

## DESCRIPTION OF A STUDY COURSE – SYLLABUS

<b>Title of a course</b>	Psychology of Entrepreneurs				
<b>Head of course</b>	MSc Antonija Mihaljević, Lecturer				
<b>Study programme</b>	Professional undergraduate study Entrepreneurship				
<b>Status of a course</b>	Obligatory				
<b>Year of study</b>	2.	<b>Semester</b>	IV.	<b>ECTS credits</b>	5
<b>Teaching plan (L + E + S+ Pr)</b>	2+2+0+0				
<b>Goals of a course</b>					
The aims of the course are to improve the expertise in the field of interfering economics and social psychology and to strengthen competences in the field of transversal skills.					
<b>Conditions for enrolling course</b>					
No conditions					
<b>Learning outcomes on a level of a study programme which includes course</b>					
<p>Outcome 1: Apply appropriate methods and procedures in preparing information for business decisions.</p> <p>Outcome 2: Apply professional knowledge and skills in business operations and in upgrading an existing business entity or in establishing a new one.</p> <p>Outcome 2: Identify and evaluate key performance indicators of companies for management and decision making.</p> <p>Outcome 8: Identify and analyse different organizational solutions in business processes.</p> <p>Outcome 15: Independently prepare and present professional content using information and communication tools.</p>					
<b>Expected learning outcomes on a level of a course</b>					
<ol style="list-style-type: none"> <li>1. Recognize the interfering relationship between social psychology and economics</li> <li>2. Identify and analyse how we recognize and attribute other people's behaviour and own behaviour</li> <li>3. Analyse and evaluate the functioning of individuals and groups in different applied business contexts</li> <li>4. Recognize causes of conflict and stress, consequences of conflict and stress, and how to manage conflict and stress in the business environment</li> <li>5. Recognize the importance of and apply communication skills, analytical-logical and critical thinking skills, active listening skills, problem-solving skills, and empathy</li> </ol>					
<b>Content of a course</b>					
The course deals with the following topics: the role of psychology in generating company's profits, the interference between the area of work of an entrepreneur and psychology, the area of interpersonal relations in a company, the root of the problem among employees and ways of resolving conflict situations, new trends in the psychology of entrepreneurship that explore the selection of the best personnel, psychological portraits of the senior management and the evaluation of organizational climate.					
<b>Teaching modes</b>	<input checked="" type="checkbox"/> lectures <input type="checkbox"/> auditory exercises <input checked="" type="checkbox"/> seminars and workshops <input type="checkbox"/> distance learning <input type="checkbox"/> field classes		<input checked="" type="checkbox"/> individual assignments <input type="checkbox"/> multimedia and network <input type="checkbox"/> laboratory <input type="checkbox"/> supervisor's work <input type="checkbox"/> other _____		
<b>Comments</b>					
<b>Students' obligations</b>					
<b>Grading, evaluation and monitoring of students' work continuously during lectures and exams</b>					

Grading is based upon evaluation of course's learning outcomes' adoption. Grading is performed continuously during lectures and/or during exam, in compliance with the provisions of Regulation on the assessment of students.

#### Continuous check-up:

Outcomes	Pre-exam I	Pre-exam 2	Assignment	Threshold	Max
Outcome 1	20%			10%	20%
Outcome 2	20%			10%	20%
Outcome 3		20%		10%	20%
Outcome 4		20%		10%	20%
Outcome 5			20%	10%	20%
Percentage of ECTS	2,0	2,0	1,0		
Total	40%	40%	20%	50%	100%

A student has passed the exam if he has acquired a percentage of credits for each learning outcome higher or equal to defined threshold.

#### Exam term:

Outcomes	Written exam	Oral exam	Max
Outcome 1	20%		20%
Outcome 2	20%		20%
Outcome 3	20%		20%
Outcome 4		20%	20%
Outcome 5		20%	20%
Percentage of ECTS	2,5	2,5	
Total	60%	40%	100 %

A student has passed the exam if he has acquired a percentage of credits for each learning outcome higher or equal to defined threshold.

#### Grading:

A student has passed the exam if he has acquired at least 50% of anticipated credits of a specific learning outcome.

If a student has passed learning outcomes of all courses, the accomplished credits (percentages) of all passed learning outcomes are being added, while the final grade is defined upon following table:

Range of credits (percentages)	Numerical grade	ECTS grade
90,00 – 100,00	Excellent (5)	A
75,00 – 89,99	Very good (4)	B
60,00 – 74,99	Good (3)	C
50,00 – 59,99	Sufficient (2)	D
0,00 – 49,99	Insufficient (1)	F

#### Obligatory literature

1. Petz, B. Zašto je menadžeru potrebna psihologija? U Sve što poduzetnik treba znati. Naklada Edo.

#### Additional literature

1. Teaching materials
2. Aronson, E., Wilson, T. D. i Akert, R. M. (2005). Socijalna psihologija. Zagreb: MATE, d.o.o. (odabrana poglavlja)
3. Pennington, D. C. (1997). Osnove socijalne psihologije. Jastrebarsko: Naklada Slap. (odabrana poglavlja)



