

## Entrepreneurship and Idea Development

Entreprenörskap och idéutveckling  
6 credits

Programme course

TEIO94

Valid from: 2025 Spring semester

<b>Determined by</b>	<b>Main field of study</b>	
Board of Studies for Chemistry, Biology and Biotechnology	Industrial Engineering and Management	
<b>Date determined</b>	<b>Course level</b>	<b>Progressive specialisation</b>
2024-08-28	First cycle	G2F
<b>Revised by</b>	<b>Disciplinary domain</b>	
	Technology	
<b>Revision date</b>	<b>Subject group</b>	
	Industrial Engineering and Management	
<b>Offered first time</b>	<b>Offered for the last time</b>	
Spring semester 2019		
<b>Department</b>	<b>Replaced by</b>	
Institutionen för ekonomisk och industriell utveckling		

## Specific information

This course cannot be included in the same degree as the course TEIO06, TEIO20, TEIO95 or TEIO98.

## Course offered for

- Master of Science in Computer Science and Engineering
- Master of Science in Electronics Design Engineering
- Master of Science in Information Technology
- Master of Science in Biomedical Engineering
- Master of Science in Computer Science and Software Engineering
- Master of Science in Mechanical Engineering
- Master of Science in Applied Physics and Electrical Engineering
- Master of Science in Applied Physics and Electrical Engineering - International
- Bachelor's Programme in Mathematics
- Bachelor of Science in Chemical Analysis Engineering
- Master of Science in Chemical Biology
- Master of Science in Engineering Biology

## Prerequisites

Two years studies at university level.

Students should be able to search for and structure information, communicate orally and in writing, plan and execute a group project assignment and make basic mathematical calculations. They should also have an ability for creative and critical thinking.

## Intended learning outcomes

The purpose of the course is for students to develop knowledge and abilities within the field of entrepreneurship and innovation within early stages of development. Focus is put upon formulation and development of entrepreneurial and innovative ideas and includes some ability to make judgements on potential for commercialisation.

The learning outcomes are that students should:

- be able to understand and define the concepts of innovation and entrepreneurship in general as well as in the context of their own area of technology and knowledge
- have basic knowledge on theories and tools for idea development and, on a general level, know what is included in a business development process and of what commonly is included in a business plan
- be able to give an account of the information and analyses required to verify an idea and have ability to judge the commercial potential of an hypothesised innovative/entrepreneurial venture
- have ability to communicate a business idea proposal orally and in writing.

## Course content

The course contains three themes:

- Entrepreneurship and innovation – Students are faced with different perspectives on entrepreneurship and innovation. We ask ourselves what an entrepreneurial versus innovative venture is or might be and in what contexts it can appear.
- Idea development – the process to develop an idea into a business model. Focus is put on how to formulate and develop an idea that can become foundation for a new venture or the development of an idea that could strengthen an existing firm, how an idea could be protected and how it could gain instep on a market, what prerequisites is needed for a venture to become viable and how it could be financed.
- Business planning and communication – Here it is about being able to, in written and oral forms, describe and communicate the idea by use of relevant models of analysis.

## Teaching and working methods

The course is organized in case of lectures, seminars / workshops, individual work and group work. Entrepreneurship is not just the subject of the course but also the way in which we learn and relate to the course work. The theoretical lectures, along with the literature, explains the concepts and models which then are applied to a context through group work. Getting close to reality is important and group work will therefore be in the form of so called live cases, where the students develop their own (or others) ideas to solve needs or problems in a relevant business. Research shows that active learning enhance knowledge gathering and understanding and to support this, several different forms for learning are used. The course requires that students take responsibility for their own learning, both individually and in their groups.

The course is offered twice per year.

## Examination

UPG2	Project group assignment	3 credits	U, 3, 4, 5
UPG1	Reflection assignment individual/in pairs	0.5 credits	U, 3, 4, 5
TEN2	Written examination	2.5 credits	U, 3, 4, 5

TEN2 is a written examination that make sure that the individual has reached the course goals on a theoretical level. The knowledge tested are applied practically during the group work.

UPG1 is an individual or pairwise reflection where the student(s) use research literature to reflect over the first theme of the course – entrepreneurship and innovation – from the perspective of their own technological domain.

UPG2 consist of a project work conducted in groups where the students work with the development and evaluation of an idea that can become foundation for a business venture. The project is reported in written and oral forms in case of an Idea-PM and a pre-study (mini business plan). The Idea-PM is examined as pass or fail. The pre-study follows the format of a business plan and are examined as U,3,4,5. In this assignment oral presentations in case of so called pitches are included.

In order to pass the course the student need to have been examined with pass/3 on all assignments included. Participation in compulsory activities are also required. The final grade on the course is assembled of all the parts included and builds upon the distribution of credits of each examination code included.

All details regarding the structure and organisation of the course, including description of all compulsory events and assignments, are given in the course syllabus displayed at the course web at Lisam and will be shared at course start.

Examiner for VT2023 is Jeanette Engzell.

Examiner for HT2023 is Charlotte Norrman.

Grades for examination modules are decided in accordance with the assessment criteria presented at the start of the course.

## Grades

Four-grade scale, LiU, U, 3, 4, 5

## 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 such a way that there are equal opportunities with regard to sex, transgender identity or expression, ethnicity, religion or other belief, disability, sexual orientation and age.

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.

## 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

Program courses are timetabled after a decision has been made for this course concerning its assignment to a timetable module. Single subject courses can be timetabled at other times.

### Interruption in and deregistration from a course

The LiU decision, Guidelines concerning confirmation of participation in education, Dnr LiU-2020-02256 (<https://styrdokument.liu.se/Regelsamling/VisaBeslut/764582>), 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 are therefore obliged to report the interruption so that this can be noted in Ladok. Deregistration from or interrupting a course is carried out using a [Web-based form](#).

### 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. For single subject courses, the cancellation must be done before students are admitted to the course (in accordance with LiUs regulation Dnr LiU-2022-01200, <https://styrdokument.liu.se/Regelsamling/VisaBeslut/622645>).

### 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-2023-00379 (<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-2022-04445 (<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 or oral examination (TEN, DIT, DAT, MUN), 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. The exception is courses given in the period HT1, where the three examination occasions are January, March and August. 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.

For single subject courses, written and oral examinations can be held at other times.

### **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, Dnr LiU-2023-00379 (<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 (<https://styrdokument.liu.se/Regelsamling/VisaBeslut/1156410>). 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. For questions about the crediting of course components, contact the Study councellors.

### **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 Dnr LiU-2020-04559 (<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, Dnr LiU-2020-04559 (<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 in a computer lab (DAT), digital preparatory written examination in a computer lab (DAK), 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, Dnr LiU-2023-00379

<http://styrdokument.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, Dnr LiU-2023-00379 <http://styrdokument.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](#).

Linköping University has also produced a guide for teachers and students' use of generative AI in education (Dnr LiU-2023-02660). As a student, you are always expected to gain knowledge of what applies to each course (including the degree project). In general, clarity to where and how generative AI has been used is important.

## 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 <https://styrdokument.liu.se/Regelsamling/Innehall>.