
Training Course Details

Course Title	Business Support Training in the Biotechnology Sector
In-country Course Coordinator	
Academic Level	Continuing Professional Development
Credit rating (if any)	
Pre-requisites	BSc degree

Introduction and Rationale

Aims

The main aims are to develop the practical and written skills required to:

- Research a technology-based biofuel business
- Understand stakeholder priorities and agendas
- Interrogate stakeholders using appropriate techniques including face-to-face interview
- Analyse information and data to produce a publishable consolidated findings report

Learning Outcomes

On completing this course successfully you will be able to:

- Demonstrate an understanding of the aims and objectives of a given biotechnology-based business
- Explain why biotechnology projects fail, the nature of critical success factors and change motors for innovation projects
- Demonstrate an understanding of how to source and interrogate data for integrity
- Identify and classify stakeholders according to interest/level of engagement with the business
- Demonstrate an understanding of effective interviewing processes and interrogation methodologies as well as the practical skills required to apply them
- Prepare and implement all the steps of an interview with a stakeholder
- Demonstrate how to consolidate information based on the research and interview processes to add value to a report

Indicative Content

A 1-day workshop and tutorials covering the following topics

1. Introduction to strategic niche management and technological innovation systems
2. Analysis of client requirements
3. The research process
 - Non-documented and documented evidence:
 - Sourcing
 - Differentiating
 - Assessing
 - Stakeholder analysis
4. The interview process
 - Planning
 - Conducting the interview
 - Reporting
 - Follow up
5. Monitoring and evaluation
6. Report preparation and production

Learning and Teaching Activities

Learning and teaching activities centre on

- Guided reading
- Role play interviews
- Stakeholder identification and classification
- Production of interview materials

The learning and teaching activities are designed to be progressive and promote independent, supported learning linked to field-based practical activities associated with stakeholder analysis and business interrogation. Techniques will include the use of different interrogation tools including interview.

The activities include: practice-based work, development work to identify stakeholders and prepare relevant interrogation materials; web-based research and literature searches; and group activities. The activities are both formative and summative with feedback representing an important element to develop and improve student learning. Feedback via formative and summative activities is an important part of student learning.

The knowledge and understanding outcomes are acquired from practical field work and business analysis supported by self-assessment, directed reading, discussion conferencing, and web-based resources. Students work independently with the teaching materials and are encouraged to participate in discussion aimed at developing and challenging their ideas. Tutor support is also provided via a 1-day workshop. Feedback on activities and assignments provides individual tuition and guidance.

Cognitive skills are promoted in the teaching materials via a range of activities including self-assessment and practice-based work. Students are encouraged to use each other for support and online communication tools provide an environment for interaction bringing students and their tutor together for critical discussion and reflection. Feedback aids the development of cognitive outcomes

Practical and professional skills and generic skills are promoted throughout the course and are integral to, and embedded within the activities.

Learning Time

Scheduled contact hours:	Supervised practical sessions in a workshop	~5 h
	Tutorials covering a) Stakeholder analysis b) preparation for interview c) Analysis of data d) Report construction	~4 h
	Assessment of the production of interview materials for a chosen stakeholder	~1 h
Guided independent study	Guided independent study	~10 h
	Independent field work	~10 h
Placements (including work placement and year abroad)		
Total hours ('Should be equal to credit x 10')		~30

Assessment Details:

Methods of Assessment	Production of a stakeholder questionnaire	Interview Planning and Preparation	Production of a case-study report in a style suitable for publication
Grading Mode			
Weighting %	25	25	50
Pass Mark	50	50	50
Word Length		800 -1,000	Ca 2,000

Indicative Course Materials and Reading:

The Jatropha biofuels sector in Tanzania 2005–2009: Evolution towards sustainability? (2011) Henny A. Romijna, Marjolein C.J. Caniëls Research Policy 40 618–636

Biofuels and sustainability in Africa Bamikole Amigun, Josephine Kaviti Musango, William Stafford (2011) Renewable and Sustainable Energy Reviews 15 1360–1372

A Zamboni, R.J. Murphy, J Woods, F Bezzo, N Shah (2011) Biofuels carbon footprints: Whole-systems optimisation for GHG emissions reduction Bioresource Technology, 102(16) 7457-7465.