

SUBJECT: MANAGING START-UPS		
MASTER IN MANAGEMENT	ECTS: 3	SEMESTER: 2

WEEK	SESSION	DESCRIPTION OF CONTENTS	STUDENT WORK DURING THE WEEK	
			DESCRIPTION	CONTACT HOURS
1	1	The entrepreneur and the career pre-founding dilemmas	Prepare the case study	3
2	2	The founding dilemmas at start-up: the co-founding team & the early hires	Prepare the case study	3
3	3	The founding dilemmas: the founder-CEO succession	Prepare the case study	3
4	4	Value creation vs value appropriation	Prepare the case study	3
5	5	IP strategy for entrepreneurs	Prepare the case study	3
6	6	The financing sources	Prepare the case study	3
7	7	Venture capital and valuation methods	Prepare for the course wrap-up	3