

## Course Descriptions None 2018-2019

Course Title Developing Entrepreneurial Skills  
Course Code EBC4093  
ECTS Credits 7,0  
Assessment Whole/Half Grades

Period	Start	End	Mon	Tue	Wed	Thu	Fri
1	3-9-2018	26-10-2018			X		
2	29-10-2018	21-12-2018			X		
3	14-1-2019	25-1-2019			X		
4	4-2-2019	5-4-2019			X		
5	15-4-2019	7-6-2019			X		
6	17-6-2019	28-6-2019			X		

Level Advanced  
Coordinator Yannick Bammens For more information: [y.bammens@maastrichtuniversity.nl](mailto:y.bammens@maastrichtuniversity.nl)  
Language of instruction English

Goals By means of a learning-by-doing approach, students will develop a broad range of competencies and skills in relation to the setting up and running of an entrepreneurial venture. Key learning objectives of this year-long course are: (a) to develop and nurture the students' skills throughout the entrepreneurial phases of opportunity recognition, business planning, assembling resources, and launching, managing and growing a new venture; (b) to enhance students' entrepreneurship-relevant interpersonal skills (e.g., communication, networking, leadership) through intense teamwork and interaction with external parties; (c) to expose students to interesting, novel and relevant ideas and approaches in the field of entrepreneurship by means of workshops and/or guest speakers.

Description The course Developing Entrepreneurial Skills (EBC4093) is the practical skills course within the MSc Track Entrepreneurship & SME Management which runs for an entire academic year in parallel with the Track's other courses. In this course, teams of 3 to 4 students identify an entrepreneurial opportunity, and based on this opportunity set up and run their own entrepreneurial venture. By going through all the phases of the entrepreneurial process themselves – from opportunity recognition up to actual sales in the market – students develop a broad set of skills and competencies relevant for their future (potential) entrepreneurial endeavors. Alternatively, students can join an existing start-up company in the Maastricht area. Throughout this entrepreneurial process, students will be mentored and supervised by an experienced tutor, and they will be asked to develop and present intermediate plans and reports. Moreover, a number of workshops/guest lectures will be organized in which students are introduced to insights and experiences that go beyond their own project.

Literature To be decided, will be announced in the course manual.

Prerequisites General bachelor-level business knowledge.

Teaching methods Presentation / Lecture / Assignment / Papers / Groupwork

Assessment methods Final Paper / Attendance / Participation

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

Master International Business - Entrepreneurship and Compulsory Courses  
SME Management