

## **Service-based entrepreneurship and idea development – project course**

Tjänstebaserat entreprenörskap och affärsutveckling - projektkurs  
6 credits

Programme course

TEIO99

Valid from: 2023 Spring semester

<b>Determined by</b>	<b>Main field of study</b>	
Board of Studies for Chemistry, Biology and Biotechnology	No main field of study	
<b>Date determined</b>	<b>Course level</b>	<b>Progressive specialisation</b>
2022-08-31	First cycle	G1X
<b>Revised by</b>	<b>Disciplinary domain</b>	
	Social sciences	
<b>Revision date</b>	<b>Subject group</b>	
	Industrial Engineering and Management	
<b>Offered first time</b>	<b>Offered for the last time</b>	
Autumn semester 2023		
<b>Department</b>	<b>Replaced by</b>	
Institutionen för ekonomisk och industriell utveckling		

## Specific information

The course cannot be included in the same degree as TEIO95, TEIO94, TEIO06 or TEIO20.

## Course offered for

- Bachelor's Programme in Animal psychology

## Prerequisites

Basic knowledge in entrepreneurship and idea development.

## Intended learning outcomes

The course aims to provide participants with knowledge and skills in the areas of entrepreneurship and innovation in the early stages of development. In focus is the formulation and development of service-based entrepreneurial and innovative ideas, which also includes the ability to make assessments of commercialization potential. An overall goal is that the student should be able to produce a business plan based on which he/she can start a business after completing the programme.

After completing the course, the student should be able to:

- describe what can be included in a business planning process and what is usually included in a business plan for a service-based business,
- collect, compile and analyse the information required to build an intended business case within his/her professional area,
- apply the theories and tools discussed during the course and, based on them, analyse and evaluate collected information and develop a business model for an intended entrepreneurial activity within his/her professional area,
- discuss ethical and sustainability-related aspects linked to business development and apply them to his/her own business case,
- communicate and present a proposal for a business idea within his/her own professional area in writing, through a business plan, and orally through so-called idea pitches and be able to critically and constructively discuss and evaluate his/her own work as well as the work of others.
- discuss and reflect upon the relation between theory and practice, his/her own learning process, and the individual development in the course.

## Course content

The course contains three themes:

- Idea development – The development process from an idea to a service-based business model. In focus is how to formulate and develop a service-based idea upon which you can build a new business or further develop an existing one. Included is also how to protect the idea and how to gain entry into a market, financing and what is required for a business to be able to stand on its own feet.
- Business planning and communication - To communicate an idea both orally and in writing as well as in different formats and based on relevant analysis models.
- Structured reflection – continuous group work on reflections on learning and development.

## Teaching and working methods

Teaching is organized in the form of lectures, lessons / workshops, own reading and group work. Entrepreneurship is not only the subject of the course but also the way in which we learn and relate to the course work. The context of the course is ideas linked to the fields of biology and animal behaviour. The theoretical lectures explain, together with the literature, concepts and models which are then applied through the group assignment to the context of the programme where the course is included. Relevance in teaching is important and therefore we strive to get close to reality. The pedagogical approach is therefore built upon experiential learning, or learning by doing. The project work is the most important tool for this and is realised through work with so-called live cases, where students develop their own ideas that address needs or problems in the area where they are expected to work after their education. The project work is conducted individually or pairwise. Research shows that active learning facilitates and increases knowledge acquisition and to support this, several different forms of learning are used in the course. Reflection is an important ingredient in experiential learning and since the project is individually conducted or done in pairs, we have chosen to work in a structured way to document the learning process and reflect upon it in groups. The group reflections will be carried out in the form of a work book, which will be discussed in seminars during the course and examined at the end. The course is student centred and requires that the students take responsibility for their own learning, both individually and in groups.

## Examination

UPG1	Work book in group	2 credits	U, G
UPG2	Project work, individual or pairwise	4 credits	U, G

UPG1 consist of a reflection document – a so called work book. where the students, in groups, continuously document what is done in the course and in a structured way reflect upon their learning and their development related to the learning process. The work with the work book is supported by discussion seminars in class.

UPG2 consists of a project work in a group where the students work on developing and evaluating an idea into a business concept, which is reported in writing in the form of a business plan. The assignment also includes oral presentations, mainly in the form of so-called pitches and feedback given from a structural model.

To pass the course, a passing grade for all examination parts is required, as well as attendance at compulsory activities such as certain seminars and presentations. Details of the course structure and implementation, including descriptions of all compulsory elements and assignments, are presented in a PM that is communicated to the students at the beginning of the course.

Grades are given as 'Fail' or 'Pass'.

## Grades

Two-grade scale, U, G

## Other information

### About teaching and examination language

The teaching language is presented in the Overview tab for each course. The examination language relates to the teaching language as follows:

- If teaching language is “Swedish”, the course as a whole could be given in Swedish, or partly in English. Examination language is Swedish, but parts of the examination can be in English.
- If teaching language is “English”, the course as a whole is taught in English. Examination language is English.
- If teaching language is “Swedish/English”, the course as a whole will be taught in English if students without prior knowledge of the Swedish language participate. Examination language is Swedish or English depending on teaching language.

### Other

The course is conducted in a manner where both men's and women's experience and knowledge are made visible and developed.

The planning and implementation of a course should correspond to the course syllabus. The course evaluation should therefore be conducted with the course syllabus as a starting point.

The course is campus-based at the location specified for the course, unless otherwise stated under “Teaching and working methods”. Please note, in a campus-based course occasional remote sessions could be included.

If special circumstances prevail, the vice-chancellor may in a special decision specify the preconditions for temporary deviations from this course syllabus, and delegate the right to take such decisions.

## Common rules

### Course syllabus

A syllabus must be established for each course. The syllabus specifies the aim and contents of the course, and the prior knowledge that a student must have in order to be able to benefit from the course.

### Timetabling

Courses are timetabled after a decision has been made for this course concerning its assignment to a timetable module.

### Interruption in and deregistration from a course

The LiU decision, Guidelines concerning confirmation of participation in education (Dnr LiU-2020-02256), states that interruptions in study are to be recorded in Ladok. Thus, all students who do not participate in a course for which they have registered must record the interruption, such that the registration on the course can be removed. Deregistration from or interrupting a course is carried out using a web-based form [Forms](#)

### Cancelled courses and changes to the course syllabus

Courses with few participants (fewer than 10) may be cancelled or organised in a manner that differs from that stated in the course syllabus. The Dean is to deliberate and decide whether a course is to be cancelled or changed from the course syllabus.

### Guidelines relating to examinations and examiners

For details, see Guidelines for education and examination for first-cycle and second-cycle education at Linköping University, Dnr LiU-2020-04501 (<http://styrdokument.liu.se/Regelsamling/VisaBeslut/917592>).

An examiner must be employed as a teacher at LiU according to the LiU Regulations for Appointments, Dnr LiU-2021-01204 (<https://styrdokument.liu.se/Regelsamling/VisaBeslut/622784>). For courses in second-cycle, the following teachers can be appointed as examiner: Professor (including Adjunct and Visiting Professor), Associate Professor (including Adjunct), Senior Lecturer (including Adjunct and Visiting Senior Lecturer), Research Fellow, or Postdoc. For courses in first-cycle, Assistant Lecturer (including Adjunct and Visiting Assistant Lecturer) can also be appointed as examiner in addition to those listed for second-cycle courses. In exceptional cases, a Part-time Lecturer can also be appointed as an examiner at both first- and second cycle, see Delegation of authority for the Board of Faculty of Science and Engineering.

## Forms of examination

### Principles for examination

Written and oral examinations and digital and computer-based examinations are held at least three times a year: once immediately after the end of the course, once in August, and once (usually) in one of the re-examination periods. Examinations held at other times are to follow a decision of the faculty programme board.

Principles for examination scheduling for courses that follow the study periods:

- courses given in VT1 are examined for the first time in March, with re-examination in June and August
- courses given in VT2 are examined for the first time in May, with re-examination in August and January
- courses given in HT1 are examined for the first time in October, with re-examination in January and August
- courses given in HT2 are examined for the first time in January, with re-examination in March and in August.

The examination schedule is based on the structure of timetable modules, but there may be deviations from this, mainly in the case of courses that are studied and examined for several programmes and in lower grades (i.e. 1 and 2).

Examinations for courses that the faculty programme board has decided are to be held in alternate years are held three times during the school year in which the course is given according to the principles stated above.

Examinations for courses that are cancelled or rescheduled such that they are not given in one or several years are held three times during the year that immediately follows the course, with examination scheduling that corresponds to the scheduling that was in force before the course was cancelled or rescheduled.

When a course, or a written examination (TEN, DIT, DAT), is given for the last time, the regular examination and two re-examinations will be offered. Thereafter, examinations are phased out by offering three examinations during the following academic year at the same times as the examinations in any substitute course. If there is no substitute course, three examinations will be offered during re-examination periods during the following academic year. Other examination times are decided by the faculty programme board. In all cases above, the examination is also offered one more time during the academic year after the following, unless the faculty programme board decides otherwise. In total, 6 re-examinations are offered, of which 2 are regular re-examinations. In the examination registration system, the examinations given for the penultimate time and the last time are denoted.

If a course is given during several periods of the year (for programmes, or on different occasions for different programmes) the faculty programme board or boards determine together the scheduling and frequency of re-examination occasions.



### **Retakes of other forms of examination**

Regulations concerning retakes of other forms of examination than written examinations and digital and computer-based examinations are given in the LiU guidelines for examinations and examiners, <http://styrdokument.liu.se/Regelsamling/VisaBeslut/917592>.

### **Course closure**

For Decision on Routines for Administration of the Discontinuation of Educational Programs, Freestanding Courses and Courses in Programs, see DNR LiU-2021-04782. After a decision on closure and after the end of the discontinuation period, the students are referred to a replacement course (or similar) according to information in the course syllabus or programme syllabus. If a student has passed some part/parts of a closed program course but not all, and there is an at least partially replacing course, an assessment of crediting can be made. Any crediting of course components is made by the examiner.

### **Registration for examination**

In order to take an written, digital or computer-based examination, registration in advance is mandatory, see decision in the university's rule book <https://styrdokument.liu.se/Regelsamling/VisaBeslut/622682>. An unregistered student can thus not be offered a place. The registration is done at the Student Portal or in the LiU-app during the registration period. The registration period opens 30 days before the date of the examination and closes 10 days before the date of the examination. Candidates are informed of the location of the examination by email, four days in advance.

### **Code of conduct for students during examinations**

Details are given in a decision in the university's rule book: <http://styrdokument.liu.se/Regelsamling/VisaBeslut/622682>.

### **Retakes for higher grade**

Students at the Institute of Technology at LiU have the right to retake written examinations and digital and computer-based examinations in an attempt to achieve a higher grade. This is valid for all examination components with code "TEN", "DIT" and "DAT". The same right may not be exercised for other examination components, unless otherwise specified in the course syllabus.

A retake is not possible on courses that are included in an issued degree diploma.

### **Grades**

The grades that are preferably to be used are Fail (U), Pass (3), Pass not without distinction (4) and Pass with distinction (5).

- Grades U, 3, 4, 5 are to be awarded for courses that have written or digital examinations.
- Grades Fail (U) and Pass (G) may be awarded for courses with a large degree of practical components such as laboratory work, project work and

group work.

- Grades Fail (U) and Pass (G) are to be used for degree projects and other independent work.

### Examination components

The following examination components and associated module codes are used at the Faculty of Science and Engineering:

- Grades U, 3, 4, 5 are to be awarded for written examinations (TEN) and digital examinations (DIT).
- Examination components for which the grades Fail (U) and Pass (G) may be awarded are laboratory work (LAB), project work (PRA), preparatory written examination (KTR), digital preparatory written examination (DIK), oral examination (MUN), computer-based examination (DAT), home assignment (HEM), and assignment (UPG).
- Students receive grades either Fail (U) or Pass (G) for other examination components in which the examination criteria are satisfied principally through active attendance such as tutorial group (BAS) or examination item (MOM).
- Grades Fail (U) and Pass (G) are to be used for the examination components Opposition (OPPO) and Attendance at thesis presentation (AUSK) (i.e. part of the degree project).

In general, the following applies:

- Mandatory course components must be scored and given a module code.
- Examination components that are not scored, cannot be mandatory. Hence, it is voluntary to participate in these examinations, and the voluntariness must be clearly stated. Additionally, if there are any associated conditions to the examination component, these must be clearly stated as well.
- For courses with more than one examination component with grades U,3,4,5, it shall be clearly stated how the final grade is weighted.

For mandatory components, the following applies (in accordance with the LiU Guidelines for education and examination for first-cycle and second-cycle education at Linköping University,

<http://stydokument.liu.se/Regelsamling/VisaBeslut/917592>):

- If special circumstances prevail, and if it is possible with consideration of the nature of the compulsory component, the examiner may decide to replace the compulsory component with another equivalent component.

For possibilities to alternative forms of examinations, the following applies (in accordance with the LiU Guidelines for education and examination for first-cycle and second-cycle education at Linköping University,

<http://stydokument.liu.se/Regelsamling/VisaBeslut/917592>):

- If the LiU coordinator for students with disabilities has granted a student the right to an adapted examination for a written examination in an examination hall, the student has the right to it.

- If the coordinator has recommended for the student an adapted examination or alternative form of examination, the examiner may grant this if the examiner assesses that it is possible, based on consideration of the course objectives.
- An examiner may also decide that an adapted examination or alternative form of examination if the examiner assessed that special circumstances prevail, and the examiner assesses that it is possible while maintaining the objectives of the course.

### **Reporting of examination results**

The examination results for a student are reported at the relevant department.

### **Plagiarism**

For examinations that involve the writing of reports, in cases in which it can be assumed that the student has had access to other sources (such as during project work, writing essays, etc.), the material submitted must be prepared in accordance with principles for acceptable practice when referring to sources (references or quotations for which the source is specified) when the text, images, ideas, data, etc. of other people are used. It is also to be made clear whether the author has reused his or her own text, images, ideas, data, etc. from previous examinations, such as degree projects, project reports, etc. (this is sometimes known as “self-plagiarism”).

A failure to specify such sources may be regarded as attempted deception during examination.

### **Attempts to cheat**

In the event of a suspected attempt by a student to cheat during an examination, or when study performance is to be assessed as specified in Chapter 10 of the Higher Education Ordinance, the examiner is to report this to the disciplinary board of the university. Possible consequences for the student are suspension from study and a formal warning. More information is available at [Cheating, deception and plagiarism](#)

### **Regulations (apply to LiU in its entirety)**

The university is a government agency whose operations are regulated by legislation and ordinances, which include the Higher Education Act and the Higher Education Ordinance. In addition to legislation and ordinances, operations are subject to several policy documents. The Linköping University rule book collects currently valid decisions of a regulatory nature taken by the university board, the vice-chancellor and faculty/department boards.

LiU’s rule book for education at first-cycle and second-cycle levels is available at [http://styrdokument.liu.se/Regelsamling/Innehall/Utbildning\\_pa\\_grund-\\_och\\_avancerad\\_niva](http://styrdokument.liu.se/Regelsamling/Innehall/Utbildning_pa_grund-_och_avancerad_niva).