Course program and reading list

Semester 1 Year 2022

**School:** Adelson School of Entrepreneurship B.A

First Hand Entrepreneurship – A

**Lecturer:**

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**Tutors:**

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**Teaching Assistant:**

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<thead>
<tr>
<th>Course No.</th>
<th>Course Type</th>
<th>Weekly Hours</th>
<th>Credit</th>
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<tr>
<td>5982</td>
<td>Lecture</td>
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**Course Requirements:**

Final Paper

**Group Code:** 221598200

**Language:**

English

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**Course Description**

“Vision without execution is hallucination.” Thomas Edison

“Everything around you that you call “life” was made up by people that were no smarter than you - and you can change it - you can influence it - you can build your own things that other people can use...”. Steve Jobs
The course offers students initial frameworks and a starting point in their journey into the world of entrepreneurship. This is achieved through interactive discussion, hands-on projects and guest lectures. The goals of this course are to familiarize students with the terminology, processes and players that comprise the entrepreneurial ecosystem and to expose them to various entrepreneurial sectors. Course topics include entrepreneurial challenges, team building, tech innovations and trends, ideation and creativity, validation techniques, revenue models and business plan.

**Program Structure 1st Semester**

<table>
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<th>2021-2022</th>
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<td><strong>Week</strong></td>
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| 1 | 10.10.2021 | **Getting started**  
- Orientation + Course description.  
- Introduction to entrepreneurship. |  
- Guest entrepreneur lecturer.  
Mr. Or Nuri  
- Going on air: AirTable mission (getting to know your classmates).  
- Entrepreneurial questionnaire  
**Home Work:**  
- describe yourself in 10 words or less.  
Watch TED lecture; FLOW:  
Entrepreneurship Glossary |
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<thead>
<tr>
<th>Week</th>
<th>Date</th>
<th>Topic</th>
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| 2    | 17.10.2021| Entrepreneurial Opportunities            | - Technological innovations and revolutions  
- Current Tech Trends: discover the emerging opportunities  
- Creative destruction "The "S curve" of innovation  
- Divergent & Convergent Thinking  
- Guest entrepreneur lecturer. Mr. Gal Shaul  
- Class exercise: Analysis of trends and opportunities  
- Homework: Read the Wunderman Thompson report  
- **20 NIS Team Challenge kickoff.**  
- **Home work:**  
  - Team up – groups of 5 for 20 NIS challenge  
  - Write 10 ideas for your final project |
| 3    | 24.10.2021| Team building                            | - The start up of you  
- The 3 P's of team building - Passion, Position, Partners.  
  - Theoretical and practical tools for team building  
- Team building workshop – Dr Amir Kfir  
- Personality questionnaires.  
- Skills vs. Values game.  
- **Home Work:**  
  - Add 3 prominent skills and 3 values to your Airtable page. |
| 4    | 31.10.2021| Creativity and Ideation                  | - The history of creativity  
- The creative process  
- Ideation resources.  
- Ideation toolkit  
- **Due: 20 NIS Team Challenge Video**  
- **Home Work:**  
  - Team work: 3 ideas for final project  
  - Continue working on 20 NIS challenge |
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<tr>
<th>Week</th>
<th>Date</th>
<th>Session</th>
<th>Details</th>
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<tbody>
<tr>
<td>5</td>
<td>7.11.2021</td>
<td><strong>Market analysis and competition</strong></td>
<td>- Definition of a market.</td>
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<td>- Market size segmentation and trends.</td>
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<td>- Mapping your competitive landscape techniques.</td>
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<td>- Resources for market research.</td>
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<td>Guest lecture: market research</td>
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<td>Class exercise: market research</td>
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<td><strong>Introduction – final team assignment</strong></td>
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<td>- Venture teams: narrowing it down to 3 ideas.</td>
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<td>6</td>
<td>14.11.2021</td>
<td><strong>The view</strong></td>
<td>- Screening 20 NIS challenge videos + feedback and analysis of the process</td>
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<td><strong>Guest lecture: “Win Win Win The Consciousness Economy”</strong> (Frederic Belhassen,</td>
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<td><strong>Teamwork: Deciding on a team's idea</strong></td>
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<td>7</td>
<td>21.11.2021</td>
<td><strong>The Lean Startup</strong></td>
<td>- Intro and Methodology.</td>
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<td>Business Model Canvas and Lean Canvas.</td>
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<td>**In class Exercise: Business Model Canvas.</td>
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<td>**In class Exercise: Team venture Business Model Canvas.</td>
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<td>8</td>
<td>28.11.2021</td>
<td><strong>MVP and Customer Development</strong></td>
<td>- MVP Minimum Viable Product</td>
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<td>- Understanding Customers: personas</td>
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<td>- Qualitative and quantitative research models.</td>
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<td>**In class Exercise: Define personas for team project</td>
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<td>Team venture customer surveys and interviews.</td>
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<td>Finalize the interview guide.</td>
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<td>**Homework: Interview 3 people survey 10 potential customers and derive 5 insights</td>
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<td>9</td>
<td>5.12.2021</td>
<td><strong>No Class – Chanukah Vacation</strong></td>
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<td>Course Goals</td>
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**Course Goals:**

✔ Provide a deep understanding of the fundamentals of entrepreneurship.

✔ Provide a deep understanding of the full entrepreneurial process.

✔ Introduce current and future tech trends and innovations.

✔ Enhance Ideation and Creativity techniques.
Gain experience in planning a venture.

Determine and validate the business and strategic plan needed to build a strong foundation for venture creation.

Practice team building and team dynamics.

Practice presenting ideas in various stages.

Participation in experiential exercises built around core entrepreneurial terms

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**Grading**

**Assignments and Requirements:**

- Attendance (according to IDC regulations) and class participation.
- Individual assignments.
- Team assignments and presentations.

**Composition of Course Grade:**

- Class readings and exercises – Individual 10%
- Team submission #1 15%
- Team presentation and submission #2 25%
- Final individual assignment 50%

Students who demonstrate active participation in 9 or more classes and received a minimum of 60 on their final assignment will receive 3 bonus points.

**Attendance:**

**Active Class Participation:**

You are expected to come to class well prepared and to participate in class discussions.

*Teamwork* is an essential component of this class. Be respectful of your team members and be an active member of the team.
Do not be late for class!

Assignment Submissions:
All submissions MUST be submitted through class Moodle.
Late submissions will result in a “0” grade.

Course Assignments
Detailed assignment guidelines will be uploaded separately to Moodle

Individual assignments: (60%)
1. Weekly readings : Grading 10% (Submit at least 8)

2. Final individual assignment - Grading 50%
Due: TBD

Team Assignments: 40%
1. 20 NIS challenge – Grading 15%
Due: Week 4, October 31st, 2021

2. Final project –Total grading 25%
A. Presenting venture: idea, problem/need, competition/market analysis target audience, 1st validation results, business-model,
B. Written submission: Business model canvas analysis, business plan/budget
1st validation result (including interview summary)
Reading List

Course Subjects & Reading List:

1. **Getting Started (October 10th, 2021)**

Readings / Views:


Optional:


2. **Entrepreneurial Opportunities (17. 10. 21)**
   
     
     Retrieved from: [https://www.youtube.com/watch?v=IPYeCltXpxw](https://www.youtube.com/watch?v=IPYeCltXpxw)
   
   
   

3. **The 3 P's of Team Building**

   **Readings:**
   
   
   
   

   **Optional:**
   


4. Creativity and Ideation

Readings/view:


Optional


- Ridley, M. (2010, July). "When ideas have sex" [Video file]. Retrieved from:
5. **Market Analysis and Competition**

**Readings:**

- Saura, Menendez et al (2021) "Identifying Startups Business Opportunities from UGC on Twitter Chatting: An Exploratory Analysis" Journal of Theoretical and Applied electronic Commerce Research, 16, 1929-1944. [https://doi.org/10.3390/jtaer16060108](https://doi.org/10.3390/jtaer16060108)
- Blank Steve (2013) "A new way to look at competitors"


Optional


Optional


6. **The View**

**Readings:**


Optional:
7. **The Lean Startup**


8. **Minimal Viable Product (MVP) and Customer Development**

**Readings:**


- Moore, G. (2014). *Crossing the Chasm – marketing and selling disruptive products to mainstream customers*. Chapter 1 pp. 11-31

**Optional**

9. **Show Me the Money!**

**Readings:**


- 1Board of Innovation (2017). 50+ BUSINESS MODELS YOU SHOULD COPY TODAY

10. **Business Plan**

**Readings:**


- Godin Seth (2016) "Learn how to talk about your project: projects are at the heart of our new economy retrieved from: [https://seths.blog/2016/02/how-to-talk-about-your-project/](https://seths.blog/2016/02/how-to-talk-about-your-project/)

11. **"Play it like an Entrepreneur" The Wharton Startup Game**

**Readings:**

12. Class Presentations – Part 1 – (Half class)
No Assigned readings

13. Class Presentations – Part 2 – (Half class)
No assigned readings

• Additional readings:

• Recommended Podcasts:

• Recommended viewing
    mariana_mazzucato_government_investor_risk_taker_innovator/
transcript?language=en

- Stanford University ecorner: channel featuring talks by prominent entrepreneurs: https://www.youtube.com/user/ecorner

Good Luck!