

General information			
Course co-ordinator		Zrinski Pelajić, M.Sc., Lecturer	
Course title		ENTERPRENEURSHIP	
Study programme		Professional undergraduate study Accounting and Finance	
Course status		Obligatory	
Year	Semester	1	II
Value of credits and lecturing procedures		ECTS	4
		Number of hours (Lectures+Exercises+Seminars)	45 (30+15+0)

1. COURSE DESCRIPTION
<i>1.1. Objectives</i>
The objectives of the course comprise understanding of the ways of organizing an entrepreneurial process, defining the elements necessary for realization of an entrepreneurial process. In addition, the objectives comprise the acquisition of necessary knowledge and skills necessary for organizing and conducting entrepreneurial activities, as well as developing of analysing competences and comprehending business situations in which entrepreneurs perform their activities. The students should master the expertise significant for performing planning activities and give their contribution to development of entrepreneurial potential.
<i>1.2. Course enrolment conditions</i>
None
<i>1.3. Expected outcomes of the course</i>
<ol style="list-style-type: none"> 1. to recognize the ways of organization of an entrepreneurial process 2. to interpret the elements significant for the realization of an entrepreneurial process 3. to categorize and differentiate the necessary expertise and skills significant for organization and realization of entrepreneurial activities 4. to provide a critical review of business situations in which entrepreneurs perform their activities 5. to present important factors for planning of entrepreneurial activities
<i>1.4. Course contents</i>
Entrepreneurship in Economic Theory. Entrepreneurship and Economic Development. Entrepreneurship and Entrepreneurial Economy. Future of Entrepreneurship. Entrepreneur and Small-sized Company. Characteristics and Types of Entrepreneurs. Sources of Entrepreneurship. Models of Entrepreneurship. Conditions for Entrepreneurship Development. Innovation and Entrepreneurship. Entrepreneurship and Small Businesses. Lifecycle of a Small Business. The Underlying Causes of Failure. Types of Entrepreneurial organization: companies, sole traders, cooperatives, activities of free professions. Entrepreneurial Alternatives. Establishing a New Company. Buying an Existing Company. Franchising. Inheritance of an Enterprise. Entrepreneurship Project - Business Plan. Entrepreneurial Venture and Entrepreneurial Chain Development. Defining a Business Concept, Creating a Business Plan. Creating a Business Plan: an analysis of one's own abilities and capabilities, choice of products or services, market research, forecasting sales revenue. Creating a Business Plan: selecting a location, making a production plan, making a marketing plan, making a plan of organisation, making a financial plan. Creating a Business Plan: Evaluating the economic justification of a new company. Concept and Calculation Elements. Calculation Methods. Measures of Business Success. Presentation of Business Plan. The Results of a Small Business. Encouraging Entrepreneurship Development. EU and Entrepreneurship. Entrepreneurship in Transition Countries and the Republic of Croatia. Strategic Determinants and Goals of Entrepreneurship Development in Croatia. Programs and Incentives for Entrepreneurship Development in Croatia.

1.5. Teaching methods		<input checked="" type="checkbox"/> lectures <input type="checkbox"/> instruction <input checked="" type="checkbox"/> guided discovery learning <input checked="" type="checkbox"/> discussion <input checked="" type="checkbox"/> group/team learning <input type="checkbox"/> _____					
1.6. Comments							
1.7. Students' obligations							
Attendance – part time students are expected to be present 50% of teaching hours, whereas full time students should be present 70%.							
1.8. Monitoring students' accomplishments							
Attendance	0.5	Student's activity during lectures	0.5	Seminar paper		Experimental work	
Written exam	2	Oral exam		Essay		Research work	
Project		Permanent testing of student's knowledge		Written presentation		Practical work	
Portfolio		Independent task solving	1				
1.9. Measuring the achievements of learning outcomes and evaluation and assessment of the results of students' work							
The workload factor of each learning outcome stated in the Chapter 1.3. totals 1. A half of the workload factor for each learning outcome represents a minimum threshold for the achievement of the this learning outcome. Student's activity and independent task solving are evaluated during teaching hours. Two mid-term exams are taken within the semester. The final exam is in a written form. If the students want a higher grade, they are obliged to take the oral exam. The final grade is based on the total sum of grades obtained in the written exam (80%) and the independent task solving (20%).							
1.10. Obligatory literature							
<ol style="list-style-type: none"> Teaching materials and presentations published on EduNeta, author Voloder, Ivica (2018.), Teaching materials: Entrepreneurship, Ivica Voloder, 2018/2019. Belak, V., Menadžment u teoriji i praksi, Belak Excellens d.o.o., Zagreb, listopad 2014. 							
1.11. Optional literature							
<ol style="list-style-type: none"> Buble, M., Kružić, D.: "Poduzetništvo - realnost sadašnjosti i izazov budućnosti", RRIF plus d.o.o., Zagreb, 2006. Voloder, I., "Otpori promjenama u poduzećima", RRIF plus, Zagreb, 12/2016. Str. 302.-309. Voloder, I., "Kako upravljati tvornicama inovacija", RRIF plus, Zagreb, 10/2016., str. 198 - 202. Fried, J., Hansson, H., It Doesn't Have to Be Crazy at Work, HarperCollins, USA, 2018 Wainwright T., Narconomics: How To Run A Drug Cartel, The Economist, UK, 12/2016. 							
1.12. Quality control which ensures the acquisition of the corresponding knowledge, skills and competences after the completion of the study.							
At the end of the semester the students fill in an anonymous questionnaire. The comments, suggestions and information in the questionnaire and the evaluation procedures are to be used to improve lectures, exercises and other ways of work with students. Self-evaluation of teaching stuff is aimed at making some corrections in order to improve the quality of teaching.							

1.13. *Expected competences*

- social and civil competences
- entrepreneurial skills