

# Syllabus

for course at advanced level

**Growth - Managing Your Firm**

**Tillväxt**

**7.5 Higher Education**

**Credits**

**7.5 ECTS credits**

<b>Course code:</b>	FE6603
<b>Valid from:</b>	Autumn 2016
<b>Date of approval:</b>	2009-08-28
<b>Changed:</b>	2016-03-07
<b>Department</b>	Stockholm Business School
<b>Main field:</b>	Företagsekonomi
<b>Specialisation:</b>	AXX - Second cycle, in-depth level of the course cannot be classified

## Decision

This syllabus was approved by the Graduate Studies Committee (Masterutbildningsnämnden, MUN) at Stockholm University School of Business 2009-08-28, revised 2016-03-07.

## Prerequisites and special admittance requirements

120 HE credits. Swedish upper secondary school course English B, or the equivalent, or one of the following tests. Cambridge CPE och CAE: Pass. IELTS : 6.0 (with no part of the test below 5.0). TOEFL (paper based): 550 (with minimum grade 4 on the written test part). TOEFL (computer based): 213. TOEFL (internet based): 79.

## Course structure

Examination code	Name	Higher Education Credits
6603	Growth - Managing your firm	7.5

## Course content

The course consists of the following course module:  
- Growth – Managing your firm 7,5 hp, provkod 6603

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.

## **Learning outcomes**

The indented 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.

## **Education**

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

Language of instruction is English.

## **Forms of examination**

The student's 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

Attendance is compulsory.

## **Interim**

In the event of major changes to the content or the required readings of the course, or suspension of the course altogether, students are entitled to an opportunity to retake the examination according to the present syllabus once each semester during the subsequent three semesters after the change has been effected.

## **Limitations**

The course can not be included as part of a degree in conjunction with other similar courses accomplished at other universities in Sweden or abroad.

## **Misc**

The course is only offered within Stockholm School of Entrepreneurship (SSES).

## **Required reading**

Literature will be announced in connection to the start the course.