



1. General information

Course: GROWTH STRATEGIES**Type:** ELECTIVE**Degree:** 320 - UNDERGRADUATE DEGREE IN BUSINESS MANAGEMENT AND ADMINISTRATION (CR)**Center:** 403 - FACULTY OF LAW AND SOCIAL SCIENCES OF C. REAL**Year:** 4**Main language:** English**Use of additional languages:****Web site:****Code:** 54356**ECTS credits:** 6**Academic year:** 2023-24**Group(s):** 20 29**Duration:** First semester**Second language:****English Friendly:** Y**Bilingual:** N**Lecturer:** MARIA LETIZIA GASPARRI --- - Group(s): 20 29

Building/Office	Department	Phone number	Email	Office hours
Paraninfo/Module D, Office 1	ADMINISTRACIÓN DE EMPRESAS		Letizia.Gasparri@uclm.es	By appointment.

Lecturer: MANUEL VILLASALERO DIAZ - Group(s): 20 29

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2. Pre-Requisites

There are no mandatory prerequisites for the course entitled 'Growth Strategies.' Still, it is recommended to have taken courses on strategic management and business venturing, such as 'Strategic Management' and 'Business Venturing.' It could be followed concurrently within the first semester of the same academic year. As a note on important related information, considering that all these three courses are taught in English, if the student passes at least two of the three, the B1 level of English will be recognized. There is also the option of taking 'Operations Management' in English in the second semester of the third year, which also qualifies for the B1 recognition.

3. Justification in the curriculum, relation to other subjects and to the profession

Growth Strategies is a course directly connected to the course of the fourth course of the Degree in Business Management and Administration, 'Business Venturing.' It deals with issues related to the corporate strategy for growing a firm.

4. Degree competences achieved in this course

Course competences

Code	Description
E02	Develop and enhance entrepreneurship, adaptability to change and creativity in any functional area of a company or organization.
E04	Incorporate the ability to integrate into any functional area of a business or organization to perform and be able to lead any given task.
G01	Possession of the skills needed for continuous, self-led, independent learning, which will allow students to develop the learning abilities needed to undertake further study with a high degree of independence.
G03	Develop oral and written communication skills in order to prepare reports, research projects and business projects and defend them before any commission or group of professionals (specialised or non-specialised) in more than one language, by collecting relevant evidence and interpreting it appropriately so as to reach conclusions.
G04	Ability to use and develop information and communication technologies and to apply them to the corresponding business department by using specific programmes for these business areas.
G05	Capacity for teamwork, to lead, direct, plan and supervise multidisciplinary and multicultural teams in both national and international environments so as to create synergies which benefit organisations.

5. Objectives or Learning Outcomes

Course learning outcomes

Description

Work out problems in creative and innovative ways.

Search for information in order to analyze it, interpret its meaning, synthesize it and communicate it to others.

Work autonomously and with personal initiative.

Know the analytical models and techniques of the economic and legal environment currently faced by enterprises, with special attention given to the search for opportunities and the anticipation of potential changes.

Know the theories and organizational models of companies from structural and behavioral perspectives to ensure their effective and efficient functioning, paying special attention to human aspects in organizations.

6. Units / Contents

Unit 1: Financing for growth

Unit 2: Intellectual property for growth

Unit 3: Challenges of growth

Unit 4: Strategies for firm growth

7. Activities, Units/Modules and Methodology

Training Activity	Methodology	Related Competences (only degrees before RD 822/2021)	ECTS	Hours	As	Com	Description
Class Attendance (theory) [ON-SITE]	Lectures	E02 E04	1.2	30	N	-	
Class Attendance (practical) [ON-SITE]	Practical or hands-on activities	G03 G05	1.2	30	Y	N	
Writing of reports or projects [OFF-SITE]	Problem solving and exercises	G01 G04	1.2	30	Y	N	
Study and Exam Preparation [OFF-SITE]	Self-study	E02 E04 G01	2.4	60	N	-	
Total:			6	150			
Total credits of in-class work: 2.4			Total class time hours: 60				
Total credits of out of class work: 3.6			Total hours of out of class work: 90				

As: Assessable training activity

Com: Training activity of compulsory overcoming (It will be essential to overcome both continuous and non-continuous assessment).

8. Evaluation criteria and Grading System

Evaluation System	Continuous assessment	Non-continuous evaluation*	Description
Other methods of assessment	70.00%	70.00%	Assignment consisting of a business plan that will have to be presented orally.
Final test	30.00%	30.00%	There will be a multiple-choice exam on the contents of this course.
Total:	100.00%	100.00%	

According to art. 4 of the UCLM Student Evaluation Regulations, it must be provided to students who cannot regularly attend face-to-face training activities the passing of the subject, having the right (art. 12.2) to be globally graded, in 2 annual calls per subject, an ordinary and an extraordinary one (evaluating 100% of the competences).

Evaluation criteria for the final exam:

Continuous assessment:

The presentation of the business plan is mandatory to pass this course. Students may replace the final exam by completing assignments. Otherwise, the final exam is always a possibility for evaluating the 30% of contents.

Non-continuous evaluation:

The presentation of the business plan is mandatory to pass this course. The presentation will take place on the final exam day, which is also compulsory.

Specifications for the resit/retake exam:

The presentation of the business plan is mandatory to pass this course. The presentation will take place on the final exam day, which is also compulsory. No assignment scores will be considered for this retake exam.

Specifications for the second resit / retake exam:

The presentation of the business plan is mandatory to pass this course. The presentation will take place on the final exam day, which is also compulsory. No assignment scores will be considered for this retake exam.

9. Assignments, course calendar and important dates

Not related to the syllabus/contents	
Hours	hours
General comments about the planning: The planning of activities will be adjusted to the Academic schedule set up by the UCLM	
Unit 1 (de 4): Financing for growth	
Activities	Hours
Class Attendance (theory) [PRESENCIAL][Lectures]	7.5
Class Attendance (practical) [PRESENCIAL][Practical or hands-on activities]	7.5
Writing of reports or projects [AUTÓNOMA][Problem solving and exercises]	7.5
Study and Exam Preparation [AUTÓNOMA][Self-study]	15
Unit 2 (de 4): Intellectual property for growth	
Activities	Hours
Class Attendance (theory) [PRESENCIAL][Lectures]	7.5
Class Attendance (practical) [PRESENCIAL][Practical or hands-on activities]	7.5
Writing of reports or projects [AUTÓNOMA][Problem solving and exercises]	7.5
Study and Exam Preparation [AUTÓNOMA][Self-study]	15
Unit 3 (de 4): Challenges of growth	
Activities	Hours
Class Attendance (theory) [PRESENCIAL][Lectures]	7.5
Class Attendance (practical) [PRESENCIAL][Practical or hands-on activities]	7.5
Writing of reports or projects [AUTÓNOMA][Problem solving and exercises]	7.5
Study and Exam Preparation [AUTÓNOMA][Self-study]	15

Unit 4 (de 4): Strategies for firm growth	
Activities	Hours
Class Attendance (theory) [PRESENCIAL][Lectures]	7.5
Class Attendance (practical) [PRESENCIAL][Practical or hands-on activities]	7.5
Writing of reports or projects [AUTÓNOMA][Problem solving and exercises]	7.5
Study and Exam Preparation [AUTÓNOMA][Self-study]	15
Global activity	
Activities	hours
Class Attendance (theory) [PRESENCIAL][Lectures]	30
Class Attendance (practical) [PRESENCIAL][Practical or hands-on activities]	30
Writing of reports or projects [AUTÓNOMA][Problem solving and exercises]	30
Study and Exam Preparation [AUTÓNOMA][Self-study]	60
Total horas: 150	

10. Bibliography and Sources						
Author(s)	Title/Link	Publishing house	Citv	ISBN	Year	Description
Barringer, B.R. and Ireland, R.D.	Entrepreneurship: Successfully Launching New Ventures http://catalogo.biblioteca.uclm.es/opac/BaratzCL?TITN=868872	Pearson	Harlow, United Kingdom	978-1-292-25533-0	2019	