



Course syllabus

School of Business and Economics
Department of Marketing and Tourism Studies

4FE450 Internationalization of Entrepreneurial Firms, 7,5
högskolepoäng

Internationalization of Entrepreneurial Firms, 7.5 credits

Main field of study

Business Administration

Subject

Business Administration

Level

Second cycle

Progression

A1N

Date of Ratification

Approved 2017-10-18.

Revised 2026-02-09. Content, type of instructions, examinations and standard texts.

The course syllabus is valid from autumn semester 2026.

Prerequisites

Specific entry requirements:

Business Administration 90 credits and English 6/English level 2, or the equivalent.

Objectives

After completing this course the student should be able to:

- account for and critically apply fundamental concepts and theories within the internationalization process and international entrepreneurship
- analyze and explain the internationalization process of entrepreneurial firms
- identify, conceptualize and present an international new venture proposal

Content

The course covers the following areas and concepts:

- internationalization process theories on how firms expand across country borders
- internationalization of entrepreneurial new ventures
- international entrepreneurship as a process of opportunity identification and exploitation
- expansion, growth and scaling of international ventures
- application of Business Model Canvas for analysis of internationalizing entrepreneurial firms
- development of an international new venture proposal with presentation for various audience

Type of Instruction

The teaching consists of lectures, seminars, workshop and cases.

Examination

The course is assessed with the grades A, B, C, D, E or F.

The course is examined through individual workshop 1 credit, individual written assignment with oral presentation 3 credits as well as written group examination with oral presentation 3.5 credits.

The grade A constitutes the highest grade on the scale and the remaining grades follow in descending order where the grade E is the lowest grade on the scale that will result in a pass. The grade F means that the student's performance is assessed as fail.

Resit examination is offered in accordance with Linnaeus University's Local regulations for courses and examination at the first- and second-cycle levels.

In the event that a student with a disability is entitled to special study support, the examiner will decide on adapted or alternative examination arrangements.

Course Evaluation

A course evaluation should be conducted during the course or in connection with its conclusion. The results and analysis of the completed course evaluation should be promptly communicated to students who have completed the course. Students participating in the next course instance should be informed of the results of the previous course evaluation and any improvements that have been made, no later than at the start of the course.

Required Reading and Additional Study Material

Required reading

Scientific articles. About 400 pages