



## SYLLABUS

### 1. Information about the programme

1.1 Institution of higher education	“Alexandru Ioan Cuza” University of Iasi
1.2 Faculty	Faculty of Economics and Business Administration
1.3 Department	Department of Economics and International Relations
1.4 Field of study	Economics
1.5 Level	Undergraduate
1.6 Programme of studies / Qualification	Economics and Finance

### 2. Information about the discipline

2.1 Discipline name	Entrepreneurship						
2.2 Course coordinator	Associate Professor Andreea-Oana Iacobiuță, PhD.						
2.3 Seminar coordinator	Associate Professor Andreea-Oana Iacobiuță, PhD.						
2.4 Year of study	III	2.5 Semester	I	2.6 Type of assessment	E	2.7 Discipline status *	C

\* C – Compulsory / E – Elective

### 3. Total estimated time (hours allotted to teaching activities per semester)

3.1 Number of hours per week	4	of which: 3.2 lecture	2	3.3 seminar/lab	1
3.4 Number of hours in the curriculum	42	of which: 3.5 lecture	28	3.6 seminar/lab	14
Time distribution					hours
Study of the textbook, course-book, bibliography and lecture notes					32
Additional research in the library, online and on the field					14
Preparation of seminars/labs, homework, projects, portfolios and essays					36
Tutorials					2
Assessment					2
Other activities.....					
3.7 Total number of self-study hours					58
3.8 Total number of hours per semester					100
3.9 Number of credits					4

### 4. Prerequisites (if applicable)

4.1 Curriculum-based	Not applicable
4.2 Competence-based	Not applicable

### 5. Conditions (if applicable)

5.1 For lectures	<ul style="list-style-type: none"> <li>- Lecture rooms shall be provided with video projector, laptop.</li> <li>- Students will attend lectures.</li> </ul>
5.2 For seminars / labs	<ul style="list-style-type: none"> <li>- Seminar rooms shall be provided with video projector, laptop</li> <li>- The business plans presentation deadline shall be agreed upon by both sides at the beginning of the activity.</li> <li>- Students will attend seminars.</li> </ul>



## 6. Specific competencies

<b>Professional competencies</b>	<ul style="list-style-type: none"><li>Defining economic and financial concepts, theories, methods and instruments</li><li>Using information, methods, techniques and instruments to identify a solution to an economic-financial problem</li><li>Positive critical assessment of various measures and policies at the micro and macroeconomic level</li><li>Outlining an assessment and management plan for an economic-financial situation</li><li>Explaining and internalizing values as well as promoting rational and responsible behaviour</li></ul>
<b>Transversal competencies</b>	<ul style="list-style-type: none"><li>Implementing the professional code of ethics principles, norms and values within the students' own rigorous, efficient and responsible work strategy</li><li>Identifying lifelong learning opportunities and efficiently reevaluating learning resources and techniques for personal development</li></ul>

## 7. Discipline objectives (provided by the specific competencies grid)

<b>7.1 Main objective</b>	<ul style="list-style-type: none"><li>The lecture is devised in such a manner as to ensure an introduction into entrepreneurial as well as public policies meant to support entrepreneurship theories. At the same time, it is meant for students to become familiar with the main issues related to entrepreneurial thought as well as with the factors which guarantee anyone's access to entrepreneurial success throughout their life and career.</li></ul>
<b>7.2 Specific objectives</b>	<ul style="list-style-type: none"><li>Knowledge of entrepreneurial attributes</li><li>Knowledge of entrepreneurial theories</li><li>Discovering self trust in developing a business</li><li>Elaborating a business plan</li><li>Discovering and assimilating social, political and cultural factors which enhance entrepreneurship</li></ul>

## 8. Content

<b>8.1</b>	<b>Lectures</b>	<b>Teaching methods</b>	<b>Observations</b> (hours and bibliographic references)
1.	Economics of entrepreneurship: introductory concepts	PPT presentation, explanation, conversation, questioning, Case study.	2 hours
2.	Entrepreneurial capital and economic development	PPT presentation, explanation, conversation, questioning Case study.	2 hours
3.	Determinants of entrepreneurship	PPT presentation, explanation, conversation, questioning Case study.	4 hours



4	The Business Plan	PPT presentation, explanation, conversation, questioning Case study.	12 hours
5	Entrepreneurship and public policies	PPT presentation, explanation, conversation, questioning Case study.	2 hours
6	Entrepreneurial thought and behaviour	PPT presentation, explanation, conversation, questioning, Case study.	2 hours
7	Sustainable development and entrepreneurship	PPT presentation, explanation, conversation, questioning, Case study.	2 hours
8	Social entrepreneurship	PPT presentation, explanation, conversation, questioning, Case study.	2 hours

**Bibliography**

**Main readings:**

- Steve Mariotti, Caroline Glackin, *Entrepreneurship: Starting and Operating a Small Business*, Prentice Hall, 2010.

**Additional readings:**

- Albert Link, „Public policy and entrepreneurship” in Handbook of Research on Entrepreneurship Policy, eds. David Audretsch et al., Edward Elgar, 2007
- Peter Boettke and Christopher Coyne, „Context Matters: Institutions and Entrepreneurship”, in *Entrepreneurship*, vol.5, 2008-2009.
- David Audretsch and D. Erdem, „Factors Affecting Entrepreneurial Activity”, in Handbook of Entrepreneurial Research, eds. S.Alvarez et al., Springer, 2005
- Marius Ghenea, *Antreprenariat*, Ed. Universul Juridic, 2011.

8.2	Seminars / Labs	Teaching methods	Observations (hours and bibliographic references)
1	Entrepreneurship theories (reading notes)	Questioning, Debate	2 hours
2	Structural conditions for entrepreneurship (case studies)	Questioning, Debate	2 hours
3	Entrepreneurial policies development (case studies)	Case studies, PPT presentations	2 hours
4	Entrepreneur's attributes (case studies)	Debate, Case studies	2 hours
5	The business plan (team projects presentations)	PPT presentations, Debate	6 hours

**Bibliography**

- Steve Mariotti, Caroline Glackin, *Entrepreneurship: Starting and Operating a Small Business*, Prentice Hall, 2010.
- Albert Link, „Public policy and entrepreneurship” in Handbook of Research on Entrepreneurship Policy, eds. David Audretsch et al., Edward Elgar, 2007
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**9. Corroboration of the course content with the expectations of community representatives, professional associations and representative employers from the programme’s related field**

The contents of this discipline has been decided upon by taking into account both the curricula of some prestigious Western Universities and the demands of the economic environment provided by potential employers, either in the public or in the private sector. More specifically, they (potential employers) refer to the ability to make economic-financial decisions in uncertainty conditions as well as to the capacity to take on responsible entrepreneurial behaviour.

**10. Assessment**

Type of activity	10.1 Assessment criteria	10.2 Assessment methods	10.3 Weight in final grade (%)
10.4 Lectures 10.5 Seminars/Labs	Assimilation of the main aspects related to entrepreneurship and factors which ensure entrepreneurial success as well as entrepreneurial culture. Understanding and use of the main theories related to entrepreneurial success, entrepreneurial policies and social entrepreneurship development in different contexts.	Written exam - classic test	40%
	Active involvement in class discussions. Capacity to argue for and against within seminar debates	Oral evaluation based on attendance and discussions during the lectures and seminars	30%
	Ability to work on and present a business plan	Business plan	30%
<b>10.6 Minimum performance standard</b>			
<ul style="list-style-type: none"><li>• Minimum 5 at the written exam</li><li>• Writing and presenting a business plan</li></ul>			

Date

Course Coordinator

**Associate Professor Andreea-Oana Iacobuță, PhD.**

Seminar Coordinator

**Associate Professor Andreea-Oana Iacobuță, PhD.**

Date of approval in the Department

Head of Department

**Prof. Gabriel Mursa, PhD**