

Business Expansion

Code: 102326
ECTS Credits: 6

2025/2026

Degree	Type	Year
Business Administration and Management	OT	4
Economics	OT	3
Economics	OT	4

Errata

Contact: Maria-Antonia Tarrazon-Rodon (mariaantonia.tarrazon@uab.cat) instead of Ramón Sánchez Vila as lecturer responsible for this subject.

Teaching language: The group will be taught in Catalan due to the new lecturer.

Practical (PAUL) and theoretical sessions (TE) will be taught in Catalan.

Contact

Name: Ramon Sanchez Vila
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Teaching groups languages

You can view this information at the [end](#) of this document.

Prerequisites

it is recomendable to have medium knowledge level of Accountancy and Finance.

Objectives and Contextualisation

Knowledge of strategies associated with sustainable business growth as a source of economic value creation: understanding underlying factors, their limits, competitiveness policy, growth crises, restructuring strategies, mergers and acquisitions, and business growth and value.

Competences

Business Administration and Management

- Apply the basic statistics for improving capacity for work in situations of risk, understanding their origins and developing possible strategies for reducing or mitigating their effects.
- Apply theoretical knowledge of finances to improve relations with sources of financing, identifying the different forms of financing and the advantages and disadvantages for the company and the providers.
- Capacity for adapting to changing environments.

- Capacity for independent learning in the future, gaining more profound knowledge of previous areas or learning new topics.
- Capacity for oral and written communication in Catalan, Spanish and English, which enables synthesis and oral and written presentation of the work carried out.
- Demonstrate initiative and work individually when the situation requires it.
- Manage conflicts of interest and in particular conflicts involving proposals for the fair distribution of value generated.
- Organise the work in terms of good time management, organisation and planning.
- Select and generate the information necessary for each problem, analyse it and take decisions based on that information.
- Take decisions in situations of uncertainty, demonstrating an entrepreneurial and innovative attitude.
- Work well in a team, being able to argue proposals and validate or reject the arguments of others in a reasoned manner.

Economics

- Apply the basic statistics for improving capacity for work in situations of risk, understanding their origins and developing possible strategies for reducing or mitigating their effects.
- Apply theoretical knowledge of finances to improve relations with sources of financing, identifying the different forms of financing and the advantages and disadvantages for the company and the providers.
- Manage conflicts of interest and in particular conflicts involving proposals for the fair distribution of value generated.
- Value ethical commitment in professional practice.

Learning Outcomes

1. A capacity of oral and written communication in Catalan, Spanish and English, which allows them to summarise and present the work conducted both orally and in writing.
2. Apply the main principles of risk management.
3. Apply the methodology of financial economy reasoning and differentiate it from its equivalent in real economy.
4. Assess ethical commitment in professional activity.
5. Assess investment opportunities from a strategic perspective.
6. Assess investment plans.
7. Assess the creation of value in finance markets.
8. Assess the formation of prices and risk premiums in finance markets.
9. Assess the formation of value of the assets of companies.
10. Capacity to adapt to changing environments.
11. Capacity to continue future learning independently, acquiring further knowledge and exploring new areas of knowledge.
12. Define the characteristics of different sources of finance.
13. Demonstrate initiative and work independently when required.
14. Demonstrate knowledge of the variables determining the formation of value.
15. Describe the characteristics and objectives of financial regulation from the perspective of market efficiency.
16. Formulate indebtedness and dividend policies.
17. Make decisions in situations of uncertainty and show an enterprising and innovative spirit.
18. Master the assessment principles of assets, bàsics and derivatives.
19. Organise work, in terms of good time management and organisation and planning.
20. Select and generate the information needed for each problem, analyse it and make decisions based on this information.
21. Select and interpret the financial information of markets and companies.
22. Understand the formation of value from the perspective of shareholders.
23. Work as part of a team and be able to argue own proposals and validate or refuse the arguments of others in a reasonable manner.

Content

Topic 1. Company Growth Concept: Conceptual Introduction

Topic 2. Enterprise growth and macroeconomic policy

- Macroeconomic policy and the economics of the enterprise
- Introduction to the different structural policies: income, fiscal, monetary, ...
- What conditions are necessary at the macroeconomic level for companies to grow?

Topic 3. Policies and limits to growth in the company

- Types of growth: internal and external.
- Competitiveness
- The size of the companies
- Small and medium-sized enterprises: indicative parameters
- Financial policy in growth.

Topic 4. Globalization and internationalization as a growth policy

Topic 5. The multinational or transnational company

- Growth strategies of multinationals
- The dimension of multinationals
- Transfer pricing
- The tax problems of the different countries: control of transfer pricing

Topic 6. The crisis in growth: the turnaround

- Symptoms and indicators of the crisis
- The emergency plan
- The viability plan

Topic 7. Regulated growth and the capture of resources.

- Self-financing
- Raising resources via regulatory markets (takeover bids, IPOs, bonds)
- The Alternative Stock Market (MAB)
- The National Securities Market Commission (CNMV)
- Information transfer

Topic 8. External growth and M&A

- Procurement
- Mergers and takeovers
- Due Diligence and the Purchase Audit
- Regulatory aspects for the protection of minority shareholders, the market and the general interest.

Topic 9. Growth, value creation and valuation methods

Topic 10. Adaptation to change in organizations, the necessary ability of Management to do so.

Activities and Methodology

Title	Hours	ECTS	Learning Outcomes
Type: Directed			

Practices	17	0.68	3, 7, 10, 1, 11, 22, 13, 14, 18, 19, 17, 20, 21, 23, 9, 6
Theory	32.5	1.3	3, 12, 13, 18, 17, 20, 9, 6
Type: Supervised			
Tutorials	28	1.12	1
Type: Autonomous			
Study of the contents, resolution of exercises and monographic work.	70	2.8	2, 3, 7, 8, 10, 1, 11, 22, 12, 13, 14, 15, 18, 16, 19, 17, 20, 21, 23, 4, 9, 5, 6

Theoretical classes: The professor presents the subject matter, encouraging student participation.

Practical classes analyze and discuss exercises and case studies previously completed by the students.

Reading suggestions and discussion of current news related to the subject.

Use of AI

With the aim of guaranteeing coherence and transparency in the use of AI in subjects and specific assessable activities, the UAB has established different models of which this subject applies Model 2 - Restricted Use:

"For this subject, the use of Artificial Intelligence (AI) technologies is permitted exclusively in support tasks, such as bibliographic or information searches, text correction or translations. The student must clearly identify which parts have been generated with this technology, specify the tools used and include a critical reflection on how these have influenced the process and the final result of the activity. The lack of transparency in the use of AI in this assessable activity will be considered a lack of academic honesty and may lead to a partial or total penalty in the grade of the activity, or greater sanctions in serious cases."

Annotation: Within the schedule set by the centre or degree programme, 15 minutes of one class will be reserved for students to evaluate their lecturers and their courses or modules through questionnaires.

Assessment

Continuous Assessment Activities

Title	Weighting	Hours	ECTS	Learning Outcomes
Class exercises	0.2	0	0	2, 3, 7, 8, 10, 1, 11, 12, 13, 14, 15, 18, 16, 19, 17, 20, 21, 23, 4, 5, 6
Exam	0.5	2	0.08	2, 3, 7, 8, 22, 12, 14, 15, 18, 16, 21, 9, 5, 6
Work exposure	0.3	0.5	0.02	10, 1, 11, 13, 19, 17, 20, 23, 4

The final grade will be the weighted average of each of the following activities:

- 20% participation in class and classroom exercises.
- 30% presentation of a work on one of the topics of the subject.

c) 50% final exam composed of a theoretical part and a practical part.

The minimum grade of the exam to be able to calculate the weighted average is a 4. If a student does not obtain this minimum grade, he or she is suspended and may take the exam if the exam grade is higher than 3.5 and less than 4.

A student will receive the grade of NO assessable when they have not participated in at least 25% of the evaluation activities.

If the student obtains a grade, result of the indicated average, greater than or equal to 3.5 and less than 5, he/she may take the retake exam which, if passed, entitles him/her to a maximum grade equal to 5. If the retake exam is failed, the grade of the continuous evaluation is maintained.

Calendar of evaluation activities

The dates of the different assessment tests (classroom exercises, submission of assignments, etc.) will be announced well in advance during the semester.

The date of the final exam of the subject is scheduled in the Faculty's exam calendar.

"The scheduling of the evaluation tests may not be modified, unless there is an exceptional and duly justified reason why an evaluation act cannot be carried out. In this case, the persons responsible for the degrees, after consulting the teaching staff and the students concerned, will propose a new programme within the corresponding teaching period." **Article 264(1). Calendar of evaluation activities. UAB Academic Regulations.**

Students of the Faculty of Economics and Business who, in accordance with the previous paragraph, need to change an evaluation date must submit the request by filling in the document Application for rescheduling test https://eformularis.uab.cat/group/deganat_feie/nou-reprogramacio-de-proves

Qualification review procedure

Coinciding with the final exam, the day and medium on which the final grades will be published will be announced. In the same way, the procedure, place, date and time of the review of exams will be informed in accordance with the regulations of the University.

Recovery Process

"To participate in the recovery process, students must have previously been evaluated in a set of activities that represents a minimum of two thirds of the total grade of the subject or module." Article 261(2). The recovery. UAB Academic Regulations. Students must have obtained an average grade of the subject between 3.5 and 4.9.

The date of this test will be scheduled in the Faculty's exam calendar. The student who takes it and passes it will pass the subject with a grade of 5.0. Otherwise, it will maintain the same grade.

Irregularities in evaluation acts

Without prejudice to other disciplinary measures that are deemed appropriate, and in accordance with current academic regulations, *"in the event that the student makes any irregularity that may lead to a significant variation in the grade of an evaluation act, this evaluation act will be graded with a 0, regardless of the disciplinary process that may be instructed. In the event that there are several irregularities in the evaluation acts of the same subject, the final grade of this subject will be 0"*. Article 266(10). Results of the evaluation. UAB Academic Regulations.

This subject does not provide for a single assessment.

Bibliography

Porter, M. E., Kramer, M. R., & Lorsch, J. W. (2009). *Ser competitivo* (pp. 624-624). Barcelona: Deusto.

Nueno, P. (1997). *Reflotando la empresa: corporate turnaround*. Deusto.

Richard, A., & Brealey, A. (2023). *Principios de finanzas corporativas*. McGraw-Hill Interamericana.

Fernández, P. (2005). Creación de valor para los accionistas: definición y cuantificación. *UCJC Business and Society Review (formerly known as Universia Business Review)*, (6).

Rojo Ramírez, A. A. (2007). *Valoración de empresas y gestión basada en valor*. Ediciones Paraninfo, SA.

Equipo economistas DVE (2009), *Cómo sanear una empresa*. De Vecchi Editorial

Documento de la AECA, El crecimiento de la Empresa

Pedrosa Negrete, F. (2016), *El crecimiento de la Empresa*. Artículo

Las operaciones corporativas - varios artículos y tratados

Software

Excel

Groups and Languages

Please note that this information is provisional until 30 November 2025. You can check it through this [link](#). To consult the language you will need to enter the CODE of the subject.

Name	Group	Language	Semester	Turn
(PAUL) Classroom practices	1	Spanish	second semester	afternoon
(TE) Theory	1	Spanish	second semester	afternoon