

Subject card

Subject name and code	Entrepreneurial Personality. Studies in the Psychological Dimensions of Entrepreneurial Actions, PG_00083961						
Field of study	Economics, International Economic Relations						
Date of commencement of studies	October 2024		Academic year of realisation of subject		2025/2026		
Education level	Master's studies		Subject group		Obligatory subject group in the field of study Optional subject group		
Mode of study	full-time studies		Mode of delivery		at the university		
Year of study	2		Language of instruction		English		
Semester of study	4		ECTS credits		5.0		
Learning profile	academic		Assessment form		credit		
Conducting unit							
Name and surname of lecturer (lecturers)	Subject supervisor		mgr Christian Orobello				
	Teachers		mgr Christian Orobello prof. dr hab. Jacek Zaucha				
Lesson types	Lesson type	Lecture	Tutorial	Laboratory	Project	Seminar	SUM
	Number of study hours	0.0	30.0	0.0	0.0	0.0	30
	E-learning hours included: 0.0						
Learning activity and number of study hours	Learning activity	Participation in didactic classes included in study plan		Participation in consultation hours		Self-study	SUM
	Number of study hours	30		0.0		0.0	30
Subject objectives	Students will take practical lessons and apply them to a Harvard Business Simulation. Students will work in groups in a HBR business simulation where they are to take a company from concept to success after 6 quarters.						

Learning outcomes	Course outcome	Subject outcome	Method of verification
	[MSG3_W05] knows and understands the basic principles of establishing and developing various forms of entrepreneurship	Students will learn the basics of entrepreneurship by taking a business simulation from concept to success.	[SW1] oral statement/ conversation/discussion [SW5] implementation of a problem task
	[MSG3_W07] knows and understands types of economic ties and regularities governing them, including the principles of functioning of the market and the market mechanism, both in the national and international aspect	Students will gain experience in the market by competing against other groups in real-time in our HBR business simulation. Their activities will impact the success of the company and its market share.	[SW1] oral statement/ conversation/discussion [SW5] implementation of a problem task
	[MSGMU2_U09] can innovatively solve problems in the field of international economic relations and the functioning of economic entities on the international market, adapting existing or developing new methods and tools	Students will demonstrate the ability to solve problems using their knowledge of international business operations and their creativity.	[SU2] presentation/project/paper/ report [SU6] demonstration of practical skills
	[MSGMU2_U06] can identify types of risks related to international operations of enterprises and correctly determine their consequences and methods of mitigation, with a skilful application of theory, using appropriate research method	Students will demonstrate their ability to mitigate risks while moving a business toward profitability.	[SU2] presentation/project/paper/ report [SU8] observation of student's independent or team work
	[MSGMU2_U05] can apply the rules and standards of business activity in order to solve complex and atypical problems arising from international economic cooperation	Students will demonstrate their knowledge of standard business practices on an international scale as they make decisions for their simulated business.	[SU2] presentation/project/paper/ report
	[MSGMU2_U04] can use the acquired knowledge to formulate and solve complex problems related to the operation of economic entities on the international market, with particular emphasis on the European Union market	Students will during their activities in the HBR Simulation demonstrate their ability to solve complex problems of a business entity on an international market	[SU2] presentation/project/paper/ report
	[MSG3_U14] can interact and work in a team (including an international one), taking various roles within it	Students will demonstrate their ability to work well in an international setting including international team members.	[SU8] observation of student's independent or team work
	[EKONL3_U09] is able to prepare written work, in Polish and in a foreign language, on specific economic and social issues, using specialist terminology, theoretical and methodological approaches, principles of collecting data from various sources, their description and interpretation, making inferences based on scientific literature and factual data, and making international comparisons	Students will demonstrate their effective use of English in presentations using economic and business concepts.	[SU1] oral statement/conversation/ discussion [SU2] presentation/project/paper/ report
	[EKONL3_U04] can predict and forecast the course of economic and social processes and phenomena	Students will learn to address the difficulties in delayed response in planning and organizing decisions in a business. They will learn to balance the timing of these decisions.	[SU1] oral statement/conversation/ discussion [SU2] presentation/project/paper/ report [SU6] demonstration of practical skills [SU8] observation of student's independent or team work
	[MSGMU2_W10] has an in-depth knowledge of the legal, cultural and financial conditions related to business operations, in particular those of an international nature	Working in an international environment students will gain in-depth knowledge of the legal, cultural, and financial implications of their decisions.	[SW1] oral statement/ conversation/discussion [SW5] implementation of a problem task
	[MSGMU2_W09] has an in-depth knowledge of selected areas of the functioning of a modern enterprise in the national and international environment; understands the conditions, principles and consequences of decisions taken in its structures aiming at the development, and the dependencies among enterprises on the international market	Students will learn about the functioning of a modern enterprise and its relationship to the overall international environment. They will see the impact of the decisions they make, and how these will result in the success or failure of their business.	[SW1] oral statement/ conversation/discussion [SW2] presentation/project/paper/ report [SW5] implementation of a problem task

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[MSG3_U04] uses the acquired theoretical knowledge in economics to analyse and evaluate the operation of economic entities on the international market, with particular emphasis on the European Union market	Students will be able to demonstrate the ability to analyze their decisions and adjust their approach as they move through the HBR Simulation.	[SU2] presentation/project/paper/report [SU8] observation of student's independent or team work
[EKONL3_K05] correctly identifies, diagnoses and resolves professional dilemmas and different options for solutions	Students will demonstrate the ability to identify and resolve professional dilemmas as they progress through the simulation.	[SK5] implementation of a problem task [SK6] demonstration of practical skills
[EKONL3_K06] is willing to be guided in his professional life by business ethics and corporate social responsibility, to respect others and to be loyal to his employer	Students will demonstrate their willingness to be guided by professionals through consultations with the instructor.	[SK8] observation of student's independent or team work
[MSG3_K03] participates in the preparation of economic and social projects; can reconcile legal, economic, ecological, political and social requirements	Students demonstrate throughout the simulation, their ability to reconcile social, legal, economic, ecological, social. and political issues.	[SK8] observation of student's independent or team work
[EKONL3_U11] has language skills in economics which meet the requirements of level B2 of the Common European Framework of Reference for Languages	Students will demonstrate their command of the English language to a min B2.	[SU1] oral statement/conversation/discussion [SU2] presentation/project/paper/report [SU8] observation of student's independent or team work
[EKONL3_U13] be able to interact and work in a group (including an international one), assuming various roles within it	Students will demonstrate their ability to work within international groups.	[SU8] observation of student's independent or team work
[EKONL3_U14] is able to set priorities and plan and organise the tasks involved in their implementation as well as monitor and evaluate progress accordingly	Students will need to stay on task and complete milestones within a strict timeframe.	[SU8] observation of student's independent or team work
[MSGMU2_K07] is ready to observe and develop the principles of professional ethics and corporate social responsibility, takes into account changing social needs, respects the diversity of opinions and cultures, and is professional and loyal towards the employer	Students demonstrate an understanding of the implications of their decisions on social needs.	[SK8] observation of student's independent or team work
[MSGMU2_K06] is ready to independently identify, diagnose and responsibly resolve dilemmas and alternative solutions related to his/her profession and the development of professional achievements	Students will show flexibility as they strive to solve the issues common in running an international business.	[SK1] oral statement/conversation/discussion [SK8] observation of student's independent or team work
[MSGMU2_K04] is ready to think and act in an entrepreneurial manner; adapts to new situations and conditions; undertakes challenges of creative thinking; acquires resilience to failures; assesses risks and threats and finds ways of counteracting their effects	Students demonstrate their resilience in the challenging international market by navigating new situations and conditions using a combination of their creativity and sound economic principles.	[SK8] observation of student's independent or team work
[MSGMU2_K03] is ready to actively participate in groups, organisations and institutions conducting professional projects concerning the functioning of economic entities in the conditions of globalisation and the development of integration processes	Students will understand how their activities in the simulation are part of the greater ecosystem of a global economy.	[SK2] presentation/project/paper/report

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[MSGL3_W13] gospodarczych w otoczeniu krajowym i międzynarodowym, ze szczególnym uwzględnieniem Unii Europejskiej has a well-structured knowledge of the functioning of business entities in the national and international environment, with particular emphasis on the European Union	Students gain an understanding of the functioning of an international business and how the decisions they make impact, both the business and the market as a whole.	[SW2] presentation/project/paper/report
[MSGMU2_W11] has a theoretically grounded, in-depth knowledge of the key issues of managing a business entity on the national and international market and of selected detailed issues of the international supply chain	Students will work within an international supply chain in the HBR simulation. This will give them experience in testing theory in a richly simulated business entity	[SW1] oral statement/conversation/discussion [SW2] presentation/project/paper/report
[MSGMU2_W12] has an in-depth knowledge and understanding of the principles of establishing and development of business entities, including forms of individual entrepreneurship	Students will establish and run a business for 6 quarters on the international market. They will learn through trial and error.	[SW2] presentation/project/paper/report
[MSGL3_U05] can use basic regulations and standards which determine business activity, as well as accounting principles in order to solve specific tasks related to the activity of enterprises	Students will be able to navigate the changing dynamics of the international market, using sound theory and course concepts.	[SU1] oral statement/conversation/discussion [SU2] presentation/project/paper/report [SU8] observation of student's independent or team work
[MSGL3_U06] can identify selected risks related to international operations of enterprises and assess their consequences correctly	Students will demonstrate the ability to navigate the challenges and risks of operating an enterprise on the international market.	[SU1] oral statement/conversation/discussion [SU2] presentation/project/paper/report [SU8] observation of student's independent or team work
[MSGL3_U11] has language skills in the field of economics, specific to the field of study of International Economic Relations, in accordance with the requirements of Level B2 of the Common European Framework of Reference for Languages	Students will demonstrate their knowledge of the English language specifically the use of business and economics language at at least a B2 level.	[SU1] oral statement/conversation/discussion [SU2] presentation/project/paper/report [SU8] observation of student's independent or team work
[MSGMU2_U03] can identify and analyse relations between business entities and institutions in their national and international environment	Students will be able to analyse relations between business entities on an international market through their activities in the HBR Simulation.	[SU1] oral statement/conversation/discussion [SU8] observation of student's independent or team work
[MSGMU2_U14] has a thorough ability to prepare specialist oral presentations on economic and social issues, using specialist theoretical approaches, the principles of collecting data from various sources, their description and interpretation, and drawing conclusions on the basis of scientific literature; can prepare and lead a debate	Students will demonstrate their ability to prepare presentations relating to economic and social issue, using appropriate theoretical frameworks and course concepts.	[SU2] presentation/project/paper/report
[EKONL3_K03] participates in the preparation of economic and social projects, being able to reconcile legal, economic, ecological, political and social requirements	Students will participate in the preparation of projects aimed at solving economic, social, and legal issues.	[SK2] presentation/project/paper/report
[MSGMU2_U12] can manage teamwork, cooperate and work in a team, in particular an international one, taking a leading role in it	Students will demonstrate the ability to work productively in an international environment and a diverse team.	[SU8] observation of student's independent or team work
[MSGL3_W11] has an advanced knowledge of (legal, organisational, ethical) rules and norms organising economic structures and institutions (in particular those on the international market)	Through lectures and practical activities, students will gain an understanding of the norms in organizing economic structures on the international market.	[SW1] oral statement/conversation/discussion [SW2] presentation/project/paper/report

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	[EKONL3_W11] knows the general principles for the creation and development of forms of individual entrepreneurship, using knowledge of economics, finance and management sciences	Students will study different mind maps and how these might spark entrepreneurship.	[SW2] presentation/project/paper/report
	[EKONL3_W08] has knowledge of the processes of changing elements, enterprises and whole structures of economic organisations, as well as the processes of changing social institutions, knows what their causes, course, scale, consequences are and what the influence of external stakeholders is on them	Students, through the use of the business simulation, will learn how the changes they make impact the business, and how to track these changes with financial reports.	[SW1] oral statement/conversation/discussion [SW5] implementation of a problem task
	[EKONL3_W02] has advanced knowledge of the different types of existing business entities and organisations and public institutions	Students will gain knowledge of different entities and how they work.	[SW1] oral statement/conversation/discussion
Subject contents	1. 1. The Lifestyle of an Entrepreneur: Perceptions and Reality discussion and presentation Entrepreneur examples and discussion: 2. Mental models of being an entrepreneur students group exercise and discussion 3. Entrepreneurial Personality: In-born, Learned, or Acquired in another Way? discussion and case studies 4. Introduction to the Entrepreneurship Simulation 5. Opportunity Identification and Conducting Realistic Assessment presentation on the realism in business discussion on pros and cons and setting the guidelines for limits to realism 6. What is Customer Value? Q1 materials and Simulation Starts 7. PowerPoint Guidelines, Choose Groups and Discuss Mind Map Assignment. Continue Simulation 8. Students Present Projects 9. Simulation Continues 10. lecture on basic principles of entrepreneurship and continued simulation 11. Comparing brands exercise 12. continue in simulation including evaluation of progress 13. Evaluate the progress of the companies and compare their decisions. 14: Complete Quarter 5 and all accompanying micro simulations 15. Review the results and complete quarter 6		
Prerequisites and co-requisites			

Assessment methods and criteria	Subject passing criteria	Passing threshold	Percentage of the final grade
	Attendance and Participation	51.0%	33.0%
	Evaluation of simulation	51.0%	34.0%
	Mind maps presentation	51.0%	33.0%
Recommended reading	Basic literature	1.Electronic materials delivered by the instructor 2. Reading: <i>Entrepreneurship: A Real-World Approach</i> , Chapters 9, 10, and 11 3. Harvard Business Review Simulation (1-2 positions)	
	Supplementary literature	None	
	eResources addresses		
	Example issues/ example questions/ tasks being completed		
Work placement	Not applicable		

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