



GRADUATE SCHOOL

GM0127 International Entrepreneurship, 7.5 credits

Internationell entreprenörskap, 7,5 högskolepoäng

Second Cycle

Confirmation

This course syllabus was confirmed by Graduate School on 2020-02-04 to be valid from 2021-08-30, autumn semester of 2021.

Field of education: Social Sciences 100%

Department: Graduate School

Position in the educational system

The course International Entrepreneurship is a course within the Master of Science programmes at the Graduate School, School of Business, Economics and Law, University of Gothenburg.

Main field of studies

International Business and Trade

Specialization

A1N, Second cycle, has only first-cycle course/s as entry requirements

Entry requirements

To be eligible for the course International Entrepreneurship, the participant must fulfil the entrance qualifications for the Master of Science programme in International Business and Trade. For programme specific entrance requirements, see programme syllabus.

Learning outcomes

After completion of the course, students will have developed and shown an enhanced understanding of the challenges and opportunities met by internationally growth aspiring Small- and Medium- sized Enterprises (SME). On successful completion of the course, the student will be able to:

Knowledge and understanding

1. describe, explain and present the specific challenges and opportunities met by SMEs when identifying, evaluating and developing international opportunities
2. describe, explain and contrast various and sometimes conflicting theoretical explanations of the internationalisation of SMEs
3. give an account of, and explain, the role of internal (capability development) and external (network) factors in determining the internationalisation performance of SMEs
4. give an account of, and explain, the role and interest of the regional and national innovation system in catalysing internationalisation of SMEs

Competence and skills

5. design research anchored internationalisation strategies for SMEs with international growth ambitions
6. design research anchored SME internationalisation catalysing strategies for actors in the innovation system
7. analyze, evaluate and conclude on the meaning of well-developed plans in contrast to more improvisational and effectual strategies for SMEs aspiring to grow internationally

Judgement and approach

8. critically evaluate potential boundary conditions of international entrepreneurship research when designing internationalisation strategies
9. communicate insights from international entrepreneurship research to stakeholders in academia, industry and the innovation system.

Course content

The underlying ambition of the course is to develop an understanding of the critical challenges and opportunities met by internationally growth aspiring firms. By drawing on recent insights in International Entrepreneurship research, course participants will discuss and analyse factors central to sustainable international expansion of SMEs.

Central and critical issues explaining the rise of International Entrepreneurship research is covered and several aspects related to internationalisation is discussed, including the role of international opportunities and their characteristics, the influence on performance of time, temporality and speed of SME internationalisation, and internal explanations to successful internationalisation. Students are also trained in understanding the role of internationalisation capabilities and the process of capability development. In addition to internal explanations, the course covers external

antecedents to successful internationalisation and covers areas such as the business network and social capital of the firm or manager. Finally, the course contains elements challenging a causal and planning based logic when seeking to scale operations internationally in favor of a more improvisational and agile view on internationalisation plans and strategies.

By developing an in-depth understanding of recent research developments in the field of firm internationalisation course participants will understand how and why resource constrained and inexperienced SMEs can develop sustainable international growth strategies compensating for their liability of smallness. Emphasis will be given to newly started and inexperienced firms operating in developing industries and students will be trained for acting in key positions in such firms and in the innovation system.

Form of teaching

Teaching takes place in the form of lectures, seminars and student presentations.

Language of instruction: English

Assessment

Learning outcomes 1-4 are assessed through an individual report and seminars.

Learning outcomes 5-9 are assessed through a group report and a group presentation.

Participation in the seminars is mandatory.

If a student fails on the group report and/or seminar(s) the student can supplement the group report and seminar(s) in order to receive a pass grade. Absence from compulsory elements could be replaced by assignments given by the examiner.

If a student, who has failed the same examined element on two occasions, wishes to change examiner before the next examination session, such a request is to be submitted to the department in writing and granted unless there are special reasons to the contrary (Chapter 6, Section 22 of Higher Education Ordinance).

In the event that a course has ceased or undergone major changes, students are to be guaranteed at least three examination sessions (including the ordinary examination session) over a period of at least one year, though at most two years after the course has ceased/been changed.

The number of examinations is limited to five.

Grades

The grading scale comprises: Excellent (A), Very good (B), Good (C), Satisfactory (D), Sufficient (E) and Fail (F).

Pass is required on all examination forms. The grade (A-E) on the course corresponds to the total score a student obtains on the Individual Report (40%), Group Report (40%), and Seminar Performance (20%). To receive a pass grade (A-E) $\geq 50\%$ points is required.

The scale is tied to fixed score intervals:

A: 85-100%;

B: 75-84%;

C: 68-74%;

D: 60-67%;

E: 50-59%

Course evaluation

The course will be evaluated upon completion. The results of and possible changes to the course will be shared with students who participated in the evaluation and students who are starting the course.