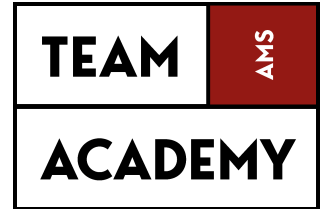


The Courses of Your First Year



In this document you will find all the courses you will get in your first year with a brief description. As we want you to become a versatile entrepreneur, you'll also have a lot of different workshops in your first year.

All the subjects will be applicable to your business idea or business.

If you want more information, feel free to reach out to tess@teamacademy.nl

24hrs Challenge

A 24hrs challenge is all about solving a problem from a real client within 24 hours.

It is a team effort in which you work for 24 hours on the challenge presented, come up with the best solution possible and present this to the client and the community. Examples of companies a 24-hrs challenge has been organized: Salesforce, Nuon, Patagonia, and many more.

It is also a battle between the teams, so may the best team win!

Book reading

At Team Academy an important part of your personal development comes from reading books. We value book reading as it is a well-known and proven good habit for successful entrepreneurs.

During each of your 4 years at TA, each year, you have to read books worth 15 book points (= 5EC points). Depending on what kind of books you choose (you can also suggest books that are not on the list yet), during each of the 4 years you have to read a maximum of 15 books and write 15 essays, that will be evaluated by your team coach.

Dialogue

The basics of Team Academy vision on learning is social constructivism: learning from practice by constantly comparing your perspective on reality with reality itself, as a basis for constructing experiments together to approach reality differently and achieve different results. The learning is optimal in both speed as well as depth when the team is skilled in practicing dialogue, the art of learning together. Dialogue 1 and 2 are designed to learn about the basics of dialogue, on which skilled team coaches can develop further competence by practicing dialogue, when necessary, twice a week in team sessions.

Dutch for Internationals

On starting your four year stay in The Netherlands, it is useful to get a basic understanding of Dutch language, society and culture. During eight interactive two hour classes, you will gain a basic knowledge of the Dutch language. You will also be introduced to some main themes in Dutch society and culture.

Dutch or native language

Although we learn and communicate in English at Team Academy, every student in possession of a BBAE diploma still needs to demonstrate a minimum level of his or her native language. This level will be tested by doing eight practice oriented writing assignments at the end of each class. The assignments will be prepared by eight two hour classes which will refresh your knowledge of grammar, spelling, writing and general use of language.

English Essay Writing B2

By the end of the course, you will be able to write a coherent essay which includes an introduction, two or three coherent and cohesive main body paragraphs which are related to the thesis statement in the introduction, a conclusion, and language and structures used for comparing and contrasting information demonstrating B2 level of English.

Entrepreneurial Practice Theory

This course invites you to engage in Start-up concepts, understanding some of their underlying mechanisms and to develop your own view. You are inspired to look beyond borders and obtain an understanding of the working of Start-ups from a combined practical/scientific perspective and to learn how this transcends into developing your own business and your own 'being-an-entrepreneur'.

Entrepreneurial Research:

We want you to excel in the entrepreneurial Academic Skills: Analysis, Abstraction, Argumentation, and Application (the four A's). We want you to understand and be capable of performing all the elements of the research process.

Finance

At the end of this course you will be expected to understand the basics of financial accounting, management accounting, and taxation. For this course, there is also an exam.

- Financial Accounting (FA)
 - The basic financial accounting of a company from recording business transactions using accounting journals and the double entry bookkeeping accounting system, posting journals to the general ledger, creating a trial balance through to the preparation of financial statements including Profit or Loss and a Balance Sheet.
- Management Accounting (MA)
 - Some basic management accounting including classifying costs, calculating break-even sales volume, overhead cost allocation, budgeting and pricing your product.
- Taxation
 - Overview of taxation, focusing on Personal Income Tax, Sales Tax (VAT / BTW), and Corporation Tax

Individual Breakthrough

On your way to reach your goals, you often are confronted with barriers, and you find excuses, which keep you from reaching your goals. How to break through your 'limiting beliefs' is the core of this

workshop, in which we create consciousness on what hinders you to reach your goals and experience a real breakthrough.

Interculturality

Interculturality 1 will provide you with insights into the basics of cross-cultural communication as you will work with and in international teams of team entrepreneurs yourselves and you will start doing business in an international environment.

Law

This module will help you to prepare the legal platform for your (team) business activities and it is the starting point for deepening your knowledge on the various aspects of creating a personal- or legal entity. You will get a brief overview of the various intellectual property rights, privacy aspects and the rights consumers have when doing business.

Leadership Elective

As an important part of the learning line Leadership teams will have to show that they are able to take leadership in planning their learning activities so as a result of the other mentioned modules the team should come with a well thought proposal of for the input of this specific module; the leadership elective to be chosen by the team. This means that, based on the learning outcome(s) of these modules the team discusses what a good elective would be for the development of the team.

Learning Journey

For a period of six weeks, you will go to Bucharest, Romania. Here, you will start to form a team, learn about the Team Academy method, have team sessions, do a collective assignment consisting of a combined team money goal and 5 company visits, get introduced to core theory aspects and enjoy three workshops. The main goal is to get you out of traditional classroom learning and start team entrepreneurial learning.

Money Goal

The money goal is the first step to becoming an entrepreneur, by earning your own money and working together as a team. The money goal is a team effort to be reached. It is set as a goal to be reached by the team (€1.500,- per member of the team times the number of team members).

Presentation skills

Topics covered are:

- Structure;
- Signposting, signaling and cohesion;
- Forming persuasive arguments;
- Designing slides;
- Body language;

The final assessment is a 15-minute presentation.

Project Management

Why can one project be such a struggle whilst another project practically runs itself? What is the difference? What elements and roles are involved? What is the impact of Personal leadership and team dynamics on it? For successful project management more is needed than strict steering, strong planning and diligent budgeting. The key to project success lies in generating and addressing energy, commitment and creativity; teamwork being the primary steering mechanism.

Sales & Marketing

In 5 steps you are taken through the sales basics with some touches of marketing. Setting goals, focus, structuring sales activities, cold calling, conversation techniques, and more. You evaluate your own progress and through the used model you can expect a positive change in mindset – you will know why you did or did not achieve your goals.

Self Managing Leadership

Self Managing Leadership offers you the possibility to learn more about your personal leadership in relationship with others, and develop a clearer sense of direction for yourself.

You will:

- explore the influence of your personal background and upbringing on your future;
- gain insight on the importance of your personal purpose, values and vision;
- understand how to deal with non-functional habits and barriers;
- appreciate and use your core strengths and qualities;
- focus on the things that are the most meaningful in your life;
- create goals, strategies and an action plan to follow up on them for the coming 100 days and beyond.

Skillsweek

The skills week is one week in week in the academic year, where you can learn additional skills to help in your development as an entrepreneur.

During the year all team entrepreneurs will get the opportunity to first send in ideas and wishes for skills they would like to learn extra. The most chosen topics/skills will then be put in a list to choose from.

Medio March/April there will be a skills week with 3 – 4 classes to choose from for all team entrepreneurs. A skills class will require a minimum of 10 participants to continue.

The skills week is separate from the existing curriculum and does not necessarily build on to any subjects. Classes will be combined for all students of all years/teams.

StartUp week

The StartUp Week is the introduction to the world of Team Academy, the team entrepreneurs, it's philosophy and what it's all about. It is a week filled with important information, but also full of fun activities. The goal is to establish relations with Team Academy, our methodology, Team Academy members and team entrepreneurs for the future.

Team Sessions

Team sessions are an essential part of Team Academy's learning method. In each session we work closely together as a team coached by the team coach, learning and applying all different skills from the learning lines Leadership, Entrepreneurship and Research, Creation and Commercialization and Integrated Skills.

Understanding Innovation & Design:

This module will help you get a basic understanding of innovation, and will teach you the distinction between idea, invention, and innovation as well as between creativity and creating customer value. Furthermore, you will create understanding of the basic steps and conditions for innovation, and the innovation mini business case.

Website Planning, build + operation

You'll be able to review business strategy & planning (goals, objectives, strategies), target audience and its journey through the marketing funnel (where do the website and social media assets fit in as communication touch points). Applying technical aspects of owning a website, choosing a web domain & a hosting plan, building a website, and writing a web development project brief.