

## Module description

**Field of study** HES-SO Business, Management and Services  
**Degree course** Master of Science in Business Administration

### 1 **Title of module** **Entrepreneurial Mindset** **2023-2024**

**Code**  
E.MScBA.390.OE21.E.23

**Type of course \***  
 Bachelor's  Master's  MAS  EMBA  DAS  CAS  other

<b>Level</b>	<b>Description</b>	<b>Type of module</b>	<b>Time schedule</b>
<input type="checkbox"/> Basic module	<input checked="" type="checkbox"/> In the case of definitive failure in a module defined as compulsory for successfully completing the course profile in question, the student shall be excluded from the degree programme, or from the faculty, if this is provided by the course regulations in accordance with Article 32 of the Regulations relating to first-cycle and second-cycle degrees (Bachelor's and Master's) at the HES-SO	<input checked="" type="checkbox"/> Main module	<input type="checkbox"/> Module over 1 semester
<input type="checkbox"/> Further studies module		<input type="checkbox"/> Module linked to main module	<input type="checkbox"/> Module over 2 semesters
<input checked="" type="checkbox"/> Advanced module		<input type="checkbox"/> Optional or subsidiary module	<input type="checkbox"/> Spring semester
<input type="checkbox"/> Specialised module			<input checked="" type="checkbox"/> Autumn semester
			<input type="checkbox"/> Autres

### 2 **Organisation**

**ECTS Value**  
5

**Language**  
 English  English - Chinese  
 English - Russian  French  
 French - English  French - German  
 French - German - English  German  
 German - English

### 3 **Prerequisites**

- The following module(s) must have been validated  
 The following module(s) must have been attended  
 none  
 other

#### **Other prerequisites**

### 4 **Skills to be gained / general learning objectives**

The main aim of the course is to provide a dynamic model for understanding and fostering visionary thinking and entrepreneurial mindset. It will prepare you to act more entrepreneurially. You will develop a better understanding of what entrepreneurs are, what an entrepreneurial activity system is, and how to develop and implement your own system. At the end of the course, you should be able to act entrepreneurially and to engage in an entrepreneurial process. You should be capable of detecting business opportunities, developing visions, defining entrepreneurial activity systems and establishing the support elements needed to translate your ideas into action. Whether or not you become an entrepreneur, the course should stimulate your potential entrepreneurial and intrapreneurial behaviour and mindset.

### 5 **Teaching and content**

This course in visionary and entrepreneurial thinking will provide the knowledge, tools and thinking structure required to undertake any kind of activity, but especially entrepreneurial and organizational activities. Participants will learn the characteristics of entrepreneurs and how entrepreneurial activity systems are designed. They will also learn how to apply and use the entrepreneurial model of vision and relations to understand entrepreneurial behaviour and use it as a basis for developing their own visionary and entrepreneurial systems thinking. The course lays the foundation for entrepreneurial activities both inside and outside existing organizations.

The course is divided into following topics:

1. Entrepreneurship is a life skill
2. Creating & developing opportunities
3. Leadership
4. Global perspective of Entrepreneurship

Lectures are used in different parts of the module to outline general theories, and workshops will be utilized for more detailed examination and to deepen understanding of theories. Students are expected to be well prepared and to participate actively in discussions during the workshops and different project activities.

### 6 **Assessment and validation methods**

Your final grade in this course will be determined as follows:

Three "pre-course" Individual Assignments 30%  
 Fieldwork Team project 20%  
 Written exam 50%  
**Total 100%**

No "advanced/accelerated repetition" possible.

### 7 **Reassessment requirements \***

- reassessment possible  
 no reassessment  
 other (please specify below)

#### **other reassessment modalities**

### 7a **Reassessment requirements (if module is repeated) \***

- reassessment possible  
 no reassessment  
 other (please specify below)

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8 **Remarks**

9 **Bibliography**

Baron, R. A., Shane, S. (2008): Entrepreneurship - a process perspective, 2nd, Mason, OH.  
Filion, L.-J. (2006): Réaliser son projet d'entreprise, 4e ed., Collection entreprendre.  
Baldegger, R./Julien, P.-A. (2010): Entrepreneurship, Springer/Gabler.  
Timmons, J. A., Spinelli, St. (2007) : New Venture Creation: Entrepreneurship for the 21st Century, 7th edition.  
Ananou, Cl., Filion, L.-J., Schmitt, Chr. (2012) : Réussir sa création d'entreprise. Sans business plan, Paris.  
Ries, R. (2011) : The Lean Startup, New York. New York, NY.

10 **Teaching staff**

**Name of head of module \***  
Raphaël Gaudart

**Description validated on \***  
16.08.2023

**Description validated by \***  
Raphaël Gaudart