



**University of Prizren “Ukshin Hoti”**

**Fakulty Ekonomik**

**Program: International management**

Course Program – SYLLABUS							
Level of studies	Bachelor	Program	International Management	Academic year	2019/20		
COURSE TITLE		ENTREPRENEURSHIP					
Year	Second	Course status	Mandatory	Code		ECTS	5
Semester	IV			Teaching weeks		Lectures	Seminars
LECTURING WEEKS		15			2		2
Teaching methodology		Intercative lectures, in-class discussion, seminars, papers, tests.					
Consultation							
Course Professor		Dr.Sc. Behxhet Brajshori		e-mail	<a href="mailto:bbrajshori@hotmail.com">bbrajshori@hotmail.com</a>		
				Tel.	044507018		
Course assistant				e-mail			
				Tel.			

Course objectives	Learning Outcomes
The course aims to conceptually present the complexity of development and growth of a new business, including the assessment of the advantages or strengths and weaknesses, opportunities and threats that surround the business environment. The course provides basic knowledge on theoretical and practical issues in the field of entrepreneurship and small enterprises, testing ideas, innovation, assessing opportunities, buyers, business plans, market, E-market and launching joint investments.	Students will develop their skills needed for a successful entrepreneur. They will analyze the specific aspects they will face while developing entrepreneurship and acquire the necessary skills in efficient resource management.

<b>The methodology for the realization of course topics</b>	
Lectures, interactive approach, consultations, seminars, papers.	
<b>Conditions for realization of lecture topics</b>	
Revelante literature, use of IT tools.	
Evaluation methods (in %)	

Seminar paper	Evaluation in %	Final grade
	Up to 10 points and those points are included in the total points reached from the first mid-term test and final exam.	51-61% = Grade 6 61-70% = 7 71-80% = 8 81-90% = 9 91-100% = 10
	- Mid-term exam	50% of the possible points + 1, the mid-term exam is considered as successfully passed and the points from it will be added to the points reached in the final exam.
- Final Exam	50% of the possible points +1, the final exam is considered as successfully passed. Those points will be added by the points gained in the mid-term exam to make the final evaluation. Points from the mid-term exam and seminar paper will be taken into account for the finale grade (if the final exam is passed), only in the first final exam after the end of lectures.	
<b>Note:</b> The points scored in exam will be added by the points gained from seminar/assignment		

### Obligations for students

**Lectures:** To participate regularly in lectures, to be active, to use all possibilities to gain new knowledge, to use the basic literature and are highly encouraged to use additional literature as well, to respect the students code of ethics.

**Seminars:** Students are expected to be active and reflect readiness and knowledge for initiatives, ideas and demonstrate the knowledge they have gained during the lectures.

### Students' workload for the course

Activities	Hours	Days/Weeks	Total
Lectures	2	15 Weeks	30
Seminars	2	15 Weeks	30
Practical work			
Consultations with the professor	1	15 Weeks	15
Practice in the field			
Seminar Papers and scientific researches	1	15 Weeks	15
Homeworks			
Time of self studying	2	10 Weeks	20
Time spent on evaluation (tests, quizzes, final exam)	1	15 Weeks	15
Projects, presentations			

Note: 1 ECTS = 25 obligated hours, e.g, if the course has 5 ECTS, students have to participate 125 hours during the semester.	Total:	125
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Week	Lecture	Hours	Seminar	Hours
1.	Topics	3	Topis	2
	General introduction to the subject, what is entrepreneurship, definitions, entrepreneurship as social technology, who is an entrepreneur, the behavior of entrepreneurs, business wishes and what are entrepreneurs?		Questions for discussions	
2.	Market analysis and research, identification of opportunities, creativity, innovation, problem solving, encouragement of creativity, sources of innovative opportunities.	3	Questions for discussions and examples	2
3.	Feasibility study, the feasibility process, self-analysis, action plan.	3	Examples	2
4.	Testing the entrepreneurial idea, prospective buyer.	3	Examples	2
5.	The Business Plan, industry and business 'environment' analysis.	3	Examples of business plan	2
6.	Marketing Plan and Financial Plan	3	Examples	2

7.	Production plan, plan and organizational format, operational plan.	3	Examples	2
8.	Mid-term exam Consultation	3		2
9.	Get ready and go, Managing the company, building the business	3	Practical examples, interactive discussions	2
10.	Management style, human resources, right people.	3	Practical examples, interactive discussions	2
11.	Management style, human resources, right people, inventory management, financial management, loan.	3	Practical examples, interactive discussions	2
12.	International Business Opportunities, Expansion and Change of Management	3	Examples and discussions	2
13.	Managing human potential (human potential planning, source and methods of employee acceptance/hiring), -Motivation and leadership (motivation, leadership, knowledge management). - Control and evaluation (understanding of control, control effectiveness, total quality management, trends in financial control)	3	Examples	2

14.	Funding, problems, understanding and forms of funding. -Financial structure (vertical and horizontal). Expenditures and Expenditures Management. - Understanding and types of spending	3	Examples and discussions	2
15.	The ratio between expenditures and effects (their harmonization). - Coverage point - Expenditures management - Preperation for the exam	3	Examples and consultations for the final exam	2

Literature
1. Dr. Emeric Solymossy and Dr. Safet Merovci, "ENTREPRENEURSHIP", University of Prishtina, Faculty of Economics. 2. Djuro HORVAT, Zeljko Tinter – " ENTREPRENEURSHIP", University College "VIKTORIA & Scientific Research Institute", Prishtina, 2008. 3. Danda, MASHT, "ENTREPRENEURSHIP". 2011 4. Online researches.
Remarks
Remarks for student