# 240EO026 - Technical Entrepreneurship

**Coordinating unit:** 240 - ETSEIB - Barcelona School of Industrial Engineering  
**Teaching unit:** 732 - OE - Department of Management  
**Academic year:** 2019  
**Degree:** MASTER'S DEGREE IN MANAGEMENT ENGINEERING (Syllabus 2012). (Teaching unit Compulsory)  
**ECTS credits:** 3  
**Teaching languages:** Spanish, English

## Teaching staff

**Coordinator:** Jordi Olivella Nadal  
**Others:** Jordi Olivella Nadal  
Laia Barbera Mir

## Degree competences to which the subject contributes

### Specific:

7. Develop a business plan into a pop context.

### Generical:

1. Acquire skills related to the design and management of complex organizations, including people management, financial aspects, production, project management, and allocation and distribution of resources for managers and management problems.  
2. Know and understand the organization of a company and the sciences that define their activity, ability to understand business rules and relationships between planning, industrial and commercial strategies, quality and profit.  
3. Learn and master the analytical tools necessary for decision making in the organizational context more efficient.

### Transversal:

4. ENTREPRENEURSHIP AND INNOVATION: Being aware of and understanding how companies are organised and the principles that govern their activity, and being able to understand employment regulations and the relationships between planning, industrial and commercial strategies, quality and profit.

## Teaching methodology

Cases Studies  
Final project

## Learning objectives of the subject

Develop the necessary skills for students to think and act like an entrepreneur and you can ask questions and be able to solve them. Students will be helped to develop some skills to start a business from scratch and to know you are creating an organization around people and culture.

**Specific Objectives:**  
This course aims to provide students with an experience-based introduction into the initial phase of starting a technology company. It is a real life simulation of the process that founders go through when analysing a technological business opportunity.

At the end of the course, the student will be able to use the tools analysis of analysis that are used in the entrepreneurship world to assess a technological business opportunity and to present the results appropriately.
### Study load

<table>
<thead>
<tr>
<th>Total learning time: 75h</th>
<th>Hours small group: 27h</th>
<th>36.00%</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Self study: 48h</td>
<td>64.00%</td>
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### Content

#### Block 1. Technology analysis

**Description:**
- Initial ideas.
- Analysis of the technology
- Analysis of the opportunity

**Learning time:** 13h 30m
- Theory classes: 13h 30m

#### Block 2. Business plan

**Description:**
- Business plan

**Learning time:** 13h 30m
- Theory classes: 13h 30m

### Planning of activities

#### Project part 1

**Hours:** 24h
- Self study: 24h

**Description:**
- Applying of the tools presented to the project developed by the students.

#### Project part 2

**Hours:** 24h
- Self study: 24h

**Description:**
- Applying of the tools presented to the project developed by the students.
Qualification system

The qualification will be an average rating of:
50%: participation in class
50%: final project/deliverable & oral presentation in class

During the spring semester of the 2019-2020 academic year, and as a result of the health crisis due to Covid19, the qualification method will be:

The qualification is going to be the average rating of the activities performed during the course. The students are going to develop the different assignments according to the instructions provided and are going to present the results obtained by uploading a deliverable to the Atenea platform.

Additionally, the students are going to answer some questions on the assignments presented in a final online session. If a student showed poor knowledge of the different activities and the results presented the assessment could be modified.

Bibliography

Basic:

Others resources:
- Básica:
- Enlaces de interés:
  Emprendors TV (http://www.emprendorstv.com/)
  Inicia: per a la creació d’empreses (http://inicia.gencat.cat/inicia/cat/)
  Fundació Institució Catalana de Suport a la Recerca (http://www.fundaciorecerc.cat/)
  Global Entrepreneurship Week (http://www.unleashingideas.org/)