

Subject card

Subject name and code	Entrepreneurial Personality: Studies in the Psychological Dimensions of Entrepreneurial Actions, PG_00202521						
Field of study	Economics, International Economic Relations, International Business, Logistics and Mobility						
Date of commencement of studies	October 2025		Academic year of realisation of subject		2026/2027		
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						
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		95.0	125
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
	[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
	[IBMU2_W09] knows and understands in depth legal and cultural conditions related to international business,	Students can name and apply the concepts related to the cultural conditions of running an international business.	[SW1] oral statement/conversation/discussion
	[IBL3_W05] knows and understands basic principles of establishing and developing various forms of entrepreneurship	Students will establish and found a virtual business in our simulation and use their knowledge of entrepreneurship to ensure success.	[SW5] implementation of a problem task
	[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
	[EKONL3_K03] participates in the preparation of economic and social projects, being able to reconcile legal, economic, ecological, political and social requirements	Students will work together to solve legal, managerial, and economic problems.	[SK6] demonstration of practical skills [SK8] observation of student's independent or team work
	[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 readiness to work within the complex social environments of international business by running a multinational company in the HBS Simulation.	[SK8] observation of student's independent or team work
	[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, through work our business simulation, will demonstrate their understanding of the market and to prepare products for the market.	[SW1] oral statement/conversation/discussion [SW5] implementation of a problem task
	[IBMU2_U07] can prepare oral presentations on economic and social issues, using specialist theoretical approaches with diverse audiences, can prepare and lead a debate	Students will demonstrate their knowledge of economic and social issues through oral presentations.	[SU2] presentation/project/paper/report
	[IBMU2_U06] has language skills in the field of business which comply with the requirements of level B2+ of the Common European Framework of Reference for Languages	Students can demonstrate their English language skills at a B2 level.	[SU1] oral statement/conversation/discussion [SU4] test/exam - oral or written [SU8] observation of student's independent or team work
	[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 run a company for 6 quarters in our simulation, showing the ability to plan ahead and predict market conditions.	[SU5] implementation of a problem task [SU8] observation of student's independent or team work
	[IBL3_K05] is ready to perform professional role in responsible manner, abide business ethics and business standards in working environment	Students will demonstrate their ability to act professionally and run a business during our class.	[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 use international business, economic, and financial terms to demonstrate their knowledge of these and other disciplines in the context of our business simulation.	[SW1] oral statement/conversation/discussion [SW5] implementation of a problem task

	Course outcome	Subject outcome	Method of verification
	[LMMU2_W08] has a 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 will run a simulation of a multinational start-up, including manufacturing and product shipping. They will demonstrate their knowledge of L and M through their choices.	[SW5] implementation of a problem task
	[EKONL3_W11] knows the general principles for the creation and development of forms of individual entrepreneurship, using knowledge of economics, finance and management sciences	Using their knowledge of economics, finance, and management, students will successfully lead a business simulation from inception through 6 quarters.	[SW5] implementation of a problem task
	[MSG3_W05] knows and understands the basic principles of establishing and developing various forms of entrepreneurship	Students will demonstrate their knowledge of entrepreneurship by creating a thriving business in our Harvard Business School simulation software.	[SW5] implementation of a problem task
	[IBL3_K04] is ready to think and act in an entrepreneurial manner	By creating a company, studying entrepreneurs' mind maps, and successfully completing 6 quarters of running a start-up, students will demonstrate their ability to act as entrepreneurs.	[SK8] observation of student's independent or team work
	[IBMU2_W10] knows and understands advanced issues and theoretical aspects of managing a business entity on the international market and selected detailed issues of the international business	By managing a multinational startup in our HBS simulation, students will demonstrate their ability to apply business theory and navigate the challenges of running a business.	[SW5] implementation of a problem task

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 Evaluation of simulation Attendance and Participation Mind maps presentation	Passing threshold 51.0% 51.0% 51.0%	Percentage of the final grade 34.0% 33.0% 33.0%
Recommended reading	Basic literature Supplementary literature eResources addresses	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) None	
Example issues/ example questions/ tasks being completed			
Work placement	Not applicable		

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