



## COURSE DESCRIPTION CARD - SYLLABUS

Course name

Principles of Entrepreneurship [N2Trans1-TrCh>PodP]

### Course

Field of study

Transport

Year/Semester

2/3

Area of study (specialization)

Refrigerated Transport

Profile of study

general academic

Level of study

second-cycle

Course offered in

Polish

Form of study

part-time

Requirements

compulsory

### Number of hours

Lecture

9

Laboratory classes

0

Other

0

Tutorials

9

Projects/seminars

0

### Number of credit points

2,00

### Coordinators

dr inż. Hanna Sawicka

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### Lecturers

### Prerequisites

Knowledge: the student has a basic knowledge of the scope of principles of the logistics company. Skills: the student is able to integrate information obtained, to make its interpretation, to draw conclusions, to formulate and to justify opinions; he/she has the ability to see, to associate and to interpret phenomena occurring in a management of organizations. Social competencies: the student is aware of and understands the non-technical aspects and effects of logistics activities; the student is able to cooperate in a group.

### Course objective

To familiarize students with an essence of entrepreneurship and to equip them with methods and tools to use and develop entrepreneurship. Practical research and shaping of entrepreneurship.

### Course-related learning outcomes

Knowledge:

The student knows the economic, legal and other conditions of the operation of transport companies

The student has a basic knowledge of managing / running a business and an individual entrepreneurship

### Skills:

The student is able to use information and communication techniques used in the implementation of projects in the field of transport.

The student is able - when formulating and solving engineering tasks - to integrate knowledge from various transport areas (and if necessary also knowledge from other scientific disciplines) and apply a system approach, also taking into account non-technical aspects.

The student can interact in a team, taking on different roles.

### Social competences:

The student understands the importance of popularizing activities regarding the latest achievements in the field of transport engineering.

The student is aware of the need to develop professional achievements and to comply with the rules of professional ethics.

## Methods for verifying learning outcomes and assessment criteria

Learning outcomes presented above are verified as follows:

Learning outcomes presented above are verified as follows:

Activity at lectures and tutorials, including participation in discussions and ongoing preparation for lectures and tutorials. Doing assignments individually and in groups. An exam to verify the learning outcomes.

## Programme content

1. The definition of the basic concepts of entrepreneurship; entrepreneurship - definition and essence, the main character in the history of entrepreneurship.
2. Marketing mix; reminding of the essence and basic components of the marketing mix; specific marketing mix in the transportation company; prepare a marketing plan for a specific company - a case study (tutorials).
3. Process analysis; essence and purpose of carrying out process analysis, principal components of the process analysis, analysis and reconstruction of the selected service process / production - a case study (tutorials).
4. Leadership in the organization; understanding of group work, regardless of personal attributes and abilities of the individual; analysis of typical behaviors and roles occurring in the group; indication of the impact of the leader (the person with the characteristics of leadership) to the group; individual assessment of their characteristics in terms of leadership; psychological test (tutorials).
5. Art of negotiation; essence and purpose of the negotiation; basic forms of negotiation; essential steps preceding negotiations; characterization and analysis of various scenarios of the negotiations; summary and conclusions of the negotiations; practical application of knowledge - carrying out negotiations - a case study (tutorials).
6. Professional presentations; the basic elements of professional presentations; preparing the presentation and conclusions; practical application of knowledge - carrying out professional presentations (tutorials); principles of CV and covering letter.
7. Using the acquired knowledge to solve practical problems of a strategic nature; managerial game (tutorials).

## Course topics

none

## Teaching methods

1. Problem lecture with a multimedia presentation.
2. Case study.
3. Didactic game.
4. Exercises - solving problems.

## Bibliography

Basic

1. Adair C.B., Murray B.A.: Breakthrough Process Redesign: New Pathways to Building Customer Value.

Rath & Strong, New York, 1994.

2. Bygrave W., Zacharakis A.: Entrepreneurship. John Wiley & Sons, New York, 2011

3. Mastenbroek W.: Negotiate. Blackwell Publishing, Oxford, 1989.

4. Sawicka H.: Principles of Entrepreneurship. Lecture materials, Poznan University of Technology (in Polish).

Additional

1. Drucker P.: Innovation and Entrepreneurship. Harper & Row, New York, 2006

2. Journal of Innovation and Entrepreneurship; Springer

### Breakdown of average student's workload

|                                                                                                                                         | Hours | ECTS |
|-----------------------------------------------------------------------------------------------------------------------------------------|-------|------|
| Total workload                                                                                                                          | 38    | 2,00 |
| Classes requiring direct contact with the teacher                                                                                       | 18    | 1,00 |
| Student's own work (literature studies, preparation for laboratory classes/ tutorials, preparation for tests/exam, project preparation) | 20    | 1,00 |