

## INTERNATIONAL SEMESTER

Academic year 2021-2022

# School of Entrepreneurship and Sales

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## Autumn semester 2021 (end of August - mid-December)

Entrepreneurship and Sales, Module 1		
on Mondays & Thursdays		
Course name	Course code	ECTS credits
<a href="#">Brand Management</a>	3011657	5
<a href="#">Service Design</a> (on Wednesdays)	3011659	5
<a href="#">Business Models and Marketing</a>	3011665	5
<b>Total</b>		<b>15</b>

Entrepreneurship and Sales, Module 2		
on Tuesdays & Fridays		
Course name	Course code	ECTS credits
<a href="#">Human Resource Management</a>	3041248	5
<a href="#">Leadership</a> (on Wednesdays)	3041149	5
<a href="#">B2B Marketing and Sales</a>	3011667	5
<b>Total</b>		<b>15</b>

BusinessAcademy*		
The schedule will be planned with the team and coach		
Course name	Course code	ECTS credits
<a href="#">Marketing Project</a>	KH00BT88	5
<a href="#">Project Management for Entrepreneurs</a>	KH00BT89	5
<b>Total</b>		<b>10</b>

\*BusinessAcademy offers you a different way of learning where you are encouraged to test your boundaries and to experiment in an innovative learning environment. At BusinessAcademy, you will learn important project and teamwork skills with an entrepreneurial mindset. For more information, see [Innovation Pedagogy TUAS - Case BusinessAcademy](#), [BusinessAcademy website](#).

## Spring semester 2022 (January - end of April/mid-May)

Entrepreneurship and Sales, Module 1		
N/A		
Course name	Course code	ECTS credits
<a href="#">Logistics and Supply Chain Systems</a>	3041230	5
<a href="#">Consumer Behavior and Consumption</a>	KH00BV03	5
<a href="#">Cases in International Business</a>	3011663	5
<b>Total</b>		<b>15</b>

Entrepreneurship and Sales, Module 2		
N/A		
Course name	Course code	ECTS credits
<a href="#">Customer Oriented Product Development</a>	3011664	5
<a href="#">Innovation Project</a>	TE00BL66	10
<b>Total</b>		<b>15</b>

BusinessAcademy*		
The schedule will be planned with the team and coach		
Course name	Course code	ECTS credits
<a href="#">Marketing Project</a>	KH00BT88	5
<a href="#">Project Management for Entrepreneurs</a>	KH00BT89	5
<b>Total</b>		<b>10</b>

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Optional courses		
The schedule will be planned with the project team		
Course name	Course code	ECTS credits
<a href="#">Research Hatcheries on Circular Economy (REHA)*</a>	TE00BQ93	2-10
<b>Total</b>		<b>2-10</b>

\*The Research Hatchery (REHA) is a model in which a multidisciplinary team of students works to solve a circular economy related brief. The need for the brief can rise from a research, development and innovation project, from a client in work life, or from a student. Research Hatchery is led by coaches, people working in the projects and student tutors. In a REHA students learn about the substance and they also develop their innovation competences: creativity, critical thinking, initiative, group work and networking.