

Key Competencies Certificate

Entrepreneurship – Entrepreneurial acting and thinking

Qualification profile

With a Key Competencies Certificate – Entrepreneurship, graduates prove their proficiency in the area of “entrepreneurial acting and thinking”.

Areas of activity of certificate holders

Graduates are able to start, design and manage companies of their own accord as founders or within existing organisations. They can recognise opportunities and know how to plan and utilise the necessary resources for seizing them.

Personal qualification

BASIC:

Graduates have the following skills and knowledge:

- assessing their personal strengths and weaknesses
- planning and carrying out entrepreneurial activities with limited resources
- creating the necessary organisational framework
- recognising and structuring the necessary steps in the pre-seed, seed, start-up and growth phase of entrepreneurial activities
- applying essential theories, principles and methods of entrepreneurial action
- communicating and cooperating in an interdisciplinary, intercultural environment
- understanding the framework conditions (restrictions and possibilities) in existing organisations and being able to incorporate them in the planning of business activities (e.g. stakeholder analysis; understanding of roles ...)

ADVANCED:

- finding novel ways of solving problems
- finding and representing new solutions to problems
- recognising different roles in entrepreneurial activities

Content

The prerequisite for this certificate is the completion of courses from the following list with a total of at least 16 EC credit points¹.

¹ The ECTS credit points given in TUGRAZonline relate to specific curricula and may differ from or be changed from the ones given here. The amount of ECTS credit points listed here are used to issue the certificate.

Course no.	Title	Course type	ECTS
371.146	Product Innovation Project 1	PT	5
371.147	Product Innovation Project 2	PT	3
372.226	Unternehmungsgründung	VO	3
372.227	Unternehmungsgründung	UE	2
372.239	Entrepreneurship, VO	VO	3
372.241	Entrepreneurship, UE	UE	2
706.060	Applications of Innovative Technologies	SE	2
(UG) 920.006	Assessment Centre (Development Center – Finding and Developing Your Social Competence	VU	1
(UG) 920.053	Selling your Ideas and Negotiating	VU	3
940.960	Diversity Management	SE	2
930.003	Reflecting Entrepreneurial Activities	SE	1
371.176	Design Thinking and Rapid Prototyping	LU	3
371.009	Selected Topics of Innovation Management	VU	2

BASIC:

(*) A minimum of the following courses must be completed:

- "Product Innovation Project 1 + 2" or
- "Entrepreneurship VO + UE" or "Unternehmensgründung VO + UE".

The respective other courses **cannot** be taken into account in the "Basic" module.

In order to take part in courses offered at the University of Graz (marked with UG), students must co-register with the University of Graz.²

For the "Advanced" certificate, a further 16 ECTS must be selected from the list of courses below.

² <https://studienabteilung.uni-graz.at/de/studieren/einschreibung-zulassung/mitbelegung/> [20.2.2020]

ADVANCED

Course no.	Title	Course type	ECTS
372.998	Start-Up Garage (also 372.999)	SE	2
373.316	Encyclopaedia Business Economics	UE	3
336.032	Teambuilding	SE	3
371.170	Kreativitätstechniken	VO	1.5
371.171	Kreativitätstechniken	UE	2
371.172	Creativity Techniques	VO	1.5
371.173	Creativity Techniques	UE	1.5
371.320	Product Innovation Management **	VO	2
371.321	Product Innovation Management **	UE	1
371.152	Betriebliches Innovationsmanagement **	VO	1.5
371.153	Betriebliches Innovationsmanagement **	UE	2
PHT.801UF	Enabling Innovation **	VO	1.5
PHT.802UF	Enabling Innovation **	UE	3
373.347	Patent Law	VO	3
372.244	Business Model Management	SE	2
373.342	Marketing Management	SE	3
INP.30922UF	Game Design and Development ***	VU	5
INP.32600UF	Mobile Applications ***	VU	5
940.940	Successful Teamwork in Projects	SE	2
940.941	Conflict Management ****	SE	2
209.120	Conflict Management ****	SE	2
(UG) 920.008	Conflict Management ****	VU	3
(UG) 920.001	Communication Training	VU	3
(UG) 920.017	Mediation Basic	VU	3
(UG) 920.021	Communication	VU	3
(UG) 920.022	A Successful Career Entry! Using Self Reflection and Competence Portfolios	VU	3
(UG) 920.038	Intercultural Competence	VU	3
(UG) 920.040	Cooperation instead of Confrontation. Non-violent Communication.	VU	3
(UG) 920.063	Social Entrepreneurship	VU	3
(UG) 920.011	The Qualities And Issues Of Professional Leadership	VU	3
(UG) 327.220	Managing Touchpoints and the Customer Journey	KS	4
(UG) 349.124	Evaluation and Financing of Start-Ups	KS	1
(UG) 232.540	Introduction into ICT-Law, VO	VO	3

Further provisions relevant to the 'Advanced' certificate:

- * Of the course "Product Innovation Project 1 + 2" or "Entrepreneurship" or "Unternehmensgründung", of which one must have been chosen in the "Basic" module, another one may be credited in the "Advanced" module. If i.e. the course "Entrepreneurship" or "Unternehmensgründung" was completed in the "Basic" module, the course "Product Innovation Project 1 + 2" may be completed for the "Advanced" module.
- ** Of the courses "Betriebliches Innovationsmanagement (VO/UE)", "Product Innovation Management (VO/UE)" and "Enabling Innovation (VO/UE)", a maximum of 3 ECTS credit points total may be credited for the module.
- *** Of the courses "Game Design and Development" and "Mobile Applications", only one can be credited.
- **** Only one of the three different "Conflict Management" courses can be credited.