

Course 42435 Exam Manual

Location: Track 1: Build. 426 room 007. Track 2: Building 101A, room 4 in the Meeting Center

Friday, 29 November 2013, vers. 1.02

DELIVERABLES: (Deadline: Friday 13 December 2013, 12:00 noon)

One report (business plan) per group, max 6.500 words. Annexes to report: no limits.

Medium: PDF file format.

Spreadsheets (MS EXCEL format) can be mailed as part of your deliverables.

Submit to joh@man.dtu.dk. Receipt is given.

GROUP PRESENTATION

Duration: 5 minutes. No prescribed format or load sharing

Add 2 minutes to get in and out and hook up/down any gear.

INDIVIDUAL EXAMINATION

Duration: 10 minutes, all included

2 minutes to get in and out

4 minutes to draw and present theme: *theories and tools used in your specific context.*

2 minutes questions & answers

2 minutes censor/examiner evaluation.

TECHNICAL AIDS

Power Point presentations and spreadsheets at your own choice – on own PC or USB Stick.

Beware of HW/SW compliance. Safe choice: *MS Office Power Point 2007 and – Excel 2007 format files on a USB memory stick* will run on the hardware available in the exams room

LEARNING OBJECTIVES

1. Identify business opportunities
2. Develop business ideas (Opportunity driven creativity)
3. Develop business models
4. Analyze markets for technological products and services
5. Set up questionnaires and interview customers
6. Analyze customer value proposition
7. Plan the establishment of a company (Business planning)
8. Determine capital requirements
9. Establish cash flow projection
10. Establish budgets on profit/loss, assets/liabilities
11. Calculate an equity investment
12. Specify management competence profiles

EXAM THEMES

1. Demand and value creation
2. Market research & analysis
3. Budgeting and financing
4. Business law and IP issues
5. Start-up strategy & business model
6. Action plan: from now to a fully established company

DATES & DEADLINES

Deadline, submitting business plan:

Friday 13 December 2013, 12.00 noon.

Exams:

Thursday 19 and Friday 20 December from 08 am.

Applicable exams plan: Get it at www.entrepreneur.dk and/or CampusNet 42435 file sharing

Marks: 7-step scale

Evaluation: individual performance compared to learning objectives. 2/3 weight on report. 1/3 weight on oral presentation. No weight on group presentation.