

Course title	Entrepreneurial Personality. Studies in the Psychological Dimensions of Entrepreneurial Actions						ECTS code	4.0.2402				
							ECTS credits	5				
							max. students	30				
Name of unit administrating study	KMakr	Field of study	Economics/MSG**			Field of specialisation	NONE;					
Teaching staff	Christian Orobello, Msc. ; Jacek Zaucha, Professor											
Number of hours												
Lectures	0	Classes	30	Tutorials	0	Laboratory	0	Seminars	0	Language classes	0	
Forma aktywności						Year&Type of studies*	2 SS1, 3 SS1,					
Hours with the participation of the academic teacher (including office hours, exams, others):				40		Semester:		4, 6,				
Hours without the participation of the academic teacher (student's self-study, homeworks):				85		Type of course:		optional				
Total number of hours:				125		Language of instruction:		English				
Teaching form	in-class learning Faculty of Economics Building											
Teaching methods	Lectures including multimodal presentations, Activating methods in training classes, Individual projects, Collaborating, group activities, Case studies,											
Prerequisites (required courses and introductory requirements)												
Required courses	none											
Introductory requirements	none, basic course in management is welcome											
Assessment method, forms and criteria												
Assessment method	Course completion (graded)											
Assessment criteria	<p>The fundamental criteria of assessment include two groups of elements:</p> <p>a) active participation and contribution to exercises, group work, small projects, decision making exercises, decision preparations and other forms of building skills and knowledge - 50% of available points</p> <p>b) quality of presentations and group projects - 50% of available points, measured by: application of professional managerial approach 1/4, creativity and innovation approach 1/4, respecting corporate social responsibility 1/4, high prospects for good results and good efforts / outcomes ratio 1/4.</p>											
Course objectives												
<p>Building skills in recognizing entrepreneurial personalities.</p> <p>Understand different decision patterns depending on personality.</p> <p>Using acquired knowledge in negotiations and business cooperation.</p> <p>Work on the students' own entrepreneurial personalities to make them more effects driven.</p>												
Learning outcomes												
Knowledge	MSG1_W09	The student gains the advanced knowledge on entrepreneurial personality: how to recognize it and shape it in different international environments.										
	E1_W05	The student gains the advanced knowledge on entrepreneurial personality: how to recognize it and shape it in different business and social environments.										
Verification of learning outcomes - Knowledge												
Outcomes	written exam	oral exam	test	essay/paper /portfolio	tasks/ homeworks	individual presentation	group presentation	classroom activities	classroom discussion	individual project	group project	
MSG1_W09						X	X	X	X			
E1_W05						X	X	X	X			

Skills	MSG1_U04	The student gains skills in using the concept of entrepreneurial personality for business negotiations and cooperation in different international environments.
	E1_U07	The student gains skills in using the concept of entrepreneurial personality for business negotiations and cooperation in different business and social environments.

Verification of learning outcomes - Skills

Outcomes	written exam	oral exam	test	essay/paper /portfolio	tasks/ homeworks	individual presentation	group presentation	classroom activities	classroom discussion	individual project	group project
MSG1_U04						X	X	X	X		
E1_U07						X	X	X	X		

Attitudes	MSG1_K06	Students uses business ethics and corporate social responsibility
	E1_K06	Students uses business ethics and corporate social responsibility

Verification of learning outcomes - Attitudes

Outcomes	written exam	oral exam	test	essay/paper /portfolio	tasks/ homeworks	individual presentation	group presentation	classroom activities	classroom discussion	individual project	group project
MSG1_K06						X	X	X	X		
E1_K06						X	X	X	X		

Course contents

1. The Lifestyle of an Entrepreneur: Perceptions and Reality - discussion and presentation.
2. Mental models of being an entrepreneur - students' group exercise and discussion.
3. Entrepreneurial Personality: In-born, Learnt or Acquired in the Other Way? - discussion and case studies.
4. Mental Problems in Skills Assessment and Creation of New Business Ideas: Overestimating Skills and Unjustified Optimism - research data presentation and exercise on the prevention from biases.
5. Credibility of Entrepreneurs - presentation and group work on the credibility strategy building.
6. Opportunity Identification and Conducting Realistic Assessment - presentation on the realism in business - discussion on pros and cons and setting the guidelines for limits to realism.
7. Commitment building in small enterprise teams - presentation and group exercise.
8. Encouragement and support to the employees and partner entrepreneurs - presentation and students work.
9. Critical analysis of data: eliminating wishful thinking and building solid grounds for decisions - individual students' exercises on data.
10. Behavioral Biases and Financial Decisions of Entrepreneurs - presentation and detection of biases group exercises.
11. Entrepreneurial Approaches to Risk Taking - presentation and discussion.
12. Developing a Successful Marketing and Sales Strategy based on Relations - exercise on how to build relations with people in business.
13. Building Entrepreneurial Personality Strategy - Presentations of students small groups projects.

Recommended reading lists
A. Fundamental (basic) literature

1. Electronic materials delivered by the instructor.
2. Chell E., *The Entrepreneurial Personality: A Social Construction*, Routledge, 2013.
3. Abrams R., *Entrepreneurship: A Real-World Approach*, PlanningShop, 2017.

B. Supplemental literature

1. Current articles on psychological studies in entrepreneurship suggested and indicated by the instructor for free download.

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* SS1- undergraduate studies * SS2 - graduate studies * SDang - doctoral studies
 ** MSG - International Economic Relations