

Table S2.6.4. Form for the preparation of the course information sheets				
Name of the subject: <i>Advanced Entrepreneurship</i>				
Code of the subject	Status of the subject	Semester	Number of ECTS credits	Class load
	Optional	I	5	2+0+2
Study programme for which it is organized: PhD Program "Natural sciences and Technology for Sustainable Development", All modules 3 rd degree				
Dependency by other subjects: Not conditioned by other subjects.				
Objectives of studying this subject: The objective of the course is to develop fundamental managerial skills of the students of the Doctoral Program in Natural Sciences and Technology for Sustainable Development, and to give them an entrepreneurial mindset to be able to perform various tasks as future leaders in their field of expertise. Entrepreneurship is defined as the ability of an individual to turn their ideas into actions. It involves creativity, innovation and a willingness to take risks, as well as the ability of an individual to plan and manage projects to achieve the set goals. The idea of Advanced Entrepreneurship is to motivate students to recognize their ambitions and talents, to develop them by working on themselves on a daily basis, and to motivate them to achieve what they can really do in their jobs. Studying the subject involves: - <i>personal development of the student</i> (confidence building, motivation, strengthening of entrepreneurial mindset, strengthening of desire for achievement and inspiration for action); - <i>business development</i> (the basics of technical and financial literacy to enable the student to think about self-employment); - <i>development of entrepreneurial skills</i> (networking, creative problem solving, opportunity seeking, presentation skills, leadership skills, cooperation with the environment, knowledge of local cultural norms and their impact on entrepreneurial endeavor, etc.). This course will help students develop their own entrepreneurial skills, understand business models and explore market opportunities in the context of starting their own businesses.				
Contents of the subject (teaching units, forms of students' individual work, forms of testing) presented per working weeks in the academic calendar:				
Preparatory week	Introduction and objectives			
I week	- Is an entrepreneur born or you can become an entrepreneur?			
II week	- Entrepreneurial mindset, characteristics of entrepreneurs and interactions with the environment			
III week	- Entrepreneurship, culture and moral			
IV week	- Sources of business ideas and its evaluation			
V week	- Entrepreneurship and Innovation			
VI week	- The basics of startup development			
VII week	- Project management: How can you best organize and steer large- and small-scale projects?			
VIII week	- Case studies' analysis			
IX week	- Entrepreneurial teams and leadership: how do you lead a team? How can you solve conflicts? How can you motivate others and initiate change?			
X week	- Startup & communication			
XI week	- Business plan development/CANVAS model			
XII week	- Funding Sources: How to negotiate successfully with investors (business angels and venture capital)			
XIII week	- Defining strategy			
XIV week	- Marketing and internationalization			
XV week	- Corporate entrepreneurship			
	- Social entrepreneurship			

Methods of education:	
<ul style="list-style-type: none"> • Students will participate in class discussions, read assignments, and solve case studies • Guest speakers – successful entrepreneurs and investors • Team work and presentation. 	
Students' load	
<u>Weekly</u>	<u>In Semester</u>
<p>5 credits x 40/30 = 6 hours and 40 minutes</p> <p>Structure:</p> <p>2 hours of lectures</p> <p>2 hours of exercises</p> <p>1 hour and 20 minutes of individual work, including consultation</p>	<p>Lectures and final exam:</p> <p>(6 hours and 40 minutes) x 15 = 99 hours and 45 minutes</p> <p>Necessary preparations before the start of the semester:</p> <p>(administration, enrolment, verification)</p> <p>2 x (6 hours and 40 minutes) = 13 hours and 20 minutes</p> <p>Total subject load:</p> <p>5 x 30 = 150 hours</p> <p>Additional hours for preparing correction of final exam, including the taking of the exam: 36 hours and 55 minutes</p> <p>Load structure: 99 hours and 45 minutes (Lectures) + 13 hours and 20 minutes (Preparation) + 30 hours (Remedial classes)</p>
Students' obligations during the teaching:	
Students are obliged to attend lectures, submit homework assignments and take the final exam	
Literature:	
<ul style="list-style-type: none"> • Vukotić, V. (2003), <i>Psihofilozofija biznisa</i>, CID, Podgorica • Hisrich R, Peters M, Shepherd D, (2008) "Poduzetništvo", MATE, Zagreb • Drucker, P (1985) <i>Inovation and Entrepreneurship, Practive and Principles</i>, Harper Business • Ries, Eric (2013), <i>LEAN startup, Kako današnji poduzetnici koriste neprestanu inovativnost za stvaranje u potpunosti uspješnih poslova</i> • Fitzpatrick, R. (2013) "The Mom Test: how to talk to customers and learn if your business is a good idea when everyone is lying to you" <p>Aulet, B. (2013) "Disciplinirano poduzetništvo – 24 koraka do uspješnog startapa", MATE, Zagreb</p>	
Learning outcomes (complied with the outcomes for the study programme):	
<u>Knowledge and understanding:</u>	
By the end of this course students will:	
<ul style="list-style-type: none"> • Understand both theoretical and practical perspectives on entrepreneurship • Identify and apply key knowledge and theory relating to entrepreneurship and intrapreneurship for economic and social impact • Research, develop and communicate new business ideas based on knowledge of the new venture creation process • Learn best practices and gain deep insights into entrepreneurship from real entrepreneurs • Gain knowledge on how investors look at new business ideas 	
<u>Transferable / Key skills and other attributes:</u>	
<ul style="list-style-type: none"> • Improved problem solving capabilities and presentation skills • Established and built a solid entrepreneurial network to advance own business and careers • Commercial awareness • Self-management • Team working • Communications skills 	
Forms of tests and evaluation:	
<ul style="list-style-type: none"> • Discussions • Essay • Team work and Oral presentation • Writing assignment 	
Name and surname of teacher and associate:	
Particularities needed to be emphasized for the subject:	
<i>Note (if needed):</i>	