Welcome to apply for the 10th ETP course, which will be held between December 2015 and February 2016!

General description of the PhD course

Entrepreneurship in Theory and Practice, 7.5hp

Entrepreneurship is today seen as highly relevant skill to be provided through lifelong learning. Fostering an entrepreneurial mind-set as well as providing training and educational activities among people - starting from basic education - will greatly contribute to economic growth. Therefore we see initiatives focusing on promoting entrepreneurship in the European countries growing extensively over the past decade. We have also witnessed a widening of the entrepreneurship concept not just focusing on encouraging new start-ups but other business-like situations i.e. in the academic system and public sector.

This course is designed mainly to fit PhD students at Linköping University, but is also open for Ph. D. students at other universities. The aim of the course is that those taking part will get the necessary skills and feel inspired to:

• Realise ideas related to an established or new research project
• Commercialise research results through starting a new firm, patenting or licensing.

When participating you will get the insights of:

• The entrepreneurial process and business start-up situations in general
• Different ways of commercialising ideas and research results.

The course is done through quite practical half-day workshops (practice versus theory). The participants will be divided into smaller groups working on the development of an overall business like plan on how to commercialise ideas emanating from their own research. It is of course possible to work around an artificial idea.

Course Content
The following workshops are important parts of the course:

• Entrepreneurship within different contexts and situations
• Estimating the commercial potential of ideas and developing business plans in early stage businesses
• Marketing and selling new and different ideas
• Protecting ideas (intellectual property rights)
• Supporting entrepreneurship at universities (policies, infrastructure, financing and training)
• Presenting a business plan (commercialization plan) at the end seminar.

Coaching
A central part of the course is the group-wise coaching to support the writing process of the business plan. Each group will meet an experienced coach twice a one hour during the course.
Time Plan
The course is planned to start the 3rd of December (15-18) 2015, and finish in the middle of February 2016.

Examination
The course is examined through a written report, which is presented orally at the end seminar (doctoral students, 7.5 hp). You need also to be active during the workshops and coaching sessions.

Examiner
Professor Magnus Klofsten, IEI, Linköping University.

Literature
A list of course literature and reference literature will be available at course start.

Application to
Lena Sjöholm at IEI, lena.sjoholm@liu.se, 013 28 23 57, latest November 1, 2015.

OBS) The course takes 20 PhD students and is mostly oversubscribed and therefore could only the first 20 applying for the course be guaranteed a place!