

Subject card

Subject name and code	Entrepreneurial Personality. Studies in the Psychological Dimensions of Entrepreneurial Actions, PG_00083961						
Field of study	Logistics and Mobility						
Date of commencement of studies	October 2024		Academic year of realisation of subject		2025/2026		
Education level	Master's studies		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						
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 practice their entrepreneurial skills in real life situations using Harvard Business School simulation. They will come to understand the complexities of running a business on the international market.						

Learning outcomes	Course outcome	Subject outcome	Method of verification
	[LMMU2_U14] can appropriately identify priorities and plan and organise tasks related to their implementation, as well as monitor and assess progress	Students will demonstrate the ability to stay on task and complete all assignments within the prescribed timeframe.	[SU8] observation of student's independent or team work
	[LMMU2_U13] can manage teamwork as well as interact and work in a team (including in an international environment) assuming a leading role in it	Students will collaborate in International teams with diverse language and culture. They will conduct themselves with understanding and respect.	[SU1] oral statement/conversation/discussion [SU2] presentation/project/paper/report [SU8] observation of student's independent or team work
	[LMMU2_W08] has an in-depth knowledge of main and logistics processes occurring in enterprises and economic organisations and with related areas, as well as of processes of change in public institutions; knows methods of research on the regularities governing these changes, taking into account the influence of external stakeholders on them	Students demonstrate their understanding of change theory and how this impacts businesses at all levels.	[SW2] presentation/project/paper/report [SW5] implementation of a problem task
	[LMMU2_K03] inspires and organises preparation of projects in the field of logistics and mobility, following the idea of sustainable development, reconciling legal, economic, ecological, political and social requirements	Students will use their knowledge of sustainable development, political and legal requirements, as well as the social and ecological impact to ensure their business is successful within these frameworks as well as a financially.	[SK2] presentation/project/paper/report [SK8] observation of student's independent or team work
	[LMMU2_W11] knows the detailed principles of establishing and developing forms of individual entrepreneurship, using the knowledge of economics, finance, management, logistics and mobility	Students will practice their Entrepreneurship skills and demonstrate their knowledge in the field of economics, finance, management, and L and M.	[SW2] presentation/project/paper/report [SW5] implementation of a problem task
	[LMMU2_U11] has language skills in the field of logistics and mobility, which comply with the requirements of level B2+ according to the Common European Framework of Reference for Languages	Students will be able to express themselves within the subject of L and M using at least B2 English.	[SU1] oral statement/conversation/discussion [SU2] presentation/project/paper/report [SU8] observation of student's independent or team work
	[LMMU2_U09] has an advanced ability to prepare specialist written assignments concerning logistics and mobility issues, using specialist theoretical and methodological approaches, collecting various sources of data, their description and interpretation, the principles of hypothesis formulation and drawing conclusions on the basis of scientific literature and factual data, and can make extensive international comparisons	Students will use their knowledge of L and M to make decisions in the simulation, leading the business toward success in the international market.	[SU1] oral statement/conversation/discussion [SU2] presentation/project/paper/report [SU8] observation of student's independent or team work
	[LMMU2_K06] is ready to observe and develop in his/her professional life principles of business ethics and corporate social responsibility, respect others, be loyal to their employer, taking into account changing social needs.	Students will demonstrate business ethics, CSR, respect, and loyalty while making decisions in the simulation.	[SK8] observation of student's independent or team work
	[LMMU2_W02] has an in-depth knowledge of various types of economic entities and organisations, which require logistics support or provide logistics services as well as an extended knowledge of public institutions	Students will incorporate their knowledge of L and M into the course work for the class, ensuring the success of their virtual business.	[SW1] oral statement/conversation/discussion [SW2] presentation/project/paper/report

	Course outcome	Subject outcome	Method of verification
	[LMMU2_U04] can forecast and model complex economic and social processes, as well as logistics and mobility processes and systems using quantitative and qualitative methods and tools developed by economic sciences (including statistics and econometrics)	Students will demonstrate the ability to make informed decisions about their business using tools from the economic sciences.	[SU1] oral statement/conversation/discussion [SU2] presentation/project/paper/report [SU8] 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%
	Simulation Result	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	
	Supplementary literature	Provided by the instructor	

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

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