

The graphic consists of a large white circle with a blue and green border. The blue border is on the left and top, while the green border is on the right and bottom. The text is centered within the white circle.

Week 3  
*(31 Jan & 02 Feb):  
Rapid Prototypes with  
Arduino & Business Plan  
Fundamentals &  
Introduction to  
Altman Z-Score*

# EIP Week 3: Teaching Objectives & Learning Outcomes: Altman Z-Score & Business Plans Fundamentals

## **Main Topics, Required Readings, & Lecture Themes for the Week**

(Reflect on Findings as a Team/Class on Tuesdays during Weekly Discussions)

1. Disciplined Entrepreneurship, Pages 49-68
  - Build an End-User Profile
  - Calculate the Total Addressable Market (TAM) for the Beachhead Market
2. Development As Freedom, Page 87-145
  - Poverty as Capability Deprivation
  - Income Poverty and Capability Poverty
  - Unemployment and Capability Deprivation
  - Health and Capability Deprivation
  - The Historical Role of Women and Capability Deprivation
  - Markets and Social Opportunity
  - Interdependence and Public Goods
3. Soul of a New Machine, Pages 103-139
  - Reverse Engineering for Success (Chapter 6)
  - Designing Hardware For Market Launch (Chapter 7)
4. Edward Altman Z-Score
  - [Financial ratios, discriminant analysis and the prediction of corporate bankruptcy, Edward Altman, 1968](#)

## **In-Class Student and Course Organiser Tasks for Theme of the Week**

Ndali Liita EIP Lesson 3: Fundamentals of *Business Plans*; and **Budgeting Fundamentals through the Altman Z-Score**

### **Key Student Class Tasks for Week-3:**

- Students Unpack the Important Components of a Financial Statement
- Students Continue Review Disciplined Entrepreneurship Website/Structure/Model
- Review Business Model Navigator: For Thinking about Business Plan
- Each Group will have Private Groups Access to Teams Channels
- Using the Altman Z-Score Framework for calculating the potential bankruptcy of a specific-sized company: Students will learn to identify and analyse the key business operations processes and components that make up a financial statement; and why the various components of a Profit and Loss Statement are useful guides (but not the only guides) for evaluating the “health” of a company based on its publicly available data.

### **Hardware and Software Labs for Week-3:**

- Tuesday Lab : Continued Introduction Microsoft TEAMS
- Thursday Lab 1: Altman Z-Score Data Analysis
- Thursday Lab 2: Arduino Introduction – Haptic Buzzers with Pancake Motors and IMU’s (compass, gyro, accelerometer, magnetometers)