Learning objectives of the subject

In relation to communication, the objectives are familiarise students with the main features of technical and business English so that they can communicate technical information effectively, both in writing and orally. raise awareness about the importance of the communicative context, purpose and audience so that content and format and register are adapted to every communicative situation. Communicating for informative purposes (e.g. writing a progress report or informational presentation) and for persuasive purposes (at job interviews or in elevator pitches).

In relation to technological entrepreneurship, this course aims to provide students with an experience-based introduction into the initial phase of starting a technology company. It is a real life simulation of the process that founders go through when analysing a technological business opportunity. At the end of the course, the student will be able to use the tools analysis of analysis that are used in the entrepreneurship world to assess a technological business opportunity and to present the results appropriately.

Study load

<table>
<thead>
<tr>
<th>Total learning time: 27h</th>
<th>Hours small group: 18h</th>
<th>66.67%</th>
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<tbody>
<tr>
<td></td>
<td>Guided activities: 9h</td>
<td>33.33%</td>
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</table>

Prior skills

Possess at least the B.2.2 (First Certificate) proficiency level or equivalent.
## Content

### MODULE 1: TECHNICAL AND BUSINESS COMMUNICATION

**Learning time:** 31h 30m  
- Theory classes: 11h 30m  
- Self study: 20h

**Description:**  
Writing memos and technical innovation proposal or progress reports on entrepreneurship projects.  
Short oral presentations: informative format (Product and process description)

**Related activities:**  
From a case study on a communication problem, write a better, revised version of one or several documents.  
Tasks on the academic and technical register. Rewriting a text from informal to formal and viceversa.  
Selection and revision of grammatical mistakes based on the results obtained in the placement test.

### MODULE 2: PERSUASIVE COMMUNICATION

**Learning time:** 31h  
- Theory classes: 11h  
- Self study: 20h

**Description:**  
- Job searching activities (CV, job interviews)  
- "Elevator pitch": selling an idea of a technological innovative product in a few minutes.

**Related activities:**  
CV (statement of purpose) and job interview. Elevator pitch.

### MODULE 3: ANALYSIS OF A TECHNOLOGICAL BUSINESS OPPORTUNITY: TECHNOLOGY ASPECTS

**Learning time:** 11h 30m  
- Theory classes: 11h 30m

**Description:**  
Methodology of analysis of a technological business opportunity

### MODULE 4: ANALYSIS OF A TECHNOLOGICAL BUSINESS OPPORTUNITY: TECHNOLOGY ASPECTS

**Learning time:** 11h  
- Theory classes: 11h

**Description:**  
Methodology of analysis of a technological business opportunity
Qualification system

The Communication part will consist of 50% of the final mark and the Entrepreneurship part will constitute the remaining 50%
Within COMMUNICATION: 40% constitutes continuous evaluation and 60% the final exam.
All these activities can be performed individually, in pairs and in teams.
The entrepreneurship part is assessed through class deliverables (50%) and a final presentation (50%)

Regulations for carrying out activities

No dictionary or electronic devices will be allowed in the final exam. Plagiarism will be penalised up to 0.

Bibliography

Basic:
