MAR322	**Entrepreneurship**	**7,5 Norwegian Credits, 3 US Credits or 7,5 ECTSCredits**

English	**2nd or 3rd year of the bachelor program in business administration, elective** **3rd year of the bachelor program in Tourism Management and Entrepreneurship**	**Fall**

1. OBJECTIVE

The course aims at providing candidates with knowledge and methods required to identify good business ideas, and to bring such ideas to commercial success.

2. CONTENT

- The nature and importance of Entrepreneurship, Entrepreneurs and Intrapreneurs
- Creativity and the Business Idea
- The Entrepreneur and Ethics
- International Entrepreneurship Opportunities
- Legal Issues for the Entrepreneur
- Financing New Ventures
- Managing the Venture
- Growth Strategies
- Exit Strategies

3. STUDY METHOD

The course uses lectures, exercises, and student presentations as the main learning strategy. Additionally, guest speaker and company visits might be used. Much of the preparation for exam should rely heavily on the student's class notes. Taking good class notes is essential for achieving high grades. Studying with students from different countries will allow for hands-on experience with cross-cultural communications and cooperation.

4. ASSESSMENT

Students will have to complete two multiple choice tests, each counting for 1/2 of course grade, and will receive only one grade for the full course.

Only students, who receive a failing course grade from the regular exams, will be offered make-up exam.

Make-up exam (kontinuasjon) will be given as one multiple choice test, covering all readings for the course.

The examination paper will only be given in English, but the examination answer can be given in Norwegian or English.

The grades are described below.

Grade	Description	Qualitative description of valuation criteria
A	Excellent	An excellent performance, clearly outstanding. The candidate demonstrates excellent judgement and a high degree of independent thinking.
B	Very good	A very good performance. The candidate demonstrates sound judgement and a very good degree of independent thinking.
C	Good	A good performance in most areas. The candidate demonstrates a reasonable degree of judgement and independent thinking in the most important areas.
D	Satisfactory	A satisfactory performance, but with significant shortcomings. The candidate demonstrates a limited degree of judgement and independent thinking.
E	Sufficient	A performance that meets the minimum criteria, but no more. The candidate demonstrates a very limited degree of judgement and independent thinking.
F	Fail	A performance that does not meet the minimum academic criteria. The candidate demonstrates an absence of both judgement and independent thinking.

5. Text Book – not mandatory

Author	Title	Publisher	År	ISBN nr
Hisrich, Peters and Shepherd	"Entrepreneurship"	Mc Graw Hill	2008	ISBN 978-007-125952-1