

COURSE OUTLINE

1. GENERAL

SCHOOL	AGRICULTURE SCIENCE		
DEPARTMENT	FOOD SCIENCE AND NUTRITION		
STUDY LEVEL	5 years		
COURSE CODE	ME-816	SEMESTER	8 th
COURSE TITLE	Development of Business Plans		
INDEPENDENT TEACHING ACTIVITIES		WEEKLY COURSES	CREDITS
<i>In case ECTS are awarded for distinct parts of the course e.g. Theory Lectures, Laboratory Practicals etc. If ECTS are awarded uniformly for the entire course, give the weekly teaching hours and total ECTS.</i>			
Theory Lectures		3	
Exercises		2	4
COURSE TYPE <i>Background, Basic knowledge, Field of Science, Skill development</i>	Generic knowledge and specific Skills Development of developing business plans giving emphasis Agri-food industry.		
PREREQUISITES:	NO		
LANGUAGE:	Greek or English		
THE COURSE OFFERED for ERASMUS STUDENTS?	YES		
COURSE WEB PAGE (URL)	https://eclass.uth.gr/courses/ECON_U_107/		

2. LEARNING OUTCOMES

Learning Outcomes
The main goal of the course is to help students acquire the basic knowledge and specific skills for the effective composition and evaluation of a business plan, for the realization of a business idea. The aim is for students to be able to use the knowledge they will gain from the first course (Introduction to Entrepreneurship or related title) and to supplement it by focusing on specific areas - such as marketing, financial planning, etc. - in order to be able to develop a complete business plan, focusing in the Agri-food industry, and present it to stakeholders.
General competences
Students will develop and cultivate basic professional and social skills: • Search, analysis and synthesis of data and information, using the necessary technologies • Adaptation to new situations • Decision making • Autonomous work • Teamwork • Work in an international environment • Work in an interdisciplinary environment • Ability to recognize and evaluate business and innovative "opportunities", • Production of new ideas • Project design and management, • Respect for diversity and multiculturalism • Respect for the natural environment • Demonstration of social, professional and moral responsibility and sensitivity to gender issues •

Exercise criticism and self-criticism

- Promoting free, creative and inductive thinking

• Understanding economic and technological developments and their implications, • Development of business perception and professional mentality.

3. COURSE CONTENT

The course focuses on issues related to:

- Business plan: what it is and why I need it
- The concretization and presentation of the business idea
- Technology, Expertise
- Market analysis and research - Marketing planning, Distribution - Sales - Pricing and credit,

Brand management (trademarks)

- Business models
- The art of trading.
- Decision making
- Financing and Financial Management: financing, working capital, capital increases, share

allotment, performance monitoring, Investment evaluation and planning - budget, Financing

for start-ups

- Types of companies, basic corporate legislation
- Potential pitfalls and implementation: business plan success factors
- Human resource management
- Business collaboration

Lectures are combined with workshops.

Students form teams with the aim to develop, submit and present comprehensive business plans, with the support of the course teacher, coaches and mentors. Teams develop and discuss their ventures, plan solutions, surveys and field research.

Students learn-by-doing, applying the methods in the process from business conceptualization to evaluation, pivot and pitching to potential partners or/and investors.

Students discuss case-studies, visit enterprises, entrepreneurs are invited as guest speakers

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4. TEACHING METHODS – ASSESSMENT

Learning methods	<i>The course is organized along two parallel workstreams:</i> <i>1. Lectures, where concepts, tools and methodologies are presented and analyzed</i> <i>2. Studio workshops where students develop their projects collaboratively, using the tools and methods taught and interacting with mentors and perceived stakeholders</i>	
USE OF ICT	Use of a course website on the e-class platform for posting (a) notes, (b) internet links, (c) announcements, search tools and social networks.	
Organization	Activity	Semester workload
	Lectures	36
	Seminars	4
	Studio workshops	84
	Individual and work study for term assignment	40
	Term assignment presentation	16

	TOTAL	180
STUDENT EVALUATION	Essay and Public Presentation Student assessment is largely based on the group work done by students, while the final grade takes into account: • the written text of the essay • the presentation of the work at the end of the semester • participation in workshops • participation in course activities (lectures, visits, etc.) The focus, the analysis of the problem, the composition of the solution, the collaboration and the division of work in the team, the completeness of the presentation and the documentation of the arguments are evaluated.	

5. BIBLIOGRAPHY

<i>1. Entrepreneurship</i> EDITION: 1st 2021 CODE: 102124093 By Bill Aulet <i>3. Developing Start up Business</i> EDITION: 1st Greek -9th English /2015 CODE: 41955510 <i>By Spinelli Stephen, Adams Rob, Παπαδάκης Βασίλειος</i>
