

FUNDAMENTALS OF ENTREPRENEURSHIP

COURSE SYLLABUS

Code and name of specialty	073 – Management	Institute	Institute of Education and Science in Economics, Management and International Business
Program name	Management of Organizations and Administration / Business Administration	Department	Business, trade and products expertise
Type of program	Educational and Professional	Language of instruction	English / Ukrainian

LECTURER

Oleksandr Bilotserkivskyi, alexander.belotserkovsky@khpi.edu.ua



PhD (Technics), Associate Professor of Business, Trade and Products Expertise Department (NTU “KhPI”). Authored and co-authored over 150 scientific publications. Courses: Fundamentals of entrepreneurship, Food products 1, Food products 2, Technology entrepreneurship and exchange activity, Commercial logistics, International technical regulation

GENERAL DESCRIPTION OF THE COURSE

Summary	This course defines the knowledge and skills necessary for the effective foundation and development of your own business in modern economic conditions, selecting the optimal organizational and legal form of implementation business activities.						
Course objectives	<ul style="list-style-type: none">● to form students’ skills and abilities necessary for launching their own business;● to master the basic principles and rules of business regulation in the current context;● to study basic methods and tools to justify decisions on the establishment and operation of business structures, including trade and exchange organizations						
Types of classes and control	Lectures, workshops, consultations. The course ends with a final test						
Term	1						
Student workload (credits) / Type of course	5 / Mandatory	Lectures (hours)	32	Workshops (hours)	32	Self-study (hours)	86

Program competences

GC04. The ability to apply knowledge in practical situations.
 GC05. Knowledge and understanding the subject area and understanding the professional activity.
 GC09. The ability to learn and to master modern knowledge.
 GC12. The ability to generate new ideas (creativity).

	GC15. The ability to act on the basis of ethical grounds (reasons).	
Learning outcomes	Teaching and learning methods	Forms of assessment (continuous assessment CAS, final assessment FAS)
LO01. To know the rights and duties as a member of society, be aware of the values of civil society, the rule of law, human and citizen rights, and freedoms in Ukraine.	Interactive lectures with presentations, discussions, workshops, case-based learning	Written assignment (CAS), practical assessment (CAS), online tests (CAS), test in the form of report (FAS)
LO07. To show skills of organizational planning.	Interactive lectures with presentations, discussions, workshops, project-based learning, teamwork	Written individual assignments (CAS), peer small group presentations (CAS), online tests (CAS), oral presentation of the project (FAS), test in the form of report (FAS)
LO15. To show the ability to act socially responsibly and socially consciously on the basis of ethical reasons (motives), respect for a variety, and interlevel of culture.	Research work (fieldwork), workshops, case-based learning, individual and teamwork	Written assignment (CAS), practical assessment (CAS), data collection and reporting on fieldwork (CAS), test in the form of report (FAS)
LO16. To demonstrate skills of independent work, flexible thinking, openness to new knowledge, be critical and self-critical.	Research work (fieldwork), workshops, project-based learning, individual and teamwork	Written assignment (CAS), data collection and reporting on fieldwork (CAS), oral presentation of the written report (FAS)

ASSESSMENT AND GRADING

Ranges of points corresponding to grades	Total score (points) for all types of learning activities	ECTS grading scale	The national grading scale	Allocation of grade points	100% Final assessment as a result of Final test (40%) and Continuous assessment (60%). 40% Final test: report and its oral presentation 60% Continuous assessment: <ul style="list-style-type: none">• 40% practical assessment (including problem sheets, reporting on fieldwork, and case-studies);• 20% term control (2 online tests)
	90-100	A	excellent		
	82-89	B	good		
	74-81	C			
	64-73	D	satisfactory		
	60-63	E			
	35-59	FX	Unsatisfactory (with the test retake option)		
	1-34	F	Unsatisfactory (with mandatory repetition of the course)		

Course policy	Students are expected to attend classes regularly, to get to class on time and stay for the duration of the class. In the case of absence, students will be required to submit all assignments to make up for the missed classes. Students are also expected to come to class having read all the required material and being ready to productively participate in the class discussions. Written assignments should be submitted before the specified deadlines.
----------------------	---

COURSE STRUCTURE AND CONTENT

Lecture 1-2	The essence of entrepreneurship	Workshop 1-2	Preparatory stage in entrepreneurship		Self-testing to assess their own entrepreneurial abilities and likely opportunities to become an entrepreneur
--------------------	---------------------------------	---------------------	---------------------------------------	--	---

Lecture 3-4	Entrepreneurial idea and the mechanism of its implementation	Workshop 3-5	Development of an entrepreneurial idea	S e l f - s t u d y	Generating and evaluating a business idea (use an "idea map")
Lecture 5-6	Technology of starting your own business	Workshop 6-7	Development of constituent instruments for the creation of a business entity		Choice of organizational-legal form of management for the creation of a business entity, the formulation of the foundation agreement, the company's statute and registration card
Lecture 7-8	Economic freedom and entrepreneurship	Workshop 8-9	Pricing		Calculation of production and total cost, selling price, amount excise duty, revenue from product sales
Lecture 9-10	Enterprise costs and pricing policy of the enterprise	Workshop 10-11	Income distribution from entrepreneurship		Income distribution from entrepreneurship; calculation of dividends paid by a joint-stock company on ordinary and preferred shares, determination of profitability and market value of partial securities
Lecture 11-12	Finance and taxes	Workshop 12-13	Simple and compound interest		Calculation of the amount of interest and accrued amount on simple and compound interest
Lecture 13-14	Basics of business planning	Workshop 14-15	Technique of business planning		Studying materials on the structure and content of the business plan, reading recommended literature
Lecture 15-16	State regulation of entrepreneurship	Workshop 16	Inflation accounting		Calculation of inflation rates and inflation indices

RECOMMENDED READING

Compulsory	<ol style="list-style-type: none"> 1. Sangram, K.M. (2006) Fundamentals of Entrepreneurship, PHI Learning Pvt. Ltd. 2. Hitesh, S.V. (2014) Fundamentals of Entrepreneurship, Aph Publishing Corporation. 3. Burdus, E. (2010) <i>Fundamentals of Entrepreneurship</i>. Review of International Comparative Management, 11(1), 33-42. 4. Brannback, M., & Carsrud, A. (2016) Fundamentals for Becoming a Successful Entrepreneur: From Business Idea to Launch and Management, Pearson Education, Inc. 5. Mellor, R., & Coulton G. (2009) Entrepreneurship for Everyone. A Student Textbook, SAGE publication Inc. 6. Nieuwenhuizen, C. (2014) Basics of Entrepreneurship, Juta and Company (Pty) Ltd. 7. Scott, J.T. (2017) The Entrepreneur's Guide to Building a Successful Business. EFMD. 8. Основи підприємництва: теорія і практикум: навч. посіб. / Воронкова В.Г. та ін. Львів : ВД "Магнолія", 2009. 454 с. 	Additional	<ol style="list-style-type: none"> 1. Основи підприємництва: підручник / Біляк Т.О., Бірюченко С.Ю., Бужимська К.О., та ін. ; під заг. ред. Н.В. Валінкевич. Житомир: ЖДТУ, 2019. 493 с. 2. Підприємництво: підручник / С. В. Панченко, В. Л. Дикань, О. В. Шраменко [та ін.]. Харків : УкрДУЗТ, 2018. Ч. 1. Теоретичні основи організації підприємницької діяльності. 241 с. 3. Підприємництво: підручник / С. В. Панченко, В. Л. Дикань, О. В. Шраменко [та ін.]. Харків : УкрДУЗТ, 2018. – Ч. 2. Реалізація підприємницької діяльності у сучасних ринкових умовах. 228 с 4. Гаєвська Л. М. Підприємницька діяльність : підручник / Л. М. Гаєвська, О. І. Марченко ; Державна фіскальна служба України, Університет ДФС України . Ірпінь, 2019. 500 с. 5. Варналій З.С. Основи підприємництва: навч. посіб. Київ: Знання-Прес, 2002. 239 с. 6. Гонtareва І.В. Оцінювання системної ефективності функціонування і розвитку промислових підприємств: монографія. Харків: ВД "ІНЖЕК", 2011. 480 с. 7. Гой І.В., Смельянська Т.П. Основи підприємницької діяльності: навч.-метод. посіб. Хмельницький, 2012. 245 с. 8. Економіка та організація підприємницької діяльності: навч. посіб / За заг. ред. д.е.н. Н. В. Сментини. К: ФОП Гуляєва В.М, 2019. 320 с.
-------------------	--	-------------------	--

Academic integrity

Students are expected to adhere to the Code of Ethics of Academic Relations and Integrity of NTU "KhPI".

The content of this syllabus is consistent with the «Fundamentals of Entrepreneurship» course program.