



Gründerskolen

INTRODUCTION WEEKEND 30.01 – 01.02. 2009 SØRMARKA KURS- OG KONFERANSESENTER


FRIDAY JANUARY 30TH

Time	Activity/Subject	
14.00 – 14.30	Registration	SFE
14.30 – 14.45	Welcome to Gründerskolen/Social entrepreneurship Background and History Nils Christophersen is the founder of Gründerskolen	Professor Nils Christophersen
14.45 – 15.30	Important information about the programmes	Mari Sava Svalastog
15.30 – 17.00	"You can look forward to an afternoon and evening filled with different types of activities. Together we will create an arena for discussion and reflection when it comes to subjects like team building, personal management and more general management. And beside this we will be working in groups with different given assignments".	Ottar Ness and Kjetil Hoff, Rambøll Management
17.00 – 19.00	Group process – practical assignment	
19.00 – 20.00	Dinner	
20.00 – 22.00	Group process – practical assignment	

SATURDAY JANUARY 31TH

Time	Activity/Subject	
09.00 – 10.20	International Entrepreneurship <i>Ongoing trends in the global economy have significantly changed the landscape of international business. One of the most distinguished changes is the emergence of international entrepreneurship and the growth of International New Ventures (INVs). INVs are entrepreneurial firms that seek international markets right from their establishment.</i>	Arild Aspelund
10.20 – 10.40	Break	
10.40 – 13.00	Internationalisation continues	Arild Aspelund
13.00 – 13.45	Lunch	
13.45 – 15.45	Cross-cultural Negotiations: Understanding how culture may influence negotiation strategies and behaviours	Truls Erikson
15.45 – 16.00	Break	
16.00 – 18.00	Cross-cultural Negotiations continues: Negotiating integrative agreements in a cross-cultural setting	Truls Erikson
18.00 – 18.15	Break	
18.15 – 20.00	Destination Meetings: <ul style="list-style-type: none"> - San Francisco - Boston - Singapore - Cape Town - Shanghai - Houston - Monterrey 	SFE
20.00 -	Dinner	

SUNDAY FEBRUARY 1ST

Time	Activity/Subject	
10.00 – 12.00	<p>"Kreativitet" – et interaktivt foredrag i et nytt årtusen ved Stig i Stig & Stein http://www.stig500.no/</p> <p>Stig Haug er forfatter, foreleser, foredragsholder og landets første Idéastronaut...</p>	 <p>Stig Haug</p> <p>Note! This will be in Norwegian!</p>
12.00 – 12.15	Break	
12.15 – 14.15	<p>"How to gain new international markets rapidly"</p> <p><i>In the Norwegian economy early and rapid internationalization has become the rule rather than the exception. In this part of the course we will explore the factors that has given rise to this phenomenon and how this effectively has changed the profile of Norwegian industry. We will also take a closer look at the characteristics of INVs and how they are able to challenge established multinational competitors and gain access to multiple international markets right from inception.</i></p>	Arild Aspelund
14.15 –	Lunch	