

Annex No. 3		First Cycle Studies Course Programme			
1.	Course Title	Small business management			
2.	Code	MGT 230			
3.	Study programme	Management and entrepreneurship			
4.	Organizer of the study programme (university unit i.e. institute, chair, department)	Ss. Cyril and Methodius University in Skopje Faculty of Economics - Skopje Chair of Management			
5.	Level (first, second, third cycle)	First cycle			
6.	Academic year / semester	2022-2023 2 nd year (summer semester)	7.	Number of ECTS credits	7.5
8.	Professor	Prof. Aleksandra Janeska-Iliev, PhD			
9.	Preconditions for enrolment	None			
10.	<p>Course Objectives (Competencies): After taking this course, students should be able to:</p> <ol style="list-style-type: none"> 1. To define the concept of small business and to be familiar with the problems related to the definition 2. Discuss the importance of small business in a global context. 3. Evaluate the most appropriate approach related to forms of ownership in small businesses 4. Discuss the different ways to start a small business 5. To properly analyze family business 6. To define the basic terms related to franchise 7. Understand the structure and importance of small business planning and the form of a business plan 8. Discussing entrepreneurship in the context of small business appropriately 9. Evaluate the different aspects of ethnic entrepreneurship 10. To analyze the importance of women entrepreneurship 				
11.	<p>Course content:</p> <ol style="list-style-type: none"> 1. The role and importance of small businesses 2. Small business versus entrepreneurship 3. Possible forms of small business ownership 4. Approaches to starting your own business 5. Family business 6. Franchise 7. Strategic management and planning in small businesses 8. Development of an effective business plan 9. Successes and failures of small business 10. Entrepreneurship and social entrepreneurship 11. Ethnic businesses 12. Women entrepreneurs 				

12.	Learning methods: Lectures, interactive teaching, quizzes, projects, movies, supported by LCD and PowerPoint.					
13.	Total hours	7.5 ECTS x 30 classes = 225 classes				
14.	Allocation of hours per activity	90+30 + 15+ 90 = 225 classes				
15.	Types of teaching activates	15.1.	Lectures	90 classes		
		15.2.	Exercises (Seminars)	-		
16.	Other types of activities	16.1.	Projects	30 classes		
		16.2.	Writing Assignments	15 classes		
		16.3	Homework	90 classes		
17.	Grading method: 60+30+10=100 points					
	17.1.	Tests (Domain, Essay, Multiple choice exam, Case)			60%	
	17.2.	Project			30%	
	17.3.	Attendance and class participations			10 %	
	17.4.					
18.	Grading scale		less than 50 points	5 (five) (F)		
			from 51 to 60 points	6 (six) (E)		
			from 61 to 70 points	7 (seven) (D)		
			from 71 to 80 points	8 (eight) (C)		
			from 81 to 90 points	9 (nine) (B)		
			from 91 to 100 points	10 (ten) (A)		
19.	Preconditions for taking the final exam		Realized activities from points 15 and 16			
20.	Language		Macedonian (or English)			
21.	Evaluation method,		Internal evaluation and survey			
22.	Literature					
	22.1.	Compulsory literature				
		No.	Author	Title	Publisher	Year
1.	Longenecker J.W, Moore C.W.Petty J.W, Palich L.C	<i>Small business management: an entrepreneurial emphasis</i>	Cengage South-Western,	2006		

		2.	Бобек Шуклев	<i>Менаџмент на малиот бизнис, би</i>	Економски факултет - Скопје	2012
		Additional literature				
		No.	Author	Title	Publisher	Year
	22.2.	1.	Katz J. , Green R.	<i>Entrepreneurial small business 4th edition</i>	McGraw-Hill Education; 4th edition	2013
		2.	Mariotti, S, Glackin,C	<i>Entrepreneurship and Small Business Management, 2nd Edition</i>	Pearson	2013