

Course Descriptions Exchange 2017-2018

Course Title Business Plan
 Course Code EBS2015
 ECTS Credits 4,0
 Assessment None

| Period | Start | End | Mon | Tue | Wed | Thu | Fri |
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| 6 | 18-6-2018 | 29-6-2018 | C | | | | |

Level Intermediate

Coordinator Anita van Gils For more information:a.vangils@maastrichtuniversity.nl

Language of instruction English

Goals Students will learn to apply their knowledge (gathered within the domains of strategy, organisation, marketing and finance) to a specific entrepreneurial case-study.

Description The aim of this skills training is to give students the opportunity to integrate the knowledge they have mastered. One of the ways to accomplish such integration is by letting students write a business plan. All aspects of a business administration study program are to be used in such a plan. The writing of the business plan starts with an analysis of the company, the products and its competitive environment. This is followed by market research and analysis, and the design of a marketing plan. The goal of this effort is to identify target markets and the current market position. Based on the results of these studies and the type of activities of the firm, the plans for research and development and manufacturing should be designed. These plans have implications for the management and the internal organisation of the company. The financial consequences are the bottom line of the business plan.

Literature Barringer, B.R. (2009), Preparing effective business plans: an entrepreneurial approach. Pearson International edition, Upper Saddle River NJ, ISBN 978-0-13-714584-3

Prerequisites Knowledge of bachelor courses in marketing, organisation studies, strategy and finance. An advanced level of English

Teaching methods Presentation / Assignment / Groupwork

Assessment methods Final Paper

Evaluation in previous academic year For the complete evaluation of this course please click <http://iwio-sbe.maastrichtuniversity.nl/rapporten.asp?referrer=codeUM>

This course belongs to the following programme / specialisation

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| Bachelor Economics and Business Economics Specialisation Economics | Elective Skills |
| Bachelor Economics and Business Economics Specialisation Economics and Management of Information | Elective Skills |
| Bachelor Economics and Business Economics Specialisation International Business Economics | Elective Skills |
| Bachelor International Business | Year 2-3 Elective skills |
| SBE Exchange Bachelor | Bachelor Exchange Skills |
| SBE Exchange Master | Bachelor Exchange Skills |
| SBE Non Degree Courses | Bachelor Skills |