

Subject card

Subject name and code	Entrepreneurial Personality. Studies in the Psychological Dimensions of Entrepreneurial Actions, PG_00083961						
Field of study	International Business						
Date of commencement of studies	October 2023		Academic year of realisation of subject		2025/2026		
Education level	Bachelor'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	3		Language of instruction		Polish		
Semester of study	6		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 work within a Harvard Business School simulation to learn the basic entrepreneurial skills necessary for success. They will create a production schedule and manage supply and demand with the aim of reaching equilibrium and sustainability in their business model.						

Learning outcomes	Course outcome	Subject outcome	Method of verification
	[IBL3_U03] is able to perform tasks in uncertain conditions, solve complex issues of international business by appropriate selection information sources, conducting critical analysis and synthesis on the collected information and data	Students will demonstrate an understanding of the complex and dynamic nature of running and international business. They will react in real time to these challenges showing a willingness to change course when necessary.	[SU1] oral statement/conversation/discussion [SU5] implementation of a problem task [SU8] observation of student's independent or team work
	[IBL3_U04] can use basic regulations and standards which determine business activity	Students show knowledge of and appropriate implementation of basic regulations and standards in an international business setting.	[SU1] oral statement/conversation/discussion [SU2] presentation/project/paper/report [SU8] observation of student's independent or team work
	[IBL3_U05] can identify and evaluate selected risks related to international business	Students will develop plans for their simulated business taking into account the various risks involved in production estimation and price prediction, as examples.	[SU2] presentation/project/paper/report [SU5] implementation of a problem task [SU8] observation of student's independent or team work
	[IBL3_U08] has language skills in the field of international business, economics and finance, in accordance with the requirements of Level B2 of the Common European Framework of Reference for Languages	Students will be able to express themselves within the subjects of international business, economics, and finance at a B2 English level.	[SU1] oral statement/conversation/discussion
	[IBL3_U09] is able to work individually and within teams, also of interdisciplinary character; can plan and organize own tasks and the works of teams	Students will work within interdisciplinary teams using the skills of team members to move the group closer to the stated goal.	[SU2] presentation/project/paper/report [SU8] observation of student's independent or team work
	[IBL3_K01] is ready to recognise the importance of knowledge in the field of international business in identifying and solving business theoretical and practical issues; is ready to consult with experts in case of facing difficulties in solving business issues individually	Students will solve various hypothetical problems in an online simulation using their knowledge of economics, business, and their practical experience.	[SK5] implementation of a problem task [SK6] demonstration of practical skills [SK8] observation of student's independent or team work
	[IBL3_W02] knows and understands fundamental concepts and terminology of international business, international economic and financial relations and complementary disciplines	Students will demonstrate their ability to communicate using terminology common within the fields of economics, international business, and financial relations.	[SW1] oral statement/conversation/discussion [SW2] presentation/project/paper/report
	[IBL3_W05] knows and understands basic principles of establishing and developing various forms of entrepreneurship	Students will, through practice, understand the basic principals of different entrepreneurial forms.	[SW1] oral statement/conversation/discussion [SW2] presentation/project/paper/report
	[IBL3_W06] knows and understands the relations and regularities between international business stakeholders i.a. business entities, public institutions, organisations; functioning in the national, international and intercultural realms	Students will demonstrate their knowledge of the interconnected nature of business stakeholders, public institutions, and organizations.	[SW5] implementation of a problem task
	[IBL3_W09] knows and understands the basic economic, legal and other conditions of various activities related to the given qualification	Students understand and can use the basic economic and legal frameworks to move their business toward success in the simulation.	[SW1] oral statement/conversation/discussion [SW2] presentation/project/paper/report [SW5] implementation of a problem task
	[IBL3_K05] is ready to perform professional role in responsible manner, abide business ethics and business standards in working environment	Students will demonstrate their professionalism and business ethics while participating in the simulation.	[SK2] presentation/project/paper/report [SK5] implementation of a problem task [SK8] observation of student's independent or team work
	[IBL3_K04] is ready to think and act in an entrepreneurial manner	Students will demonstrate their understanding of different entrepreneurial approaches and apply these to the simulation tasks.	[SK2] presentation/project/paper/report [SK8] observation of student's independent or team work

	Course outcome	Subject outcome	Method of verification
	[IBL3_K03] is ready to take part in co-organizing activities for social environment and fulfil social obligations of international business stakeholders	Students will demonstrate their willingness to adhere to international standards of production for environmental and social concerns.	[SK1] oral statement/conversation/discussion [SK2] presentation/project/paper/report [SK8] observation of student's independent or team work
Subject contents	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 mind maps Projects 9. Creating new products 10. Manufacturing equilibrium 11. pricing strategies 12. R and D 13. Understanding Financial Reports 14. Thinking ahead 15. Final simulation report		
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%
	Final Simulation Results	51.0%	34.0%
	Mind Maps Presentation	51.0%	33.0%
Recommended reading	Basic literature	Reading: <i>Entrepreneurship: A Real-World Approach</i>, Chapters 9, 10, and 11 Harvard Business Review Simulation Literature	
	Supplementary literature	Provided by the instructor	
	eResources addresses		

Example issues/ example questions/ tasks being completed	
Work placement	Not applicable

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