

## BUSINESS ENTREPRENEURSHIP AT FALMOUTH

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WELCOME TO BA(HONS) BUSINESS ENTREPRENEURSHIP AT FALMOUTH.

### Your offer

Please remember that if you have been made a conditional offer to study at Falmouth, your place is subject to meeting those conditions. Conditional means that we are waiting to receive your results, or some more information, before your place is finalised. You can see any conditions in [UCAS Track](#). If you have any questions or concerns, please contact our Admissions team on 01326 213730 or [admissions@falmouth.ac.uk](mailto:admissions@falmouth.ac.uk).

### First week of term

Your first official day of attendance will be on **Monday 12 September 2016**. Please report to the **Reception Desk** in the **AIR Building (Academy for Innovation and Research), Penryn Campus** at **9.30am**.

You can download a copy of the [Penryn Campus map](#) from the Contact page of our website [here](#).

Your first week at Falmouth will be an induction and orientation week, familiarising you with other people on the course, resources available within the university and getting the first taste of what being on Business Entrepreneurship is like. You will also be given course module outlines and timetables.

### MyTimetable

<https://mytimetable.falmouth.ac.uk/> available from 1 September 2016

This is the link to MyTimetable, your online academic calendar which shows all scheduled learning activities and your course timetable. It will be available from 1 September 2016, however, timetables can be subject to change. To keep up to date, we recommend that you export the feed to your chosen device (mobile, tablet, laptop or desktop). An induction will be offered on the use of MyTimetable during freshers' week. Students will have access to their individual student timetables, where appropriate, once they have completed their online enrolment and IT induction.

### Pre-course preparation

#### Essential

#### Team Management Profile (TMP)

Prior to starting at the university you will need to complete a TMP Questionnaire. This questionnaire is designed to measure your work preferences. **This is not a test and there are no right or wrong answers.**

You should answer according to **the way you prefer to work**, irrespective of your present job, and not the way you think you ought to work, or the way you currently have to work to do

your job. For those who are completing the questionnaire without work experience please use your experience of education and your preferred approach to study.

By accessing the secure online website you should be able to complete the 60 item questionnaire in about 15 minutes.

The questionnaire you submit will be used to generate a comprehensive personal report to offer feedback on a variety of areas of your work, such as key work preferences, leadership strengths, decision making, interpersonal skills, team building, areas for self-assessment, work preference distributions and linking with others.

The Team Management Profile is a highly-respected instrument based on over 25 years of research into high performing teams and has been used worldwide to enable organisations to support, build and lead high performing teams.

Please ensure that you have **submitted your questionnaire by 1 September 2016**. You will find the questionnaire at: <https://www.tmsdiquestionnaires.com/>

Follow the onscreen instructions and then enter:

Username: **tmsdi**  
Password: **network**

**Important:** These are case sensitive and must be entered in lower case, as shown.

You will also need to enter the following:

Facilitator Name: **Clare Manser**  
Facilitator Organisation: **Falmouth University**  
Programme Date: **12 September 2016**  
Programme Title: **BA(Hons) Business Entrepreneurship**

At the end of the Questionnaire please leave the default email address as [bureau@tmsdi.com](mailto:bureau@tmsdi.com) and select 'Click Here' to submit your answers.

### **Reading list and costs**

#### **Optional**

Below is a selection of free key resources that you might want to look at prior to your arrival. They will help you with life at university and with setting up your own businesses.

#### **Self-directed learning**

School in the cloud: A nice example of how groups can learn by themselves and an example of a well delivered presentation.

[https://www.ted.com/talks/sugata\\_mitra\\_build\\_a\\_school\\_in\\_the\\_cloud](https://www.ted.com/talks/sugata_mitra_build_a_school_in_the_cloud)

#### **Entrepreneurial Teams**

The importance of teams

<https://www.youtube.com/watch?v=AXalrYeO9oQ>

#### **Starting a company**

Companies House guidance

<https://www.gov.uk/topic/company-registration-filing/starting-company>

### **Developing new businesses and business models**

Think why your business exists

[https://www.ted.com/talks/simon\\_sinek\\_how\\_great\\_leaders\\_inspire\\_action](https://www.ted.com/talks/simon_sinek_how_great_leaders_inspire_action)

Business model canvas explained

<http://www.youtube.com/watch?v=RzkdJiax6Tw>

### **Buying motivation and behavioural economics**

Are we in control of our decisions? Dan Ariely – Ted Talk

[http://www.ted.com/talks/dan\\_ariely\\_asks\\_are\\_we\\_in\\_control\\_of\\_our\\_own\\_decisions-t-202413](http://www.ted.com/talks/dan_ariely_asks_are_we_in_control_of_our_own_decisions-t-202413)

The puzzle of motivation: Dan Pink – Ted Talk

[http://www.ted.com/talks/dan\\_pink\\_on\\_motivation](http://www.ted.com/talks/dan_pink_on_motivation)

Blogs by Steven Levitt and Stephen Dubner

<http://www.freakonomics.com/>

Levitt, S. D., Dubner, S., 2015. *When to rob a bank....and 131 more warped suggestions and well-intended rants*. Harper Collins. RRP £5.10.

### **Tuition fees (per year)**

2016-17 full-time UK/EU: £9,000

2016-17 full-time International: £15,000

### **During your course**

#### **Introductory away days**

##### **Essential**

At the beginning of the second week (week beginning September 19), we will be going away for two days. These two days are free of charge for all Business Entrepreneurship students, which also include accommodation and all food and refreshments.

These will be 'getting to know each other' days and will involve an overnight stay off campus, so please ensure you bring the following:

- Sleeping bag.
- Towel(s).
- Warm clothing.
- Closed-toe shoes (such as trainers).
- Changes of clothing in case you get wet!

The Away Days are run in a very inclusive, supportive way. Nobody needs to do anything that they are not comfortable with doing.

If you have any questions about the Away Days, or the course in the general, please do contact Teresa Van Woerkom via email at [teresa.vanwoerkom@falmouth.ac.uk](mailto:teresa.vanwoerkom@falmouth.ac.uk) or call 01326 255690.

### **Materials and equipment list and costs**

#### **Optional**

You will be doing a lot of your work on business projects where you will be hot desking in different locations, so you might want to consider having a portable device to work on (such as a basic laptop or a tablet with Microsoft Office or equivalent). Costs range from £300 to £1000 depending upon your budget.

## **Events**

### **Optional**

Over the three years you might want to take part in different networking events. Be mindful that you might need to finance this yourself, either individually or through income generated by your team company. The event prices vary from free to £100.

## **Reading**

### **Optional**

You are not required to purchase any books, as all required resources are available in the university library, but you may choose to do so.

Gill, J. Medd, W., 2015. *Get sorted: how to make the most of your student experience*. Palgrave Study Skills. RRP £6.53.

Williams, S., 2016. *The financial times guide to business start-up 2016: the most comprehensive annually updated guide for entrepreneurs*. RRP £10.14.

Osterwalder, A., 2010. *Business model generation: a handbook for visionaries, game changers and challengers*. RRP £10.75.

Atrill, P., McLaney, E.J., 2014. *Accounting and finance for non-specialists*. Pearson. RRP £10.03.

Grey, D., Brown, S., Macanuso, J., 2010. *Gamestorming: a playbook for innovators, rulebreakers and changemakers*. RRP £10.89.

Jones, L. 2015. *Introduction to business law* (3<sup>rd</sup> edition). Oxford University Press. RRP £15.89.

## **Enrolment and Student Terms & Conditions**

You will receive an email two weeks prior to the start of term with details of how to enrol online. All students must enrol online before the first day of term in order to be officially registered as a student of Falmouth University. If you plan to receive an undergraduate student loan, you must enrol to have your money released to you.

As part of your enrolment, you will be required to agree to and comply with the University's Student Terms & Conditions. These Terms & Conditions are important and we encourage you to read them carefully, prior to enrolling online. They can be found on our Regulations, Policies and Procedures web page under 'Student Terms & Conditions' [here](#).

During the coming weeks, you will be emailed important information for new students. If you will be away, please ask someone else to check your emails regularly and reply on your behalf.

We know that there's a lot to do to prepare before the start of your course. If you have any questions at all, please don't hesitate to call our Admissions team for advice on 01326 213730 or email [admissions@falmouth.ac.uk](mailto:admissions@falmouth.ac.uk).

If you would like to download and print a copy of this email, please go to [www.falmouth.ac.uk/new-students/welcome-letters](http://www.falmouth.ac.uk/new-students/welcome-letters).

Finally, we wish you an enjoyable time before the course starts and we look forward to seeing you in September.

Yours sincerely

**Jeremy Richards**

Head of Business

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