

PODJETNIŠTVO

UČNI NAČRT PREDMETA/COURSE SYLLABUS

Predmet:	Podjetništvo
Course title:	ENTREPRENEURSHIP
Članica nosilka/UL Member:	UL FKKT

Študijski programi in stopnja	Študijska smer	Letnik	Semestri	Izbirnost
Kemija, druga stopnja, magistrski	Ni členitve (študijski program)	1. letnik		izbirni

Univerzitetna koda predmeta/University course code:	0100351
Koda učne enote na članici/UL Member course code:	SI102

Predavanja /Lectures	Seminar /Seminar	Vaje /Tutorials	Klinične vaje /Clinical tutorials	Druge oblike študija /Other forms of study	Samostojno delo /Individual student work	ECTS
30		45 SV			75	5

Nosilec predmeta/Lecturer:	doc. dr. Blaž Zupan
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Vrsta predmeta/Course type:	izbirni splošni/Elective General
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Jeziki/Languages:	Predavanja/Lectures:	Slovenščina
	Vaje/Tutorial:	Slovenščina

Pogoji za vključitev v delo oz. za opravljanje študijskih obveznosti:

Študent oz. kandidat mora imeti predmet opredeljen kot študijsko obveznost.

Prerequisites:

The course has to be assigned to the student.

Vsebina:

Študenti bodo v okviru predmeta spoznali:

- pomen podjetništva v gospodarstvu in temeljne pojme podjetništva
- prepoznavanje poslovnih priložnosti
- dinamična podjetja in razvoj novih izdelkov in storitev v obdobju globalizacije
- pet korakov razvoja novih izdelkov in storitev – opazovanje, brainstorming, hitro prototipiranje, izboljšanje prototipov in implementacija rešitve.
- dizajnerski način razmišljanja – tehnični, poslovni, človeški vidik
- kreativnost in inovativnost v poslovnem in privatnem življenju
- tehnike spodbujanja kreativnosti
- praktična aplikacija metode razvoja novih izdelkov in dizajnerskega procesa

Content (Syllabus outline):

Students will learn:

- Entrepreneurship and its role in the socio-economic development
- Developing entrepreneurial opportunities
- Dynamic companies and development of new products in a globalized world
- Five steps of product development process: observation, brainstorming, rapid prototyping, testing and refinement and implementation
- Design thinking – desirability, feasibility, viability of new solutions
- Creativity and innovativeness in personal and business life
- Techniques of developing creativity
- Practical application of new product development methodologies and design thinking

<ul style="list-style-type: none"> - okolje podjetja in njegova analiza - različne oblike družb z oceno njihovih prednosti in slabosti - osnove računovodstva in financiranja - poslovno načrtovanje, vsebino in način izdelave poslovnega načrta - politiko spodbujanja podjetništva države - pomen in vsebino marketinške/prodajne funkcije v podjetju - metode raziskovanja trga, porabnikov, konkurence - temeljna znanja iz projektnega menedžmenta - poslovno komunikacijo - primere uspešnih slovenskih izdelkov, podjetij, podjetnikov 	<ul style="list-style-type: none"> • Business environment and it's analysis • Different form of enterprise and their differences • Basics of accounting and financing • Business planning, contents and the development of a business plan • Governmental policies on supporting entrepreneurship • Role definition of marketing and sales • Methods of customer, competition and market analysis • Basic project management skills • Business communication • Examples of successful Slovenian products, companies, entrepreneurs
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Temeljna literatura in viri/Readings:

- Vahčič, A., Prodan, I., in ostali: D.SCHOOL RAZVOJ NOVIH PRODUKTOV IN STORITEV - Od interdisciplinarnosti in dizajnerskega način razmišljanja do uspeha na trgu, 2008
- Kelley, T.: The Ten Faces of Innovation: IDEO's Strategies for Defeating the Devil's Advocate and Driving Creativity Throughout Your Organization
- Kelley, T. et al: The Art of Innovation: Lessons in Crativity from IDEO, America's Leading Design Firm
- dodatna aktualna gradiva, objavljena na spletni strani predmeta

Dopolnilna literatura:

- Antončič, B., Hisrich, R., Petrin, T., Vahčič, A., Podjetništvo, Založba GV, Ljubljana, 2002, 485 str.

Cilji in kompetence:

Cilj predmeta je študentom razviti sposobnost timskega dela, prevzemanja odgovornosti in samoiniciativnega delovanja pri reševanju človeških, tehničnih in ekonomskih problemov povezanih z razvojem novih produktov in storitev. Študentje z uporabo dizajnerskega pristopa in hitrega prototipiranja izdelajo delujoč prototip rešitve problema. Poleg tega predmet razvija sposobnost dizajnerskega in holističnega razmišljanja kot sodobne tehnike za reševanje problemov. Študentje osvojijo tudi zmožnosti za presojo poslovanja v podjetjih, sposobnosti za presojo poslovnih priložnosti in pridobijo kompetence za samostojno vodenje. Študentje si pri predmetu pridobijo naslednje

specifične kompetence:

- prepoznavanje in izkoriščanje podjetniške priložnosti
- metode raziskav trga, kupcev, konkurence
- kreativno in inovativno reševanje problemov
- uporaba sodobnih multimedijskih in telekomunikacijskih orodij
- funkcionalno poslovno pismenost in osnove poslovnih predstavitev
- usposobljenost za vodenje projektov, prenos znanja v prakso, analizo poslovanja podjetij

Objectives and competences:

The aim of the course is to develop the ability of teamwork, responsibility, taking the initiative, and the ability to solve any societal, technical or business problem associated with developing new products and services. Students will be using Design Thinking and rapid prototyping to produce a working prototype of a solution to a given problem. In addition, the subject develops design thinking and holistic thinking as modern techniques for problem solving. Students acquire the ability to assess the operation of enterprises, the ability to assess business opportunities and gain skills for managing a small business.

Students obtain the following specific competencies:

- Identification and exploitation of business opportunities
- Methods of market research (including customers and competition)
- Creative and innovative problem solving
- The use of modern media and telecommunication tools
- Functional business literacy and basics of business presentations
- Ability to manage projects, transfer of knowledge into practice, analysis of businesses

Predvideni študijski rezultati:

Znanje in razumevanje
Študent bo spoznal in razumel:

Intended learning outcomes:

Knowledge and Comprehension
The student will recognise and understand:

- pojme s področja podjetništva in gospodarstva, organizacije dela, vodenja projektov, marketinga
 - osnovne zakonitosti kreativnega razvoja novih izdelkov in storitev ter podjetniške dejavnosti s poudarkom na primerih iz prakse kakor tudi iz študentovih življenjskih potreb ter izkušenj

Uporaba
 Predmet je usmerjen v praktično uporabo najnaprednejših metod razvoja novih izdelkov in storitev. Skozi dizajnerski način razmišljanja in s pomočjo d.school metodologije študent reši konkreten poslovni ali življenjski problem in osvoji znanje, ki ga lahko replicira v profesionalnem in osebnem življenju. Prepoznavanje podjetniških priložnosti, analiza podatkov in informacij za sprejemanje poslovnih odločitev, izdelava prototipov, antropološke in etnografske metode spremljanja potrošnikov, izpeljava rešitve problema. Dokumentacija procesa z multimedijskimi metodami, samostojna priprava finančnih in poslovnih analiz (trženjskih, prodajnih ipd).

Refleksija
 Študent bo interpretiral ter pred kolegi analiziral lastno razumevanje vsebine aktualnih člankov in razpoznavanja trendov. V skupinskem delu študentje analizirajo delo svoje in ostalih skupin in podajajo konstruktivno kritiko.

Prenosljive spretnosti
 Pri predmetu bo študent pridobil sposobnosti razumevanja podjetništva, razpoznavanja poslovnih priložnosti, analize trgov, potrošnikov, konkurence. Uporaba replikativne metodologije reševanja problemov in udejanjanja poslovnih priložnosti. Poslovna komunikacija. Pridobljene spretnosti bodo študentje znali uporabljati v osebnem in profesionalnem življenju, v delu v gospodarstvu ali javnem sektorju. Sposobnost `gradnje` boljših modelov namesto izbiranja med obstoječimi modeli.

- Concepts in the field of entrepreneurship and economy as a whole, management, project management, marketing
 - The basic principles of creative development of new products and services, and entrepreneurial activities with an emphasis on case studies as well as from the student's needs and life experiences

Application
 The course is focused on the practical application of advanced methods of developing new products and services. Through design thinking methodology students solve a specific business or societal problem and acquire knowledge that can be replicated in professional and personal life. Identifying business opportunities, analysis of data and information for business decision-making, prototyping, anthropological and ethnographic methods of customer analysis, implementing solutions to a specific problem. The documentation of the process with multimedia, independent preparation of financial and business analyses (marketing, sales, etc.).

Analysis
 The student will interpret and in front of colleagues analyse her understanding of articles on current topics and show recognition of trends. In group work, students analyse their own work and work of other groups and give constructive feedback.

Skill-transference Ability
 In this course the student will acquire the ability to understand entrepreneurship, identify business opportunities, analyse markets, consumers, competition. Use of a replicative methodology of problem solving and realizing business opportunities. Business communication. Students will be able to use the acquired skills in their personal and professional life, either in business or in the public sector. The ability to develop better models instead of selecting between existing models.

Metode poučevanja in učenja:

Predavanja s pomočjo različnih AV sredstev. Študentom podamo uvod v obravnavano snov, jih napotimo na obravnavo člankov v medijih, na spletnih straneh, na obravnavo primerov iz vsakdanje prakse – tudi s pomočjo strokovnjakov iz prakse. Delo na konkretnem projektu, aktualnem problemu. Predstavitve sprotne dela, poročilo in komentarji s strani mentorjev in študentov. Uporaba multimedijske tehnologije za spremljanje napredka, Internet, video Aktivno mentorstvo s strani pedagogov, asistentov, praktikov - podjetnikov Terensko delo – analiza trga, potrošnikov, testiranje prototipov, uporaba rešitve problema, praktične vaje d.school metodologije

Learning and teaching methods:

Lectures using audio-visual technology. We give students an introduction to specific topics, assign them to read articles in the media, on websites. Students will deal with cases from everyday practice - with the help of experts from practice. Work on a specific project in form of a real business or societal problem. Ongoing work will be regularly presented and comments will be given by tutors and students. The use of multimedia (Internet, video, etc.) for monitoring progress. Active mentoring will be available by teachers, assistants, practitioners – entrepreneurs. Fieldwork - market analysis, prototype testing, implementing the solution, practical exercises of the design thinking methodology

Načini ocenjevanja:	Delež/Weight	Assessment:
Redna poročila o napredku	20,00 %	Regular progress reports
Končno poročilo in predstavitev o rešitvi problema	40,00 %	Final report and presentation on the solution of the problem
Domače naloge, sodelovanje na srečanjih	20,00 %	Homeworks and active participation in session
Izpit pisni in/ali ustni. Ocene: 6-10 pozitivno	20,00 %	Written and / or oral exam. Grades 6-10

Reference nosilca/Lecturer's references:

- ZUPAN, Blaž**, CANKAR, Franc, SETNIKAR-CANKAR, Stanka. (2018) The development of an entrepreneurial mindset in primary education. *European journal of education*, vol. 53, iss. 3, str. 427-439.
- ZUPAN, Blaž**, STRITAR, Rok, SLAVEC GOMEZEL, Alenka. (2017) Unlocking latent creativity with rapid prototyping. *Traditiones : zbornik Inštituta za slovensko narodopisje*, letn. 46, št. 1/2, str. 171-188.
- LIKAR, Borut, CANKAR, Franc, **ZUPAN, Blaž**. (2015) Educational model for promoting creativity and innovation in primary schools. *Systems research and behavioral science : the official journal of the International Federation for Systems Research*, vol. 32, iss. 2, str. 205-213.
- ZUPAN, Blaž**, SVETINA NABERGOJ, Anja. (2014) Razvoj podjetniških kompetenc s pomočjo dizajnerskega pristopa. *Economic and business review*, vol. 16, posebna št., str. 49-74.
- CANKAR, Franc, DEUTSCH, Tomi, **ZUPAN, Blaž**, SETNIKAR-CANKAR, Stanka. (2013) Schools and promotion of innovation = Škole i promicanje inovacije. *Hrvatski časopis za odgoj i obrazovanje: [CJE]*, vol. 15, sp. ed. no. 2, str. 179-211.
- VADNJAL, Jaka, **ZUPAN, Blaž**. (2011) Family business as a career opportunity for women. *South East European journal of economics and business*, vol. 6, no. 2, str. 27-36.
- VADNJAL, Jaka, **ZUPAN, Blaž**. (2009) The role of women in family businesses. *Economic and business review*, vol. 11, no. 2, str. 159-177.