

Annex No. 3		Second Cycle Studies Course Programme			
1.	Course Title	Financing entrepreneurial business			
2.	Code	CFM514			
3.	Study programme	Corporate financial management			
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)	Second cycle			
6.	Academic year / semester	2022-2023 1 th year (winter semester)	7.	Number of ECTS credits	6
8.	Professor	Prof. Stojan Debarliev Prof. Aleksandra Janeska-Iliev, PhD			
9.	Preconditions for enrolment	Completed the first cycle of studies with at least 240 credits			
10.	Course Objectives (Competencies): Upon completion of teaching and passing this course, students should be able to: <ul style="list-style-type: none"> • define and describe the key concepts related to the concept of entrepreneurship, the entrepreneurial process and the ways of starting an entrepreneurial business. • distinguish between different sources of financing for entrepreneurial businesses and discuss their practical implications through everyday entrepreneurial examples. • analyze the factors and problems that affect the successful financing of entrepreneurial businesses. • evaluate the effectiveness of different sources of financing throughout the life cycle of entrepreneurial businesses in order to make appropriate investment decisions. 				
11.	Course content: <ol style="list-style-type: none"> 1. Entrepreneurship and the entrepreneurial process 2. Ways of establishing entrepreneurial businesses, forms of ownership and the need for their financing 3. Equity versus debt financing <ul style="list-style-type: none"> • Traditional sources of capital financing • Traditional sources of debt financing 4. Alternative sources of capital financing for entrepreneurial businesses <ul style="list-style-type: none"> • Entrepreneurial capital • Business Angels 5. Other creative sources of entrepreneurial business financing <ul style="list-style-type: none"> • Accelerators • Grant funding programs • Crowdfunding - financing • Strategic partnerships 6. The life cycle of entrepreneurial businesses and forms of financing 				
12.	Learning methods: Lectures, interactive teaching, quizzes, projects, movies, supported by LCD and PowerPoint.				
13.	Total hours	6ECTS x 30 classes = 180 classes			
14.	Allocation of hours per activity	24+16+40+10+90 = 180 classes			

15.	Types of teaching activates	15.1.	24 classes	24 classes	
		15.2.	16 classes	16 classes	
16.	Other types of activities	16.1.	40 classes	40 classes	
		16.2.	10 classes	10 classes	
		16.3	90 classes	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 %	
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
		1.	Брус Р. Барингер и Р. Дјуан Ајреленд	Претприемаштво: Успешно почнување со нови потфати, четврто издание (превод)	Арс ламина, Скопје
		2.	Роберт Д. Хисрич, Мајкл П. Питерс, Дин А. Шеферд	Претприемаштво	Арс ламина, Скопје
	22.2.	Additional literature			
		No.	Author	Title	Publisher
		1.	Chandra S. Mishra	Getting Funded	Palgrave Macmillan, New York
		2.	L. Casanova, P.K. Cornelius and S. Dutta	Financing Entrepreneurship and Innovation in Emerging Markets	Elsevier Inc. London
		3.	Robert T. Ochtel	Business planning, Business Plans, and Venture Funding	The Carlsbad Technology Group, Inc., Carlsbad