

Subject card

Subject name and code	Successful Entrepreneur, PG_00178215						
Field of study	Management						
Date of commencement of studies	October 2026	Academic year of realisation of subject			2027/2028		
Education level	Bachelor's studies	Subject group			Optional subject group Subject group related to scientific research in the field of study		
Mode of study	full-time studies	Mode of delivery			at the university		
Year of study	2	Language of instruction			Polish		
Semester of study	4	ECTS credits			7.0		
Learning profile	academic	Assessment form			exam		
Conducting unit	Department of Strategic Development and Quality Science -> Faculty of Management -> Rector						
Name and surname of lecturer (lecturers)	Subject supervisor		dr hab. Joanna Sadkowska				
	Teachers						
Lesson types	Lesson type	Lecture	Tutorial	Laboratory	Project	Seminar	SUM
	Number of study hours	30.0	30.0	15.0	0.0	0.0	75
	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	75		4.0		96.0	175
Subject objectives	The purpose of the class is to impart knowledge in the area of characteristics, activities and skills of a successful entrepreneur. During the course of the class, students develop practical skills related to building the aforementioned skills, including negotiation, communication, time management.						
Learning outcomes	Course outcome		Subject outcome		Method of verification		
	[ZARZL3_U06] The student can use and integrate knowledge of management and quality sciences, economics, and finance to resolve dilemmas and complex management problems that arise in professional work.		The student analyzes and evaluates the actions that an entrepreneur can take to be more effective and applies communication, negotiation techniques to achieve the goals.		[SU2] presentation/project/paper/report		
	[ZARZL3_W06] The student has advanced knowledge and understanding of the principles of rational decision-making about individual resources, functional areas in the organization, processes, and management levels.		The student explains the essence and lists and describes the characteristics and competencies of a successful entrepreneur.		[SW4] test/exam - oral or written		
	[ZARZL3_W09] The student in an advanced degree knows and understands the general principles of creating and developing traditional and modern forms of entrepreneurship using knowledge from the fields of management, quality sciences, economics and finance.		The student explains problem-solving techniques in the work of an entrepreneur and defines effective entrepreneurial activities.		[SW4] test/exam - oral or written		

Subject contents	1. characteristics and competencies of a successful entrepreneur 2. creative problem-solving techniques in the work of an entrepreneur 3. planning one's career path and supporting self-motivation 4. entrepreneurial competencies - negotiation, communication, bargaining, time management 5. entrepreneurial competencies - relationship building, team building 6. failure and its importance in entrepreneurship		
Prerequisites and co-requisites			
Assessment methods and criteria	Subject passing criteria	Passing threshold	Percentage of the final grade
	written exam	51.0%	50.0%
	presentation	51.0%	50.0%
Recommended reading	Basic literature	1. Gerber, M. E., Mit przedsiębiorczości. Dlaczego większość małych firm upada i jak temu zaradzić, Wydawnictwo Onepress, Warszawa 2020. 2. Barczak P., Kompetencje przedsiębiorcy integralna struktura systemu, Kwartalnik Nauk o Przedsiębiorstwie, 2021, 2, 40-58. 3. Garbarski L., Talent przedsiębiorcy a sukces w biznesie. Zarządzanie Zasobami Ludzkimi, 2024, 157(2), 10-29.	
	Supplementary literature	1. Płoska R., Etyka biznesu w: red. P. Antonowicz, Zarządzanie rozwojem przedsiębiorstwa. Interaktywny podręcznik z zakresu zarządzania. Repozytorium case study dla studentów, Gdańsk UG 2020. 2. Siciński J., Early warning systems against bankruptcy risk and NLP: Can ChatGPT predict corporate distress?, Zeszyty Naukowe Politechniki Śląskiej. Organizacja i Zarządzanie, nr 170 (2023), 439-455. 3. Nowak B., Kompetencje menedżerskie spójne z procesem organizacyjnego uczenia się we współczesnych przedsiębiorstwach, Journal of Modern Science 2/37/2018, 319-326. 4. Sinek S., Zaczynaj od dłaczego. Jak wielcy liderzy inspirują innych do działania, Studio Emka, Warszawa 2021. 5. Covey S. R., 7 nawyków skutecznego działania, Wydawnictwo Rebis, Warszawa 2021.	
	eResources addresses		
Example issues/ example questions/ tasks being completed	Operational traits of an entrepreneur Personal traits of an entrepreneur Characteristics of 2 problem-solving techniques in the work of an entrepreneur		
Work placement	Not applicable		

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