

SUBJECT GUIDE

<u>Course title</u>	ENREPRENEURSHIP
<u>Specialization</u>	Management
<u>Form of study</u>	Full time
<u>Qualification level</u>	Level II
<u>Year</u>	I
<u>Semester</u>	I
<u>Unit running the program</u>	Department of Regional Science and Eco-Innovations Management
<u>Author</u>	dr hab. Piotr Pachura, prof. P.Cz.
<u>Profile</u>	General academic
<u>Course type</u>	Basic
<u>Number of ECTS credits</u>	6

COURSE TYPE – NUMBER OF SEMESTER HOURS

LECTURE	CLASSES	LABORATORY	PROJECT	SEMINAR
30E	30			

COURSE PURPOSES

C1. The aim of the course is to equip students with the practical skills of planning, evaluation and controlling of own business.

C2. The aim of the course is to acquire skills of entrepreneurs (registration procedures of economic activity), to raise funds for private business, and to resolve problems of the modern enterprise.

INITIAL REQUIREMENT FOR THE KNOWLEDGE, ABILITIES AND OTHER COMPETENCES

1. Student knows the basic concepts of management science.
2. Student knows the techniques of creative problem solving.
3. Student is able to solve the task related to case study.
4. Student has the skills in presentation and participate in substantive discussions.

THE EFFECTS OF EDUCATION

- EK 1** Student understands the importance of entrepreneurship in the management and its impact on the economies.
- EK 2** Student is able to formulate entrepreneurial solutions.
- EK 3** Student has the skills in planning their own business.
- EK 4** Student is able to identify desirable traits and entrepreneurial attitudes of people.

COURSE CONTENT

Form of teaching - LECTURES 15 hours	Number of hours
L1 - Introduction to the course. Presentation of the basic concepts and the essence of entrepreneurship.	1
L2 - Types of entrepreneurship and entrepreneurial organizations.	1
L3 - Entrepreneur, internal, entrepreneurship, external entrepreneurship.	1
L4 - Characteristics of entrepreneurial people.	1
L5 - Entrepreneurial orientation.	1
L6 - Entrepreneurship as a process.	1
L7 - Identification and evaluation of opportunities for business development.	1
L8 - Projects planning.	1
L9 - Provide resources and conditions for the implementation of the entrepreneurial plan.	1
L10 - Infrastructure supporting entrepreneurship.	1
L11 - International Entrepreneurship.	1
L12- L13 - Planning in the organization. Planning stages.	2
L14 – L15 - Today's business development strategies.	2
Form of teaching – CLASS 30 hours	Number of hours
C1 – C2- Introductory class - purpose, curriculum and evaluation. Overview and practical formula "brainstorming" testing.	2
C3 – C5 - General characteristics of the entrepreneur - Definition of entrepreneurs in the literature. Theories entrepreneurs.	3
C6 – C7 - Characteristics of the modern entrepreneur.	2

C8 – C9 - Entrepreneur as an organizer of production and changes in the company.	2
C10 – C12 - Factors determining the effectiveness of entrepreneurial activities.	3
C13 – C16 - Independent and corporate entrepreneurship. Individual and team entrepreneurship.	4
C17 – C18 - Negotiations in the activities of the entrepreneur.	2
C19 – C22 - Institutional support for innovative projects.	4
C23 – C26 - Business plan and its structure, forms of raising capital - sources of funding and sources of support and resources.	4
C27 – C29 - Developing and presentation the business plans – discussion.	3
C 30 – Final test.	1

TEACHING TOOLS

1. Textbooks and scripts
2. Case study and Projects
3. Presentation
4. Discussion

WAYS OF ASSESSMENT (F – FORMING, P – SUMMARY)

- F1. Presentation of performed tasks.
 F2. Active participation in classes.
 P1. Written test.
 P2. Written exam.

STUDENT WORKLOAD

Form of activity	Average number of hours for realization of the activity
Contact hours with the teacher	60
Preparation for class	39
Power Point presentation development	28

Presence at consultation	20
Presence at exam	3
TOTAL NUMBER OF HOURS / ECTS POINTS FOR THE COURSE	150 / 6 ECTS

BASIC AND SUPPLEMENTARY LITERATURE

Basic literature

1. Chosen by students articles from different journals for example *Polish Journal of Management Studies*, Czestochowa, 2018.
2. Pachura P., Nitkiewicz T., Maltovicova K., Maltovic R., *Identyfification of Intellectual Capital Performance Using Data Envelopment Analysis*, Spronger, Cham, 2018
3. Pachura P., Hajek P., Prochazka O., *Fuzzy Cognitive Maps Based on Text Analysis for Supporting Strategic Planning*, IEEE, New York, 2017.
4. Cardenas B., *Topics in Entrepreneurship*, Nova Science Publishers, New York, 2013.
5. Gudkova S., *Exploring Entrepreneurship: Inspirations from the Field*, Kozminski University, Warszawa, 2015.

Supplementary literature

1. Sasin R., *Entrepreneurship Training*, Wydawnictwo Szkoły Głównej Handlowej, Warszawa, 2015.
2. Borowiecki R., Jaki A., *Enterprises in the Face of 21st Century Challenges: Development, Management, Entrepreneurship*, University of Economics, Kraków, 2008.

TEACHERS (NAME, SURNAME, ADRES E-MAIL)

1. Piotr Pachura, piotr.pachura@wz.pcz.pl
2. Katarzyna Rozpondek, katarzyna.rozpondek@wz.pcz.pl

MATRIX OF REALIZATION OF EDUCATION EFFECTS

The effect of education	Reference to the effects of the defined effects for the entire program (PEK)	Course aims	Course content	Teaching tools	Evaluation method
EK 1	K_W02, K_W12, K_U03, K_U05, K_K01, K_K06	C1- C2	L1 – L7, C8- C16, C30	1, 2, 3, 4	F1, F2, P1, P2

EK 2	K_W11, K_W12, K_U03, K_U05, K_U09, K_K01, K_K06	C1- C2	L5 – L9, C1- C30,	1, 2, 3, 4	F1, F2, P1, P2
EK 3	K_W11, K_W12, K_U03, K_U05, K_U09, K_K01, K_K06	C1-C2	L7 – L15, C19 – C30	1, 2, 3, 4	F1, F2, P1, P2
EK 4	K_W09, K_W11, K_U03, K_U05, K_K01, K_K06	C1-C2	L1 – L15, C1- C9, C17- C18, C30	1, 2, 3, 4	F1, F2, P1, P2

EVALUATION FORM - DETAILS

	For a grade of 2	For a grade of 3	For a grade of 4	For a grade of 5
EK 1	The student does not understand the importance of entrepreneurship.	Student is able to discuss the concept of entrepreneurship	Student is able to discuss the concept of entrepreneurship and entrepreneurial people.	Student is able to discuss the concept of entrepreneurship and entrepreneurial people and to analyze the impact of entrepreneurship on economic development.
EK 2	The student is not able to formulate entrepreneurial solutions	Student is able to find the entrepreneurial problems.	Student is able to find and analyze problems and outline entrepreneurial solutions.	Student is able to find and analyze problems and provide full entrepreneurial concept solutions.
EK 3	The student is not able to prepare your own business plan	Student is able to produce a preliminary plan for your business.	The student is able to draw up a concept of business.	The student is able to draw up their own business concept with an analysis of the external environment conditions.
EK 4	The student is not able to identify and assess the characteristics and	Student is able to discuss the basic features of entrepreneurial	Student is able to present a full catalog of entrepreneurial features.	Student is able to present a full catalog of features and characterize individual

	attitudes of entrepreneurs.	people.		entrepreneurial attitudes.
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OTHER USEFUL INFORMATION ABOUT THE SUBJECT

1. Information where students can get acquainted to the classes, instructions to the lab, etc. - the information is presented to students during the first class, if required they are sent via email to the email addresses of groups of students.
2. Information about the schedule of classes - information can be found on the department's website.
3. Information about the time and date of classes - information can be found on the department's website.
4. Information for consultation (time + location) - are given to students at the first meeting and can also be found on the department's website or in the information display case of the Department of Regional Science and Eco-Innovations Management.

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Author's signature