Syllabus Format	Skills-Oriented

Universidad del Desarrollo
Universidad de Excelencia

Course Syllabus
OD Minor Tech Ventures

A. General Information

1. Academic Unit	iCubo, International Relations					
2. Degree	Other Disciplines (Minor)					
3. Code	IODI20171					
4. Number of classes per week	2					
5. Location in Curriculum	1ST and 2nd year.					
6. Credits	8					
7. Classes by Professor	Theory	2	Practice	0		
8. Classes by Teaching assistant	None					
9. Course Type	Mandatory		Elective	X	Optional	
10. Prerequisites	None					

Attendance Requirement:

The course considers a mandotory attendance requirement, which implies that a maximum of 6 absences will be allowed. These absences will be counted from the date of the "Elimina-Agrega" stated in the corresponding academic calendar.
The student that does not comply with this requirement, will not be entitled to take the Final Exam, according to the article 44 of the Academic Regulation for Registered Students.

B. Course Overview

Entrepreneurial thinking is positively changing the world. From non-traditional careers in the gig-economy to mobile apps, to 3D printing and crowd-funding, companies and people are radically replacing existing tools with smarter, faster or cheaper ways of doing things. Disruptive technologies are across industries and careers from Journalism to Engineering to Design are rendering obsolete what yesterday was labeled " stat-of-the-art.

Entrepreneurship has evolved beyond the dreamer to a pragmatic approach to sustaining competitive advantage, innovating and evolving in a highly multi-disciplinary manner. Behind the money and fame of those that have overcome the odds and build a product or service that the market loved there is always a handful of stories of battle scars, and failed attempts. We will dissect the conditions and scenarios related

to both outcomes (success and failure), by living the process. You will learn to perceive failure as mere outcome, one that's just as valuable as success.

We will work on developing the skills necessary to find, evaluate, and develop a raw idea into a commercially viable product or service. You will learn to prototype, build and sell new technological products.

We will take a close look at the effects that entrepreneurship has on social mobility. You will be responsible for promoting in elementary school students from underprivileged backgrounds the entrepreneurial mindset and provide your grain of sand for social change.

This course is designed for the dreamer, the builder and the impact-er. Welcome to Tech Ventures.

C. Main Objectives

Students should have a real and practical experience towards building a technological product or service. Along with developing a new project students will have to promote social change by teaching at a public primary school any of the topics learned through the semester.

D. Unit Content and Learning Outcomes

Unit	Learning Outcomes
Unit 1: Team Building	*Students will get to know each other and build the teams for this course's main project. Also, will serve as an introduction to basic concepts on entrepreneurship.*
Unit 2: Prototyping	*Through out this unit we will apply a strong business development viewpoint towards the process behind a new tech solution.*
Unit 3: Product launch	*Achieving traction is every startups greatest challenge. We will look into strategies and tactics oriented to increase product awareness.*
Unit 4: Optimization and analytics.	*What's not measured cannot be improved. Projects will have to implement hacks to improve their marketing efforts. Also, students will have to analyze and visit existing startups within the Concepción entrepreneurial ecosystem.*
Unit 5: Impact.	*Students will have to design and develop an activity to promote innovation within Chile. This final unit will serve as a course wrapup, where final projects will be reviewed and evaluated.*

E. Teaching Strategy

"Learning is the process whereby knowledge is created through the transformation of experience" – David Kolb.

The methodology of this course is experiential learning and each lesson is structured around David Kolb's learning cycle:

1. ***Concrete Experience**: 15-20 min. activity that introduces the topic.*
2. ***Reflective observation**: Reflecting or reviewing the experience.*
3. ***Abstract conceptualization**: Concluding or learning from the experience.*
4. ***Active experimentation**: Planning or applying.*

From a grading standpoint learning will be measured through essays, oral presentations a team exercises.

F. Evaluation

Instruments	% Of overall grade
Certamen 1	25%
Certamen 2	25%
Assignments	25%
Final Project	25%

***Attendance requirement: This is a Learning by doing environment.** This course requires students to meet a **minimum of 75% of attendance,** the non-compliance of this requirement results in immediate course failure.*

G. Academic Integrity

Universidad Del Desarrollo, it's faculty, and students take academic integrity as a serious issue.

All students in this course are mandated to comply with university standards of academic integrity. Plagiarism, cheating and any other form of academic fraudulence will be condemned. This includes, but is not limited to: plagiarizing one's own work, turning in written work that was prepared by someone else, and making minimal changes to the work of someone other than you and turning it in as your own. Ignorance will be considered negligence, and by thus, not acceptable as a defense. If you are unsure whether the work you plan to turn in could be considered as plagiarism or cheating, you are responsible for requesting beforehand clarification. When your part of a group assignment, you are responsible for the probity of the work, even if you did not personally write the reproached material.

*Violation of the previous statement will result in **immediate** course failure. University authorities will resolve any reciprocal measures or charges.*

You may find information on plagiarism in the following website:
http://www.indiana.edu/~wts/pamphlets/plagiarism.shtml

H. Mandatory References

- Geoffrey Moore, Crossing the Chasm
- M. Gladwell , The Tipping Point
- Len Schlesinger, Action Trumps Everything
- A. Osterwalder (2013). *Business Model Generation: A Handbook for Visionaries, Game Changers, and Challengers*
- Ries, E. (2011) *Lean Start-up*. O'Reilly Media.
- Maurya A. (2012) *Running Lean.* O'Reilly Media