



POLITÉCNICA

INTERNATIONAL  
CAMPUS OF  
EXCELLENCE

COORDINATION PROCESS OF  
LEARNING ACTIVITIES  
PR/CL/001



E.T.S. de Ingenieros  
Informáticos

# ANX-PR/CL/001-01

## LEARNING GUIDE

### SUBJECT

**103000846 - Launching Of Ict Product/services To The Market**

### DEGREE PROGRAMME

10AZ - Master Universitario En Innovación Digital

### ACADEMIC YEAR & SEMESTER

2025/26 - Semester 2

## Index

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### Learning guide

1. Description.....	1
2. Faculty.....	1
3. Skills and learning outcomes .....	2
4. Brief description of the subject and syllabus.....	3
5. Schedule.....	5
6. Activities and assessment criteria.....	7
7. Teaching resources.....	9

## 1. Description

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### 1.1. Subject details

<b>Name of the subject</b>	103000846 - Launching Of Ict Product/services To The Market
<b>No of credits</b>	2 ECTS
<b>Type</b>	Compulsory
<b>Academic year of the programme</b>	First year
<b>Semester of tuition</b>	Semester 2
<b>Tuition period</b>	February-June
<b>Tuition languages</b>	English
<b>Degree programme</b>	10AZ - Master Universitario en Innovación Digital
<b>Centre</b>	10 - E.T.S. De Ingenieros Informáticos
<b>Academic year</b>	2025-26

## 2. Faculty

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### 2.1. Faculty members with subject teaching role

<b>Name and surname</b>	<b>Office/Room</b>	<b>Email</b>	<b>Tutoring hours *</b>
Federico Garcia-Linares Fontes		f.garcia-linares@upm.es	--
Jose Maria Cuellar Del Rio		josemaria.cuellar@upm.es	Sin horario.
Jose Nicanor Franco Riquelme (Subject coordinator)		j.franco.riquelme@upm.es	--

\* The tutoring schedule is indicative and subject to possible changes. Please check tutoring times with the faculty member in charge.

## 3. Skills and learning outcomes \*

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### 3.1. Skills to be learned

CB09 - Que los estudiantes sepan comunicar sus conclusiones y los conocimientos y razones últimas que las sustentan a públicos especializados y no especializados de un modo claro y sin ambigüedades

CE-EIT05 - Capacidad para definir el plan de marketing y su expansión internacional para un producto o servicio tecnológico, negociando con otros actores en el área TIC su participación en la cadena de valor, creando una estructura comercial y una estrategia de precios.

CG03 - La capacidad de usar la lengua inglesa de manera competente, es decir, con capacitación para tareas complejas de trabajo y estudio.

CG04 - La capacidad de toma de decisiones y liderazgo de equipos, basada en una comprensión holística de las contribuciones de la educación superior, la investigación y las empresas para la creación de valor, en equipos y contextos de tamaño limitado.

CG05 - Comprensión de los principios de la gestión de proyectos, riesgo y cambio, así como poseer la capacidad de aplicar metodologías y procesos para gestionar proyectos y mitigar los riesgos.

CG06 - Capacidad para gestionar la información.

CG07 - Capacidad de trabajar y comunicarse también en contextos internacionales.

CG08 - La capacidad de traducir innovaciones en soluciones comerciales factibles.

CG09 - La capacidad de transformar las experiencias prácticas en problemas y desafíos de investigación.

## 3.2. Learning outcomes

RA84 - Perform a business solution planning and development process (dynamics of developing the business, organization needed to implement it, go-to-market)

RA79 - Identify and assess the impact of ICT technologies and innovations in a thematic area, on its markets and stakeholders (competitors, alliances, networks) and the business opportunities they offer.

RA92 - Develop a business plan and commercial projects client oriented

\* The Learning Guides should reflect the Skills and Learning Outcomes in the same way as indicated in the Degree Verification Memory. For this reason, they have not been translated into English and appear in Spanish.

## 4. Brief description of the subject and syllabus

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### 4.1. Brief description of the subject

- Understanding the IT sector in the EU: towards digital economy
- Structure of the ICT sector in the EU
  
- Introduction to the specificities of digital products and services
  
- Digital marketing
  
- Early-stage internationalization (comparison with other regions). Where should you locate your company? Role of clusters, co-working spaces and centres for innovation support
  
- What happens when the product/service is already in the market?

## 4.2. Syllabus

1. Understanding the sector: towards digital economy
2. Structure of the ICT sector
3. Market analysis
4. Customer segmentation
5. Beta testing
6. Road-mapping
7. Pricing strategies
8. Launching strategy: digital marketing

## 5. Schedule

### 5.1. Subject schedule\*

Week	Type 1 activities	Type 2 activities	Distant / On-line	Assessment activities
1	<b>Tema 1</b> Duration: 01:45 Lecture			<b>Test</b> Individual work Progressive assessment Presential Duration: 00:15
2	<b>Tema 2</b> Duration: 01:45 Lecture			<b>Test</b> Individual work Progressive assessment Presential Duration: 00:15
3	<b>Tema 3</b> Duration: 01:45 Lecture			<b>Test</b> Individual work Progressive assessment Presential Duration: 00:15
4	<b>Tema 4</b> Duration: 01:45 Lecture			<b>Test</b> Individual work Progressive assessment Presential Duration: 00:15
5	<b>Tema 5</b> Duration: 01:45 Lecture			<b>Test</b> Individual work Progressive assessment Presential Duration: 00:15
6	<b>Tema 6</b> Duration: 01:45 Lecture			<b>Test</b> Individual work Progressive assessment Presential Duration: 00:15
7	<b>Tema 7</b> Duration: 01:45 Lecture			<b>Test</b> Individual work Progressive assessment Presential Duration: 00:15
8	<b>Tema 8</b> Duration: 01:45 Lecture			<b>Test</b> Individual work Progressive assessment Presential Duration: 00:15
9				<b>Trabajo final</b> Group work Progressive assessment Presential Duration: 02:00  <b>Test final</b> Individual presentation Global examination

				Presental Duration: 02:00
10				
11				
12				
13				
14				
15				
16				
17				

Depending on the programme study plan, total values will be calculated according to the ECTS credit unit as 26/27 hours of student face-to-face contact and independent study time.

## 6. Activities and assessment criteria

### 6.1. Assessment activities

#### 6.1.1. Assessment

Week	Description	Modality	Type	Duration	Weight	Minimum grade	Evaluated skills
1	Test	Individual work	Face-to-face	00:15	10%	5 / 10	CG03 CG04 CG05 CG06 CG07 CG08 CG09 CE-EIT05 CB09
2	Test	Individual work	Face-to-face	00:15	10%	5 / 10	CG03 CG04 CG05 CG06 CG07 CG08 CG09 CE-EIT05 CB09
3	Test	Individual work	Face-to-face	00:15	10%	5 / 10	CG03 CG04 CG05 CG06 CG07 CG08 CG09 CE-EIT05 CB09
4	Test	Individual work	Face-to-face	00:15	10%	5 / 10	CG03 CG04 CG05 CG06 CG07 CG08 CG09 CE-EIT05 CB09

5	Test	Individual work	Face-to-face	00:15	10%	5 / 10	CG03 CG04 CG05 CG06 CG07 CG08 CG09 CE-EIT05 CB09
6	Test	Individual work	Face-to-face	00:15	10%	5 / 10	CG03 CG04 CG05 CG06 CG07 CG08 CG09 CE-EIT05 CB09
7	Test	Individual work	Face-to-face	00:15	10%	5 / 10	CG03 CG04 CG05 CG06 CG07 CG08 CG09 CE-EIT05 CB09
8	Test	Individual work	Face-to-face	00:15	10%	5 / 10	CG03 CG04 CG05 CG06 CG07 CG08 CG09 CE-EIT05 CB09
9	Trabajo final	Group work	Face-to-face	02:00	20%	5 / 10	CG03 CG04 CG05 CG06 CG07 CG08 CG09 CE-EIT05 CB09

### 6.1.2. Global examination

Week	Description	Modality	Type	Duration	Weight	Minimum grade	Evaluated skills
9	Test final	Individual presentation	Face-to-face	02:00	100%	5 / 10	CG03 CG04 CG05 CG06 CG07 CG08 CG09 CE-EIT05 CB09

### 6.1.3. Referred (re-sit) examination

No se ha definido la evaluación extraordinaria.

## 6.2. Assessment criteria

Participación en clase, ejercicios y comentarios de lecturas: 60% de la nota.

Trabajo final: 40%

## 7. Teaching resources

### 7.1. Teaching resources for the subject

Name	Type	Notes
Lectura sobre artículo de innovación	Others	