



# ME2624 Managing Firm Growth

## 7.5 credits

### Ledning av tillväxtföretag

This is a translation of the Swedish, legally binding, course syllabus.

If the course is discontinued, students may request to be examined during the following two academic years

### Establishment

The official course syllabus is valid from the spring semester 2024 in accordance with decision by Head of School : M-2023-0698. Date of decision: 30/03/2023

### Grading scale

A, B, C, D, E, FX, F

### Education cycle

Second cycle

### Main field of study

Industrial Management

### Specific prerequisites

Fulfilled the requirements for Degree of Bachelor of Science.

### Language of instruction

The language of instruction is specified in the course offering information in the course catalogue.

## Intended learning outcomes

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

1. Describe and analyse the challenges for a fast growing companies.
2. Describe and discuss how the preconditions for growth companies are influenced by technological changes, societal changes and changes of user behaviour.
3. Develop and present a strategy to scale up the activities of a growth company and control its growth.
4. Develop and present a marketing strategy to a growth company with special focus on international establishment.
5. Explain and discuss in what way innovation management can be crucial for the development of a growth company.
6. Explain and justify different "exit alternatives" for a growth company.

## Course contents

The course focuses on the decisions and measures that a founder or company leader takes to identify possibilities, acquire and allocate resources, lead staff, and adapt personal aims and company strategies to changed preconditions. The course offers a mixture of types of instruction for example lectures, seminars, case discussions, workshops and guest lectures. The course covers several important fields, including:

- why companies grow and what it means for the society as a whole,
- how a company can remain entrepreneurial when it enters a growth stage,
- what ethical growth is.

## Examination

- INL3 - Assignment, group, 3.5 credits, grading scale: A, B, C, D, E, FX, F
- INL4 - Assignment, individual, 4.0 credits, grading scale: A, B, C, D, E, FX, F

Based on recommendation from KTH's coordinator for disabilities, the examiner will decide how to adapt an examination for students with documented disability.

The examiner may apply another examination format when re-examining individual students.

## Other requirements for final grade

INL3 and INL4 have requirements of compulsory participation.

## **Ethical approach**

- All members of a group are responsible for the group's work.
- In any assessment, every student shall honestly disclose any help received and sources used.
- In an oral assessment, every student shall be able to present and answer questions about the entire assignment and solution.