

## **International Growth and Business Development 7.5 credits**

Internationell tillväxt och affärsutveckling 7.5 hp

Second cycle

Main field: Business Administration, Second cycle, has second-cycle course/s as entry requirements (AIF)

Syllabus is adopted by the Research and Education Board (2023-03-09) and is valid for students admitted for the autumn semester 2023.

### **Placement in the Academic System**

The course is included in Master's Programme (120 credits) in Strategic Entrepreneurship for International Growth. The course is given as a single subject course.

### **Prerequisites and Conditions of Admission**

Bachelor degree in Business Economics or the equivalent of 180 Swedish credit points or 180 ECTS credits at an accredited University.

Strategic Entrepreneurship 7.5 credits.

Applicants must have written and verbal command of the English language equivalent to English course 6 in Swedish Upper-Secondary School.

### **Course Objectives**

The course goal is that the student will acquire increased knowledge and skills in the field international growth and business development. The course defines and problematizes different types of growth and provides a research-based knowledge overview about growth processes and business models. Students are also trained on critical review of academic literature in the field.

Following successful completion of the course the student should:

#### *Knowledge and understanding*

- account for the research field and its development and identify different growth and business model theoretical perspectives
- explain how different growth and business model theoretical perspectives can be applied in specific organizational situations and contexts

#### *Skills and ability*

- critically analyze, assess and manage complex situations associated with an organization grows and develops in a changing environment

- carry out qualified analyses within the area of international growth and business development with the help of relevant scientific theories

#### *Judgement and approach*

- evaluate and assess different aspects of international growth and business development in relation to current theories of economic, social and ecologically sustainable development
- demonstrate awareness of ethical aspects on research and development work in the field of international growth and business development
- identify the need for further knowledge relevant to the area international growth and business development, inclusive needs of own knowledge development

### **Primary Contents**

Identifying, building and maintaining entrepreneurial driving forces and organizational capabilities that create favorable conditions for growth on domestic and international markets is a critical challenge for growth-oriented companies. The course deals with current theories and models about international growth and business model development to support in-depth analysis and practical problem solving in growing companies.

### **Teaching Formats**

The teaching takes place in the form of lectures, guest lecture, seminars and group exercises.

### **Examination**

The overall grades of F (Insufficient), E (Sufficient), D (Satisfactory), C (Good), B (Very Good), A (Excellent) will be awarded for the course.

Examination takes place in the form of individual preparations for an active participation at mandatory seminars and a written group project work with oral presentation and oppositions as well as an examination.

Name of the test		Grading
Seminar 1	0,5 credits	U/G
Seminar 2	0,5 credits	U/G
Seminar 3	0,5 credits	U/G
Written Project Work with Oral Presentation and Oppositions	2 credits	U/G
Examination	4 credits	F/E/D/C/B/A

If there are special reasons, the examiner may make exceptions from the specified examination format and allow a student to be examined in another way. Special reasons can e.g. be a decision on learning support.

For elite sports students according to Riktlinjer för kombinationen studier och elitidrott vid Högskolan i Halmstad, DNR: L 2018/177, the examiner has the right to decide on an adapted examination component or let the student complete the examination in an alternative way.

### Course Evaluation

Course evaluation is part of the course. This evaluation should offer guidance in the future development and planning of the course. Course evaluations should be documented and made available to the students.

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## Course Literature and Other Study Resources

Brännback Malin., Carsrud, Alan L & Kiviluoto, Niklas. *Understanding the Myth of High Growth Firms: The Theory of the Greater Fool*. Springer New York, 2013

Carter, Sara & Jones-Evans, Dylan. *Enterprise and small business: Principles, practice and policy*. 3re ed, Pearson, 2012

Davidsson, Per., Achtenhagen, Leona & Naldi, Lucia. *Small firm growth. Foundations and Trends® in Entrepreneurship*. 6(2),2010, 69-166.

Gassmann, Oliver., Frankenberger, Karolin & Choudury, Michaela. *The business model navigator: the strategies behind the most successful companies*. FT Pearson, 2020

Gassmann, Oliver., Frankenberger, Karolin., & Sauer, Roman. *Exploring the field of business model innovation: New theoretical perspectives*. Springer, 2016

Nummela, Niina. (Ed.). *International growth of small and medium enterprises*. Routledge, 2010

Osterwalder, Alexander & Pigneur, Yves. *Business model generation: a handbook for visionaries, game changers, and challengers*. John Wiley & Sons, 2010

Compendium with scientific articles is added.