

<b>Annex No. 3</b>		<b>First Cycle Studies Course Programme</b>			
1.	Course Title	<b>Business Planning and Entrepreneurship</b>			
2.	Code	MGT 330			
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 5 <sup>th</sup> (summer) semester	7.	Number of ECTS credits	7.5
8.	Professor	Prof. Stojan Debarliev, PhD			
9.	Preconditions for enrolment	None			
10.	<b>Course Objectives (Competencies):</b> After taking this course, students should be able to: <ol style="list-style-type: none"> <li>1. Define and describe the key terms related to the concept of entrepreneurship and the role of the entrepreneur in the modern business environment</li> <li>2. Explain and discuss the stages of the entrepreneurial process by illustration of everyday examples of domestic and foreign entrepreneurial businesses</li> <li>3. Analyze and evaluate the factors that affect the success of entrepreneurial businesses in order to make better business decisions</li> <li>4. Apply methods and tools for designing a business model and making a business plan</li> <li>5. create and develop their own business ideas by preparing a complete business plan</li> </ol>				
11.	Course content: <ol style="list-style-type: none"> <li>1. Introduction to Entrepreneurship</li> <li>2. Entrepreneurial process</li> <li>3. Recognize opportunities and generate ideas</li> <li>4. Designing a business model</li> <li>5. Preparation of a business plan</li> <li>6. Sources of financing of entrepreneurial businesses</li> <li>7. Legal and ethical issues of starting an entrepreneurial business</li> <li>8. Strategies for growth of entrepreneurial businesses</li> </ol>				
12.	Learning methods: Lectures with presentations, interactive lectures, guest speakers, case studies, preparation and presentation of a final group project				
13.	Total hours	7.5 ECTS x 30 classes = 225 classes			
14.	Allocation of hours per activity	60+30+30+15+90= 225 classes			
15.	Types of teaching activates	15.1.	Lectures	60 classes	
		15.2.	Exercises (Seminars)	30 classes	
16.	Other types of activities	16.1.	Project	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.	Individual or Group Assessment / Projects (Case analysis, Quizzes, Writing assignments, Preparation and presentation of a final group project)			30%	
	17.3.	Attendance and class participations			10%	
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.	Бобек Шуклев и Стојан Дебарлиев	<i>Деловно планирање</i>	Економски факултет - Скопје	2013
		2.	Брус Р. Барингер и Р. Дјуан Ајреленд	<i>Претприемаштво: Успешно почнување со нови потфати, четврто издание (превод)</i>	Арс ламина, Скопје	2012
		Additional literature				
		No.	Author	Title	Publisher	Year
	22.2.	1.	Џон Бесан и Џо Тид	<i>Иновација и претприемништво</i>	Арс ламина	2012
		2.	Alexander Osterwalder and Yves Pigneur	<i>Business Model Generation</i>	John Wiley and Sons, New Jersey	2010
		3.	Tim Berry	<i>The Book of Business Planning, fifth edition</i>	Alto Software, Inc, Eugene	2000