



ME2803 Growth - Managing Your Firm 7.5 credits

Growth - Managing Your Firm

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

Establishment

Course syllabus for ME2803 valid from Autumn 2011

Grading scale

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

Education cycle

Second cycle

Main field of study

Industrial Management

Specific prerequisites

Programme students at KTH must have a minimum of 120 ECTS, especially in the areas of technology, economics, medicine or biomedicine. Experience with administration/management from a practical or theoretical perspective may be valuable, but is not required.

For all other students 180 hp is required as well as English A + B, or equivalent.

Language of instruction

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

Intended learning outcomes

The intended 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.

Course contents

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.

Disposition

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

Course literature

Will be announced at the start of the course.

Examination

- PRO1 - Project, 7.5 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.

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

Other requirements for final grade

The students grade will depend on three factors:

1. Individual pre-class case analysis
2. Literature Review
3. Field report

Attendance is compulsory.

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.