



LUNDS UNIVERSITET
Lunds Tekniska Högskola

Course syllabus

Affärsutveckling med framväxande teknologier

Emerging Technologies Business Case

KLGN80, 7,5 credits, A (Second Cycle)

Valid for: 2023/24

Faculty: Faculty of Engineering, LTH

Decided by: PLED B/K

Date of Decision: 2023-04-18

General Information

Main field: Food Systems.

Compulsory for: MLSA2

Language of instruction: The course will be given in English

Aim

The aim is to learn students to develop new and promising business cases for specific emerging technologies in the food sector, by forming international and cross-disciplinary teams.

Learning outcomes

Knowledge and understanding

For a passing grade the student must

- be able to apply concepts and skills related to technology commercialisation in the context of the food system.
- be able to appraise the business environment in the food system
- be able to devise and conduct a due diligence analysis on a specific food sector idea
- be able to articulate the market opportunity
- be able to devise and conduct a competitor analysis and industry assessment
- be able to develop a commercialisation strategy for a specific emerging technology

Competences and skills

For a passing grade the student must

- demonstrate the ability to critically identify and manage issues related to emerging technologies and business cases
- demonstrate the ability to orally and written discuss and report how different technologies can develop into business cases
- be able to pitch the strategy to potential investors

Judgement and approach

For a passing grade the student must

- be able to independently seek and evaluate information retrieved from different sources
- show ability for teamwork and collaboration in different groups

Contents

The course is conducted jointly by the partner universities via a combination of workshop sessions with keynotes from industry partners, online meetings, mentoring sessions, as well as on-site mentoring by teaching staff. An online materials repository will be available for self-study. The business cases are to be presented and pitched at a dedicated workshop session. Students will be mentored by and present their findings to potential investors from industry partners.

The course is given in a blended format:

- Online module on technology commercialisation as per the Cartezia Triple Chasm Model
- Appraisal of an existing case of an emerging technology and how it was commercialised (e.g. Entomics case study)
- Development of a commercialisation strategy for an emerging technology. Each institution identifies an emerging technology, and provides access to the inventor and/or technology transfer office. Students also have access to industry mentors throughout the module.

Teams of 4-5 will be formed from the students at each university during that semester. Student teams will then start working autonomously, coming together for meetings at defined milestones. The department at each university will host these meetings and provide process guidance to the groups.

During that phase, teams will have access to online resources as needed (e.g. material on financing), as well as their respective mentors, who give feedback on their progress.

Finally, teams will present their case study at a final event, to take place at each university.

Examination details

Grading scale: TH - (U,3,4,5) - (Fail, Three, Four, Five)

Assessment: Formative assessment for this module is implemented continuously through mentoring by industry partners and academic staff, as well as structured feedback related to the EIT overarching learning outcomes addressed by the module. Summative assessment for this module is a written case study (60%) and an investor's pitch (40%).

The examiner, in consultation with Disability Support Services, may deviate from the regular form of examination in order to provide a permanently disabled student with a form of examination equivalent to that of a student without a disability.

Admission

Admission requirements:

- KLG65 Sustainable Food Processing and Packaging or KLG70 Introduction to the Food Systems

Assumed prior knowledge: Food systems and entrepreneurship

The number of participants is limited to: No

Reading list

- Emerging technologies business case articles. Readings are provided on EIT canvas for the course.

Contact and other information

Examiner: Håkan Jönsson, hakan.jonsson@food.lth.se

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Course homepage: <http://www.food.lth.se>