

Course basic data	
Academic unit:	Faculty of Applied Arts
Course title:	Entrepreneurship
Level:	Bachelor
Course status:	Mandatory
Year of study:	3
Number of hours per week:	3
Value in credits - ECTS:	4
Course leader:	Prof. As. Dr. Arben Tërstena
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<b>Course description</b>	
	<p>Entrepreneurship is a course that teaches students to get acquainted with the image of the entrepreneur, its characteristics, ways of conducting a thorough market research, feasibility study, ways of testing the entrepreneurial idea, knowing the buyer, creating and drafting the plan business, enterprise management, etc.</p> <p>Entrepreneurship theory: a method, an apparatus of the mind, a thinking technique, that helps its owner to draw and make the right decisions, in a timely manner.</p> <p>Entrepreneurship is treated as part of business activities and leadership tasks, part of entrepreneurial management.</p>
<b>Course aims:</b>	
	<p>This course aims to provide students with basic knowledge on theoretical-scientific issues in the field of entrepreneurship. In short, the basic goals that are claimed to be achieved are: easier understanding of the events and trends in small private business in the Kosovo economy, and the crucial role that entrepreneurs play in building a sustainable economy; the process of entrepreneurship, by students and others, by enthusiasts and innovators, to be used as a method of enriching them, through the acquisition of knowledge, skills, and abilities to succeed.</p>
<b>Learning outcomes:</b>	
<p>(a) Knowledge;</p> <p>(b) Ability / Skills and;</p> <p>(c) Competences:</p>	<p>After completing this course students will gain:</p> <p><b>Knowledge:</b></p> <ul style="list-style-type: none"> <li>• Basic knowledge of the enterprise,</li> <li>• Knowledge about the way of establishing an enterprise,</li> <li>• Knowledge to implement the financial strategy of the enterprise,</li> </ul> <p><b>Skills &amp; Abilities:</b></p> <ul style="list-style-type: none"> <li>• Ability to practically apply knowledge about the work</li> </ul>

	<p>plan in the enterprise,</p> <ul style="list-style-type: none"> <li>• Functionalize the skills gained by being part of the team to lead the enterprise,</li> <li>• Apply knowledge for the efficiency of work in the enterprise,</li> </ul> <p><b>Competencies:</b></p> <ul style="list-style-type: none"> <li>• Competence to be a part of the team to carry out the design of a basic plan for an enterprise,</li> <li>• Competence to carry out analyzes to identify the best method of operations of the enterprise,</li> <li>• Competence about the investment plan to identify cost and profit in the future,</li> </ul>		
<b>Contribution in Student's learning ( should correspond with Students learning outcomes)</b>			
<b>Activity</b>	<b>Hrs</b>	<b>Days/weeks</b>	<b>Total</b>
Lectures	2	10	20
Theory/Lab exercises	1	10	10
Practical work			
Contact hours/consultations with lecturer	1	5	5
Exercises in the field			
Tests, seminars	1	2	2
Home work	1	5	5
Student's independent study time (library or home)			40
Final preparation for exam	1	12	12
Time spent during assessment (tests, quizzes, final exam)	1	1	1
Projects, presentations, etc.	1	5	5
<b>Total</b>			<b>100</b>
<b>Methodology of teaching (and learning)</b>	Interactive lectures and elaboration of material by taking case studies that will be discussed in the group; learning based on a presented problem; practical lessons for the course and engagement for the student to present the knowledge gained during the lecture.		
<b>Assessment Methods (Eligibility Criteria)</b>	Activity and seminar paper: 20 points Test 1:40 Pike Test 2:40 Pike Total: 100 points with a final grade construction system with		

	other high criteria outlined. The final exam is evaluated with 100% of the success achieved in the exam,
<b>Facilitating Equipment - IT</b>	Use of Internet, Wireless, Projector, Power Point, Computer, Black Board, etc.
<b>Theory and practice ratio</b>	75% Theory 25% Practice
<b>List of references</b>	
<b>Basic Literature</b>	1. Emeric Solymossy & Safet Merovci, "Ndërmarrësia", Prishtine, 2008.
<b>Additional Literature</b>	1. Rob Yeung, "The rules of Entrepreneurship", 2007 2. "Entrepreneur's Toolkit", Harvard Business Essentials, 2005.
<b>Lectures Timeline</b>	
<b>Week</b>	<b>Lectures to be held:</b>
<b>Fist week:</b>	Presentation – Introduction to the students with the course syllabus, Business planning, the way of drafting the action plan for the underlying enterprise,
<b>Second week:</b>	Business Plan, SWOT Analysis,
<b>Third week:</b>	Drafting the financial strategy,
<b>Fourth week:</b>	The idea of profit, Identifying budget projections,
<b>Fifth week:</b>	Entrepreneurial Challenges, Entrepreneur and Entrepreneurship,
<b>Sixth week:</b>	Forms of entrepreneurship,
<b>Seventh week:</b>	Interactive Discussion about the course material - The first test,
<b>Eighth week:</b>	Identification of Opportunities - the market penetration strategy for the enterprise,
<b>Ninth week:</b>	Problem prediction,
<b>Tenth week:</b>	The production plan,
<b>Eleventh week:</b>	Operational Plan, Analysis of the break-even point in the enterprise,
<b>Twelfth week:</b>	Accounting system in the enterprise,
<b>Thirteenth week:</b>	The flow of cash in the company.
<b>Fourteenth week:</b>	Risk Management,
<b>Fifteenth week:</b>	Interactive Discussion about the course material - The second test.