



## SYLLABUS “ENTREPRENEURSHIP”

Subject Basic Data			
<b>Faculty:</b>	Faculty of Economy		
<b>Subject-Cours:</b>	“Entrepreneurship”		
<b>Program:</b>	International Management		
<b>Level of studies:</b>	Bachelor		
<b>Cours status:</b>	O		
<b>Academic year:</b>	2022/2023		
<b>Hours/week</b>	2L+2E		
<b>ECTS:</b>	5		
<b>Time / location</b>			
<b>Cours Professor:</b>	Prof.Asoc. Dr. Behxhet Brajshori		
<b>Contact:</b>	Behxhet.brajshori@uni-prizren.com		
<b>Description:</b>	<p>The course aims to conceptually present the complexity of development and growth of a new business, including the assessment of the advantages or strengths and weaknesses, opportunities and threats that surround the business environment. The course provides basic knowledge on theoretical and practical issues in the field of entrepreneurship and small enterprises, testing ideas, innovation, assessing opportunities, buyers, business plans, market, E—market and launching joint investments.</p>		
<b>Aim and learning Outcomes:</b>	<p>Students will develop their skills needed for a successful entrepreneur. They will analyze the specific aspects they will face while developing entrepreneurship and acquire the necessary skills in efficient resource management.</p>		
Student’s workload for the course			
Aktivities	HOURS	WEEK	Total
Lectures	2	15	30
Exercies	2	15	30
Consultations with professor	1	15	15
Medium term exam, seminare	1	15	15



Time of self studing	2	15	30
Preparation for final exam			5
<b>Total:</b>			<b>125 orë (5 ECTS)</b>
<b>The methodology for the realization of course topics:</b>	Lectures,interactive discussions, seminars, papers ,ect.		
<b>Evaluation methods and criteria:</b>	- seminar: 10% (1 – 10 points) -Kollokfium 10%( 1-10 points)		
	- Final Exam: 50-80 %	<b>Evaluatin in %</b>	<b>Finale grade</b>
		91 - 100	10 ( ECTS – A)
		81 – 90	9 ( ECTS - B)
		71 – 80	8 ( ECTS - C)
		61 – 70	7 ( ETCS - D)
		51 – 60	6 ( ETCS - E)
		40 - 50	5* ( ETCS – FX)
<b>Literature</b>			
<b>Primare:</b>	Dr.Emeric Solymossy, Dr.Safet MEROVCI”Entrepreneurship”, University of Prishtina, fifth edition 2015.  Djuro Horvat, Zeljo Tinter,”ENTREPRENEURSHIP”,Prishtina,2008		
<b>Literatura shitesë:</b>	Bashkim Fazliu,”Inovacionet”, Prishtine ,2015  Edward Russel-Walding-“Menaxhimi”, Tiranë,2016		

<b>Plani i dizajnuar i mësimit:</b>		
<b>Week</b>	<b>Lecture</b>	<b>Exercies</b>
1.-General introduction to the subject, what is entrepreneurship, definitions, entrepreneurship as social technology, who is an	2	2

entrepreneur, the behavior of entrepreneurs, business wishes and what are entrepreneurs?		
2. -Market analysis and research, identification of opportunities, creativity, innovation, problem solving, encouragement of creativity, sources of innovative opportunities.	2	2
3. Feasibility study, the feasibility process, self-analysis, action plan	2	2
4. Testing the entrepreneurial idea, prospective buyer	2	2
5. -The Business Plan, industry and business 'environment' analysis	2	2
6. Marketing Plan and Financial Plan.	2	2
7. -Production plan, production organizational forms, operational plan.	2	2
8. -Mid-term exam Kollokfium	2	2
9. -Get ready and go, -Managing the company, -building the business	2	2
10.-Management style, - Human resources	2	2
11.-Management style, human resources, inventory management, financial management, loan.	2	2
12. International Business Opportunities , -Expansion and Change of Management	2	2
13.-Managing human potential (human potential planning, source and methods of employee acceptance/hiring), -Motivation and leadership (motivation, leadership, knowledge management).	2	2



- Control and evaluation (understanding of control, control effectiveness, total quality management, trends in financial control)		
14. Funding, problems, understanding and forms of funding. -Financial structure (vertical and horizontal). -Expenditures and Expenditures Management. - Understanding and types of spending	2	2
15.-The ratio between expenditures and effects (their harmonization). - Coverage point - Expenditures management - Preperation for the exam	2	2
<b>Etic Code</b>		
Lectures: To participate regularly in lectures, to be active, to use all possibilities to gain new knowledge, to use the basic literature and are highly encouraged to use additional literature as well, to respect the students code of ethics.		
<b>Seminars:</b> Students are expeted to be active and reflect readiness and knowledge for initiatives, ideas and demonstrate the knowledge they have gained during the lectures.		