will discuss issues of particular importance to rapidly growing firms such as developing networks, managing with limited resources, cash planning, delegation, and professionalizing the business as it grows, dealing with crises, while at the same time being careful to avoid stifling the entrepreneurial spirit as the organisation becomes larger and more complex.

## Disposition

The course will mix and match lectures with debates, discussions and workshops by the students as well as leaders in the field.

## Course literature

Information om kurslitteratur kommer att delges anmälda studenter innan kursstart.

Will be announced in connection to the start of the course and communicated to enrolled participants.

## Examination

- PRO1 - Project, 7.5 credits, grading scale: A, B, C, D, E, FX, F

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.

The students grade will depend on three factors:

- Individual pre-class case analysis
- Literature Review
- Field report

Grading scale:

Fail (F), Fail (Fx), Sufficient (E), Satisfactory (D), Good (C), Very good (B), Excellent (A)

Attendance is compulsory.

## 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.