

Course Syllabus						
Course Code and Title	202379, BE3010 International Entrepreneurship					
Name(s) of Lecturer(s) (with website link)	Violeta Šugar, PhD, Associate Professor, http://fet.unipu.hr/index.php?id=686 Roberta Kontošić Pamić, PhD, Assistant Professor http://fet.unipu.hr/index.php?id=1255					
Study programme	Management and Entrepreneurship					
Course status	Mandatory	Study level	Graduate			
Semester	Winter	Study year	2			
Classroom location	Classroom, field / virtual	Teaching language(s)	Croatian, English			
ECTS credits	6	Number of hours per semester	30 – 30 - 0			
Prerequisites	/					
Correlativity	Entrepreneurship, Organization, Management					
Objective of the course	To enable students to understand the international business environment, to recognize and understand different types of business situations in which entrepreneurs must collect and critically analyze the data necessary for planning and implementing international entrepreneurial activities					
Learning outcomes	1. To understand international business methods, cultures and practices 2. To apply the basic elements of starting an international business venture and formulating a business plan in accordance with EU best practice 3. To analyze and evaluate international business cases 4. To create solutions based on acquired knowledge					
Course content (syllabus)	1. Introduction to international entrepreneurship 2. Methods of finding and shaping an entrepreneurial idea 3. From idea to market – market trends and competition research 4. Methods and techniques of business planning and business models in international entrepreneurship 5. Entrepreneurial project - business plan in international entrepreneurship 6. Technical-technological aspect of realization of entrepreneurial goals 7. Marketing aspect of the international enterprise 8. Innovations and current trends 9. Analysis of business cases, guest lecturer(s)					
Course activities, teaching and learning methods and assessment criteria (alternative modes should be listed in course requirements)	Student responsibilities	Learning outcomes	Hours	ECTS credits	Grade ratio (%)	
	Class activity, ad hoc tasks (individual)	1 - 3	45	1,2	20%	
	Team research projects and oral presentation	1 - 3	61,5	2,4	40%	

	Written exam	1 - 3	61,5	2,4	40%	
	Total		168	6	100%	
Course requirements	For successful completion of the course, student must: 1. attend classes 2. prepare and discuss ad hoc individual tasks 3. participate in a team project, which includes research and presentation (prerequisite for the final grade) 4. pass the final written exam					
Mid-term and final exam term	They are published at the beginning of the academic year (Studomat)					
Additional information on the course	Attendance and class activity are measured by ad hoc tasks. The communication takes place through e-learning. All teaching materials, instructions, folders and notifications are available on e-learning. Students' written works (projects) are uploaded in the corresponding folder on the e-learning page of the course.					
Bibliography	Mandatory: 1. lectures and other teaching material available on e-learning 2. Hisrich, R. D., Peters, M. P., Shepherd, D. A. (2011), <i>Poduzetništvo</i>, 7. MATE, Zagreb 3. Hisrich, R. D. (2011), <i>International Entrepreneurship: Starting, Developing and Managing a Global Venture</i>, SAGE Publications Optional: 1. Barringer, B. R., Ireland, D. R. (2010), <i>Entrepreneurship; Successfully Launching New Ventures</i>, 3rd edition, Pearson 2. Lambing, P. A., Kuehl, C. R. (2007), <i>Entrepreneurship</i>, 4th edition, Pearson; Prentice Hall 3. Timmons, J., Spinelli, S. (2006), <i>New Venture Creation: Entrepreneurship for the 21st Century</i>, McGraw-Hill/Irwin, 7th edition (pp) 4. Westhead, P., Wright, M., McElwee, G. (2011), <i>Entrepreneurship; Perspectives and Cases</i>, FT Prentice Hall; Pearson Referential: 1. Innovation: Management, Policy & Practice, http://www.innovation-enterprise.com/ 2. http://www.ida.hr/ 3. Lider, http://liderpress.hr/ 4. https://mingor.gov.hr/ 5. http://www.regionalna-konkurentnost.hr/hr/ 6. http://www.poslovni.hr/ 15. Research & Innovation - SME, http://ec.europa.eu/research/sme-techweb/index_en.cfm 16. Stiglitz, J. E. (2004), <i>Globalizacija i dvojbe koje izaziva</i>, Algoritam, Zagreb 17. Stiglitz, J. E. (2009), <i>Uspjeh globalizacije; Novi koraci do pravednoga svijeta</i>, Algoritam, Zagreb 18. The Economist, http://www.economist.com/ 19. The New SME Definition; User Guide and Model Declaration (2005), Enterprise and Industry Publication, European Commission,					



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	http://ec.europa.eu/enterprise/policies/sme/files/sme_definition/sme_user_guide_en.pdf 16. The New Economy, http://www.theneweconomy.com/ 17. U.S. Small Business Administration, http://www.sba.gov/ 18. Your Europe, Practical guide to doing business in Europe, http://ec.europa.eu/youreurope/business/index_en.htm	
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