

# 68462 - The SME-Biotech: characteristics, creation and management

## Syllabus Information

**Academic year:** 2023/24

**Subject:** 68462 - The SME-Biotech: characteristics, creation and management

**Faculty / School:** 100 - Facultad de Ciencias

**Degree:** 626 - Máster Universitario en Biofísica y Biotecnología Cuantitativa / Master in Biophysics and Quantitative Biotechnology

**ECTS:** 6.0

**Year:** 01

**Semester:** Second semester

**Subject type:** Optional

**Module:**

### 1. General information

The observation of the business activity reveals that 99% of firms in a country are small and medium enterprises. SMEs are characterized by a number of employees of less than 250 or by revenues of less than 50 million euros. SMEs are key agents in the richness and employment creation in a country. This justifies the interest in understanding their characteristics. In the context of SMEs, this course aims to introduce students to the creative process of a new company or, in other words to entrepreneurship. This process requires an integrating consideration of the different functional areas of a company. The business plan becomes a key tool to diagnose the viability of a new business project from this integrating perspective. The business plan will allow us to value the potential of the new firm to generate profits and survive in the market.

These goals are aligned with the Sustainable Development Goals (SDG) of the 2030 Agenda and certain specific targets (<https://www.un.org/sustainabledevelopment/en/>), contributing to some extent to their achievement:

Goal 4. Quality education,

Target 4.3. By 2030, ensure equal access for all women and men to affordable and quality technical, vocational, and tertiary education, including university.

Goal 8. Decent work and economic growth,

Target 8.3. Promote development-oriented policies that support productive activities, decent job creation, entrepreneurship, creativity, and innovation, and encourage the formalization and growth of micro-, small- and medium-sized enterprises, including through access to financial services.

### 2. Learning results

The student in order to pass the course, will have to show her/his competence in the following skills:

1. Know the mechanisms to prepare a business plan in its entirety, being able to determine the causal relationships established between the viabilities that make up this plan.
2. To be able definitely the general viability of a company, based on the study of the business plan and to make recommendations aimed at determining the limits that determine its viability.
3. Know the main mechanisms of appropriation of the value of innovations resulting from the entrepreneurial process understood in a broad sense (start-ups, spin-offs, and intra-entrepreneurship), with special mention of patents and secrecy.

### 3. Syllabus

1. Introduction
2. Innovation and its types
3. The process of the idea generation
4. Development of a business plan
5. Lean Startup
6. Business Financing
7. Strategic Analysis of the biotech company

### 4. Academic activities

The learning activities of the course are the following:

Theoretical sessions: 30 hours.

Practical sessions: 30 hours.

Problem-based learning/ICT learning/Seminars/Tutorials/Individual learning of the student: 90 hours.

## **5. Assessment system**

The student will have to demonstrate the achievement of the learning results and skills through a global evaluation. The final mark of the course will be distributed in the following way:

1. Final exam (25% of final mark).
2. CANVAS Business model (15% of final mark).
  - Five pages document (10%).
  - Oral presentation (5%)
3. Business plan (50% of final mark).
  - The first report included the introduction, strategic and commercial viability (20%).
  - The second report included technical, legal, and economic-financial viability and conclusions (20%).
  - Oral presentation (10%).
4. Resolution of tasks proposed during the course (10%)