



## Course syllabus

School of Business and Economics  
Department of Marketing

4FE450 Internationalization of Entrepreneurial Firms, 7,5  
högskolepoäng

Internationalization of Entrepreneurial Firms, 7.5 credits

### **Main field of study**

Business Administration

### **Subject Group**

Business Administration

### **Level of classification**

Second Level

### **Progression**

A1N

### **Date of Ratification**

Approved by School of Business and Economics 2017-10-18

The course syllabus is valid from autumn semester 2018

### **Prerequisites**

General entry requirements for studies at advanced level and Specific entry requirements: Business Administration 90 credits and English 6/B 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 contains:

- internationalization process theories on how SMEs expand across country borders
- paths and pace of internationalization of SMEs
- international entrepreneurship as a process of opportunity identification and exploitation
- application of theories to and analysis of, internationalizing entrepreneurial SMEs
- development and presentation of an international new venture proposal

## Type of Instruction

The teaching consists of lectures, seminar and cases. Mandatory parts are stated in the

schedule.

### **Examination**

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

Examination takes place through case seminars, written reports and oral presentations.

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.

After each regular examination there will be at least one new examination in close proximity to the date the results of the regular exam were posted. A minimum of five occasions for written exams will be offered in relation to the syllabus to which the student was accepted. Usually three occasions per academic year are offered. Students that fail reports can complement after instructions from the examiner to obtain a pass grade.

Grading criteria for the A–F scale are communicated in writing to the student by the start of the course/module at the latest, as well as how grades on separate elements of examination are weighed to a final course grade.

### **Course Evaluation**

During the implementation of the course or in close connection to the course a course evaluation is to be carried out. Result and analysis of the course evaluation is to be presented as feedback both to the students who have completed the course and to the students who are to participate on the course the next time it is offered. The course evaluation is to be carried out anonymously.

### **Required Reading and Additional Study Material**

#### **Required reading**

Scientific articles, about 400 pages