



Course Syllabus for **LMU** Students and **LMU** Exchange Students only*.

(*EUGLOH students, please see the course syllabus for EUGLOH students.
VHB students, please see the course syllabus for VHB students.)



impACTup!: Innovation and Entrepreneurship for Better Futures

LMU Innovation & Entrepreneurship Center

Winter Term 2025/26

Moodle Course

General Data:

Module level: Open for students from all seniorities, levels, and disciplines

Occurrence: Summer and winter semesters

Language: English

Workload: 6 ECTS (or 3 ECTS) depending on your study program

Prerequisites: No prior knowledge required

Registration: Online via [this survey link](#) between September 01 - September 30, 2025 (eod)

Course Instructors and Contacts:

Lecture lead: Prof. Jelena Spanjol

Assistants: Kira Brinkmann, Viktoria Unger

For any inquiries or questions, please reach out to us via email: impactup@som.lmu.de

Course Description and Objectives:

This course is an on-demand online course delivered via Moodle and accessible for students from different backgrounds and disciplines. The kick-off and closing sessions will be held live in person at LMU.

The course introduces entrepreneurship as an effective tool for implementing sustainable innovations. You will learn how to tackle the most pressing societal and environmental challenges of our time. In the interdisciplinary sessions that are facilitated by professors from multiple faculties at LMU Munich, University of Augsburg, and the CDTM, you will learn about impact as a guiding principle for entrepreneurship. We discuss which stakeholders are important for entrepreneurs and how impact can be holistically achieved and measured. Thanks to interactive digital classes, you will learn how sustainable business models are developed, as well as how startups are financed and sustained in the long term. You will develop an impact-oriented mind- and skillset over the course duration, gain a new holistic perspective on value creation and destruction, be conscious of the value of impactful innovations and be able to translate theory into practice. The impact-oriented knowledge you will gain can not only be applied in your own field of study or in your professional career, but also in your daily life.

Watch the **course teaser**: <https://www.youtube.com/watch?v=M6HxnZLrD8c>

Course Registration:

This course is open for students of all seniorities, levels, and disciplines. To attend the course, please register online via the [LMU Survey Link](#) until **September 30, 2025 (eod)**.

*EUGLOH students, please register **by Friday, September 26, 2025 (eod)** via [EUGLOH website](#); VHB students, please register **by Friday, October 31, 2025 (eod)** via the [VHB course website](#).*

The course has an enrollment limit. Once your spot in the course has been confirmed, you will receive the Moodle course link and the password.

Course Schedule:

- **Kick-off:** October 22, 2025, time: 12:00 - 14:00 c.t., Room M105 (Geschwister-Scholl-Platz 1, LMU Main Building)
- **Sessions 1 to 8:** Online on-demand; the individual sessions will be available via Moodle and can be completed at your own pace.
- **Guest lecture:** December 09, 2025, time: 12:00 – 13:30 s.t., <https://lmu-munich.zoom-x.de/j/65766664284?pwd=4yFMS8anwnjkkRDZa8bIMXJEkZ2rg7.1>
- **Closing:** January 21, 2026, time: 12:00 - 14:00 c.t., Room M105 (Geschwister-Scholl-Platz 1, LMU Main Building)

Participation in the kick-off event, guest lecture, and the closing event is **mandatory**. In case you are not able to attend, please send an e-mail to impactup@som.lmu.de.

Course Outline:

Session	Core Content and Learning Objectives	Lecturer
Kick-off	Cross-faculty kick-off event introducing the relevant contact persons, course concept, course outline, learning objectives, and exam-related aspects. Keynote speech by Prof. Jelena Spanjol on “The Relevance of the Impact”. Networking for students and partner institutions to foster personal exchange and raise awareness of further program offers.	Prof. Jelena Spanjol impACTup! Team
Session 1 Positively Impacting Our World through Innovating & Organizing	Why do we need impact-oriented entrepreneurship? Illustration of the interactions between economy, ecology, and society. Learning objectives: Basic understanding of impact; deriving the Sustainable Development Goals as a framework for innovation and entrepreneurship; Grand Challenges as an incentive for entrepreneurial behavior; management of complexity; identify systemic starting points for impact-oriented action and holistic value creation.	Prof. Jelena Spanjol
Session 2 Building Impact-Driven Ventures & Organizations	How should entrepreneurs start? This session has 2 focuses: a) Problem-centered idea development (ideation) using the design-thinking approach. Learning objectives: Application of creative problem-solving using the customer-centric and mission-based framework; expanding the focus of innovation from people to planet and profit. b) Purpose and identity as determinants of entrepreneurship. Learning objectives: Understand the value-oriented rationale for entrepreneurial action as well as vision and mission as guidelines for organizational development.	Sebastian Schuon
Session 3 Stakeholder Orientation: How to Organize Support	Who do entrepreneurs need to involve? Linking value creation and responsibility. Learning objectives: Understand the concept of stakeholders (legitimation, risks/opportunities) and entrepreneurial responsibility; introduction to stakeholder analysis (stakeholder participation, orientation, derivation of decisions, Eisenhower method) with a weighting of impact dimensions; basics of campaigning – how to start an (entrepreneurial) movement and integrate relevant stakeholders?	Dr. Moritz Weiss Dr. Maximilian von Geyr Interview partners: Christoph Bertram, Kaija Landsberg
Session 4 Impact through Social Value: Challenges & Concepts	How big is the entrepreneurial potential and how can social value be created? Building on stakeholder understanding: How is added value created in the Triple Bottom Line (TBL) logic? Learning objectives: Understanding of the Grand Challenges in the context of social value (incl. Tragedy of the Commons); introduction to the economics of impact entrepreneurship: top down (Grand Challenges) and bottom up (unit costs); interpretation and distribution of social value.	Prof. Erik Lehmann
Session 5 Deploying Business Models for Social, Environmental & Economic Good	How do we create value and financial stability at the same time? Assembling the elements into a business model. Learning objectives: Understand the (industry-specific) business model; recognize the role of business models in achieving social, ecological, and economic benefits; deriving the consequences for the three value creation dimensions; application of the (triple-layered) Business Model Canvas.	Prof. Jelena Spanjol
Session 6 Financial Valuation of a Project	How do we obtain the means for entrepreneurial success and how can we financially evaluate a project? Impact finance goes far beyond the normal keyboard of equity-based venture growth. Learning objectives: Understand ways of resource acquisition (money, ideas, human resources, infrastructure) for impact entrepreneurs; recognize the time value of money and opportunity costs; understand hybrid financing models and investment decisions in startups; stabilize resource acquisition.	Prof. Francesca Biagini Dr. Andrea Mazzon
Session 7 Empowering Change: Fundamental Law Basics for Impact	How do I start the right company and protect it properly to enable positive changes? Despite the lack of a legal form for impact companies, there are numerous ways to give entrepreneurial action a legal dress. Learning objectives: How do I choose a legal form? How are the business model and legal form related? How do I protect my intellectual property early and effectively? Who is liable for the impact?; get to know and differentiate various legal forms; understand the peculiarities and requirements of for-profit organizations; recognize the legal aspects to consider when founding and leading organizations with the goal of social or ecological impact.	Carolin Archibald Dr. Birgit Müller
Session 8	How can impact measures be effectively measured and managed, and why is this important? Why to focus on impact (now): Elements of the performance dimension impact.	Prof. Ali Gümüşay

Measuring & Managing Impact	Learning objectives: Understand the importance and relevance of impact measurements in today's business and society; determine success based on the TBL; get to know concepts and methods of impact representation and measurement; improving impact by learning from mistakes and learning feedback; impact control and impact tracking.	Interview partners: Zarah Bruhn, Naomi Ryland, Lena Thiede
Guest Lecture	Live online guest lecture from our EUGLOH network. Further details will be announced via Moodle.	Tamás Farkas
Closing	Keynote speech by Prof. Ali Gümüşay on "Where are we in terms of startup impact?". This will be followed by a panel discussion and course wrap-up, feedback from participants, introduction to follow-up programs, Q&A, networking for students, partner institutions, and other guests.	Prof. Ali Gümüşay impACTup! Team

Evaluation and Submission Deadlines:

Depending on your study program, you can receive ECTS credits and get a certificate.

Students, based on their study regulations and the ECTS awarded, will have to attend the kick-off event, guest lecture, and closing event, complete the Moodle course and write a seminar paper based on the reflection questions provided during the course. The seminar paper will be composed of reflection notes taken during the entire course. Additionally, we may ask you to submit a poster in which you apply your course learnings to a case. The general guidelines for 3 ECTS versus 6 ECTS are listed below.

Please check yourself if and how many ECTS credits you will receive for this course. An overview of faculty approvals known to us is available [here](#). If you are an LMU exchange student, please check with your home university regarding ECTS recognition.

Seminar paper and poster requirements: Please make sure to use the seminar paper template uploaded to Moodle when answering the reflection questions.

Further details on the seminar paper and poster requirements will be shared during the kick-off event and via Moodle.

Exam registration: You must register for submission of your final course assignments (Prüfungsanmeldung). The dates and formalities will be announced on Moodle during the semester.

Submission deadline of assignments: Please submit your final course assignments, depending on your study program (see guidelines for 3 ECTS versus 6 ECTS), by **January 23, 2026 (11:59 p.m.) at the latest to impactup@som.lmu.de**.

File formats for submission: Please submit the seminar paper as both a pdf- and word-file. Please submit the seminar poster as a pdf-file. If you submit both the seminar paper and poster, please submit the files together in one e-mail.

General guidelines on ECTS credits:

- **3 ECTS:** If you are enrolled in a study program in which you receive **3 ECTS** for completing the course, you have to complete the Moodle course and submit a seminar paper.
- **6 ECTS:** If you are enrolled in a study program in which you receive **6 ECTS** for completing the course, you have to complete the Moodle course and submit both a seminar paper and a seminar poster.

Course Material:

The course material includes content provided during digital sessions and additional learning material provided via Moodle. Make sure to check the "Can't Get Enough" Moodle section from time to time as new optional material will be uploaded frequently.

Important Links:

- [LSF course page](#)
- [Moodle course page \(you can only log in if your spot is confirmed\)](#)
- [Course teaser on YouTube](#)
- [LMU IEC impACTup! foundational course website](#)
- [impACTup! Notion page to check faculty approval](#)
- Email: impactup@som.lmu.de



Bayerisches Staatsministerium für
Wissenschaft und Kunst



About the impACTup! Program:

impACTup! is a joint impact-oriented entrepreneurship qualification program by the LMU Munich with the LMU Innovation & Entrepreneurship Center (IEC), the University of Augsburg, and the Center for Digital Technology and Management (CDTM), funded by the Bavarian State Ministry of Science and the Arts.

The aim of impACTup! is to facilitate an interdisciplinary and holistic approach to fostering entrepreneurship. Through four different modules (foundational course for students, foundational course for scientific personnel, impact science bootcamps, and impact innovation labs), we provide a profound understanding of impact and introduce entrepreneurship as an effective tool for implementing socially relevant innovations to everyone. Research, teaching, and entrepreneurial activity are linked such that they complement each other. The objective of the joint endeavor is to get academic topics relevant to entrepreneurship onto the curriculum and be able to translate research findings into practical applications.