

## SYLLABUS

### 1. Information regarding the programme

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

### 2. Information regarding the discipline

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

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

3.1 Hours per week	3	Of which: 3.2 course	2	3.3 seminar/laboratory	1
3.4 Total hours in the curriculum	42	Of which: 3.5 course	28	3.6 seminar/laboratory	14
Time allotment:					hours
Learning using manual, course support, bibliography, course notes					20
Additional documentation (in libraries, on electronic platforms, field documentation)					30
Preparation for seminars/labs, homework, papers, portfolios and essays					70
Tutorship					10
Evaluations					10
Other activities: Business plan writing					18
3.7 Total individual study hours	158				
3.8 Total hours per semester	200				
3.9 Number of ECTS credits	7				
4.1. curriculum	<ul style="list-style-type: none"> <li>• None</li> </ul>				
4.2. competencies	<ul style="list-style-type: none"> <li>• None</li> </ul>				

**4. Pre requisites (if necessary)**

### 5. Conditions (if necessary)

5.1. for the course	<ul style="list-style-type: none"> <li>• None</li> </ul>
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5.2. for the seminar /lab activities	<ul style="list-style-type: none"> <li>• None</li> </ul>
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## 6. Specific competencies acquired

Professional competencies	<ul style="list-style-type: none"> <li>• Basic economics, marketing, accounting competences</li> <li>• Entrepreneurial skills</li> <li>• Research, analysis and synthesis of reliable data</li> </ul>
Transversal competencies	<ul style="list-style-type: none"> <li>• Public speaking</li> <li>• Project development and presentation</li> </ul>

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

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

## 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.

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	

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

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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

Type of activity	10.1 Evaluation criteria	10.2 Evaluation methods	10.3 Share in the grade (%)
10.4 Course			
10.5 Seminar/lab activities			
10.6 Minimum performance standards			

Date

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Signature of course coordinator

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Signature of seminar coordinator

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Date of approval

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Signature of the head of department

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