








The version you're consulting is not final. This course description may change. The final version will be published on 1st June.

5.00 credits	30.0 h	Q1
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Teacher(s)	Hermans Julie ;
Language :	French
Place of the course	Mons
Main themes	<p>The aim is to equip students with useful tools for entrepreneurship developed in teams or with external partners. More specifically, the following topics are addressed:</p> <ul style="list-style-type: none"> <li>• Exploration of collective dynamics within the entrepreneurial project: leadership, motivation and decision-making</li> <li>• Exploring collective partnership dynamics: Collaborative business models</li> <li>• Exploring citizen collective dynamics: crowdfunding and crowdsourcing</li> <li>• Legal tools to regulate collective entrepreneurship</li> </ul>
Learning outcomes	<p><b>At the end of this learning unit, the student is able to :</b></p> <p><b>Competencies</b></p> <p>Given the « competencies referential » linked to the LSM Master in Management and in Business Engineering, this course mainly develops the following competencies:</p> <ul style="list-style-type: none"> <li>• 2.4 Activate and apply the acquired knowledge accordingly to solve a problem.</li> <li>• 3.1 Conduct a clear, structured, analytical reasoning by applying, and eventually adapting, scientifically based conceptual frameworks and models, to define and analyze a problem.</li> <li>• 3.3 Consider problems using a systemic and holistic approach: recognize the different aspects of the situation and their interactions in a dynamic process.</li> <li>• 3.4 Perceptively synthesize the essential elements of a situation, demonstrating a certain conceptual distance, to diagnose and identify pertinent conclusions.</li> <li>• 3.5 Produce, through analysis and diagnosis, implementable solutions in context and identify priorities for action.</li> </ul> <p>1</p> <ul style="list-style-type: none"> <li>• 6.1 Work in a team: join in and collaborate with team members. Be open and take into consideration the different points of view and ways of thinking, manage differences and conflicts constructively, accept diversity.</li> </ul> <p><b>Learning Outcomes</b></p> <p>At the end of this learning unit, the student is able to:</p> <ul style="list-style-type: none"> <li>• Implement decision-making mechanisms within his entrepreneurial team, which take into account different points of view and ways of thinking, while respecting differences;</li> <li>• Identify and align the motivations of stakeholders within the entrepreneurial project;</li> <li>• Explore and develop collaborative business models;</li> <li>• Understand the challenges of citizen participation in terms of entrepreneurship;</li> <li>• Understand the legal tools that frame the relationships between stakeholders of the entrepreneurial project.</li> </ul>
Bibliography	<p><b>Support de cours</b></p> <p>Slides de cours et portfolio de lectures disponibles sur student corner</p> <p><b>Références bibliographiques recommandées, lectures conseillées :</b></p> <p>Ben-Hafaiedh C., Cooney T. (2017) Research Handbook on Entrepreneurial Teams: Theory and Practice, Edward Elgar</p>
Faculty or entity in charge	CLSM

Programmes containing this learning unit (UE)				
Program title	Acronym	Credits	Prerequisite	Learning outcomes
Master [120] in Management	<a href="#">GESM2M</a>	5		
Master [60] in Management	<a href="#">GESM2M1</a>	5		
Master [120] in Business Management	<a href="#">GENT2M</a>	5		
Master [120] : Business Engineering	<a href="#">INGE2M</a>	5		
Master [120] in Management	<a href="#">GEST2M</a>	5		
Master [120] in Communication	<a href="#">COMM2M</a>	5		
Master [120] : Business Engineering	<a href="#">INGM2M</a>	5		
Master [120] in Management (with work-linked-training)	<a href="#">GESA2M</a>	5		