

SYLLABUS

1. Information regarding the programme

1.1 Higher education institution	Babes-Bolyai University
1.2 Faculty	Faculty of Mathematics and Computer Science
1.3 Department	Department of Computer Science
1.4 Field of study	Computer Science
1.5 Study cycle	Master
1.6 Study programme / Qualification	Cyber Security

2. Information regarding the discipline

2.1 Name of the discipline (en) (ro)	Antreprenoriat în IT / Entrepreneurship in IT						
2.2 Course coordinator	Assoc. Prof. Radu NECHITA, PhD						
2.3 Seminar coordinator	Assoc. Prof. Radu NECHITA, PhD						
2.4. Year of study	2	2.5 Semester	3	2.6. Type of evaluation	E	2.7 Type of discipline	Mandatory
2.8 Code of the discipline	MME8148						

3. Total estimated time (hours/semester of didactic activities)

3.1 Hours per week	4	Of which: 3.2 course	2	3.3 seminar/laboratory	1 sem +1pr.
3.4 Total hours in the curriculum	56	Of which: 3.5 course	28	3.6 seminar/laboratory	28
Time allotment:					hours
Learning using manual, course support, bibliography, course notes					15
Additional documentation (in libraries, on electronic platforms, field documentation)					20
Preparation for seminars/labs, homework, papers, portfolios and essays					30
Tutorship					5
Evaluations					10
Other activities: Business plan writing					14
3.7 Total individual study hours	94				
3.8 Total hours per semester	150				
3.9 Number of ECTS credits	6				

4. Prerequisites (if necessary)

4.1. curriculum	• None
4.2. competencies	• None

5. Conditions (if necessary)

5.1. for the course	<ul style="list-style-type: none"> • None
5.2. for the seminar /lab activities	<ul style="list-style-type: none"> • None

6. Specific competencies acquired

Professional competencies	<ul style="list-style-type: none"> • Basic economics, marketing, accounting competences • Entrepreneurial skills • Research, analysis and synthesis of reliable data
Transversal competencies	<ul style="list-style-type: none"> • Professional communication skills; concise and precise description, both oral and written, of professional results; • Ethic and fair behaviour, commitment to professional deontology; • Applying the norms of organized and efficient work, responsibility and reliability of the work performed both individually and within a team; • Entrepreneurial skills; working with economical knowledge; continuous learning; • Good English communication skills.

7. Objectives of the discipline (outcome of the acquired competencies)

7.1 General objective of the discipline	<ul style="list-style-type: none"> • The course will introduce students to basic concepts in economics, business and entrepreneurship, in order to discover and develop their entrepreneurial skills in IT
7.2 Specific objective of the discipline	<ul style="list-style-type: none"> • Students will be able to identify a potentially viable idea and to elaborate a business plan.

8. Content

8.1 Course	Teaching methods	Remarks
1. Introduction to economics	Description, dialogue, debate	
2. The importance of entrepreneurship	Description, dialogue, debate	
3. Role and characteristics of business environment	Description, dialogue, debate	
4. Identifying the opportunity	Description, dialogue, debate, case studies	
5. Marketing (1): Who are my potential customers and what do they want?	Description, dialogue, debate, case studies	
6. Marketing (2): Who are my potential competitors and how can I outcompete them?	Description, dialogue, debate, case studies	
7. Resources (1) What do I need to provide my product/service	Description, dialogue, debate, case studies	

8. Resources (2) Evaluation of available and supplementary resources	Description, dialogue, debate, case studies	
9. Business plan, first draft. Break-even point	Description, dialogue, debate, case studies	
10. Legal, regulatory and fiscal aspects	Description, dialogue, debate, case studies	
11. Accounting and finance	Description, dialogue, debate, case studies	
12. Human resources	Description, dialogue, debate, case studies	
13. Franchising: a shortcut towards success and/or an accomplishment	Description, dialogue, debate, case studies	
14. Topic proposed by students	The students will propose (two weeks in advance) a list of topics that they would like to be discussed.	

Bibliography

Gwartney, James. D., Stroup, Richard L., Lee, Dwight R., (2005), Common Sense Economics: What Everyone Should Know about Wealth and Prosperity, Macmillan.

Mariotti, S., Glackin, C. (2012/2010), Entrepreneurship. Starting and Operating a Small Business, Second edition, Prentice Hall. Romanian translation: Antreprenoriat. Lansarea și administrarea unei afaceri, Editura Bizkit, București, by Mircea Ștefancu.

Sartorelli, Deirdre (2017), Startup Smart: A handbook for entrepreneurs, published by Bureau of International Information Programs, United States Department of State

Skousen, Mark (1997), Economics in One Page, The Freeman, Vol. 47 N° 1, January,

<https://fee.org/articles/economics-in-one-page/>

This bibliography will be extended according to the students' needs.

8.2 Seminar / laboratory	Teaching methods	Remarks
1. Economics in one page	Dialogue & debate	
2. Identify a business idea and your under-evaluated resources	Field work, desk research, dialogue and debate	
3. Refine your idea, estimate the demand	Individual and team work, dialogue, debate	
4. Necessary resources and their financing	Individual and team work, dialogue, debate	
5. Business plan, first draft	Individual and team work, dialogue, debate	
6. Refining the business plan	Individual and team work, dialogue, debate	
7. Presenting the business plan	Individual and team work, dialogue, debate	

Bibliography

Gwartney, James. D., Stroup, Richard L., Lee, Dwight R., (2005), Common Sense Economics: What Everyone Should Know about Wealth and Prosperity, Macmillan.

Mariotti, S., Glackin, C. (2012/2010), Entrepreneurship. Starting and Operating a Small Business, Second edition, Prentice Hall. Romanian translation: Antreprenoriat. Lansarea și administrarea unei afaceri, Editura Bizzkit, București, by Mircea Ștefancu.

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Skousen, Mark (1997), Economics in One Page, The Freeman, Vol. 47 N° 1, January, <https://fee.org/articles/economics-in-one-page/>

The bibliography will include the most recent available Applicant Guide and Excel Form provided by programs like Start-Up Nation or Romania Start-Up.

9. Corroborating the content of the discipline with the expectations of the epistemic community, professional associations and representative employers within the field of the program

- Entrepreneurship is increasingly recognized by economists (belonging to otherwise conflicting school of thought) and by political parties (from all over the political spectrum) as a main factor of economic growth and a „social elevator” in all the countries. The most spectacular and famous entrepreneurial achievements are to be found in IT sector (worldwide, in USA, in Romania...). Barriers to entry in this sector are low, therefore an entrepreneurial carrier is a likely path for many students in this field. Moreover, the most successful IT companies are those who stimulate creativity and entrepreneurial behaviour among their employees, which makes the discipline interesting also for students who are not (yet) considering starting their own business.

10. Evaluation

Minimum performance standards
Grade 5 in the final exam

Date

Signature of course coordinator

Signature of seminar coordinator

Assoc. Prof. Radu NECHITA PhD

Assoc. Prof. Radu NECHITA PhD

Date of approval

Signature of the head of department

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