1.	Course Title	Entrepreneurship
2.	Code	F18L3S028
3.	Study program	Software engineering and information systems
4.	Study Program Organizer	Faculty of Computer Science and Engineering
5.	Degree (first, second, third cycle)	first cycle
6.	Academic year / semester 4 / summer / mandatory	7. ECTS credits 6
8.	Teacher	full professor Vladimir Trajkovikj
9.	Course enrollment prerequisites	Бизнис и менаџмент и (Веб програмирање или Интернет технологии или Имплемнтација на системи со отворен и слободен код)

10.	Course program goals (competencies):
	Students will be introduced with challenges that will face if they decide to create their own business. They will be able to produce initial market analyses, to define metrics needed to evaluate the success of their business, as well as to know how to recognize whether they have managed to create values for their customers (users). Finally, they will be able to present (pitch) their business or business idea in front of potential clients, partners and investors.

11.	Course program content:
	The lectures are close in format to the start-up weekend event. Students will have opportunities to contact with representatives and stakeholders of the Macedonian start-up community. Business values, company values and customer values. Innovation, innovation types, and how to implement innovation. Introduction to entrepreneurship. Idea evaluation. Market analyses. Business and lean canvas. Product (Service) presentation types. Start-up metrics. Finance management for start-ups. Start-ups' organizational structures. Business scaling principles. Legal regulations related to start-ups in Macedonia. Access to finance.

12.	Learning methods:
	Lectures using presentations, interactive lectures, exercises (using equipment and software packages), teamwork, case studies, invited guest lecturers, independent preparation and defense of a project assignment and seminar work.

13.	Total available time	6 ECTS x 30 hours = 180 hours
14.	Distribution of the available time	30 + 45 + 15 + 15 + 75 = 180 hours
15.	Teaching activity forms	15.1. Lectures – theoretical teaching	30 hours

		15.2.	Exercises (laboratory, auditory), seminar papers, teamwork	45 hours
16.	Other activity forms	16.1.	Project Tasks	15 hours
		16.2.	Independent Learning Tasks	15 hours
		16.3.	Home learning	75 hours

17.	Assessment methodology	
17.1.	Tests	10 points
17.2.	Seminar paper/project (presentation: written and oral)	10 points
17.3.	Activity and learning	10 points
17.4.	Final exam	70 points

18.	Assessment criteria (points/grade)	up to 50 points	5 (five) (F)
		51 to 60 points	6 (six) (E)
		61 to 70 points	7 (seven) (D)
		71 to 80 points	8 (eight) (C)
		81 to 90 points	9 (nine) (B)
		91 to 100 points	10 (ten) (A)

19.	Course completion and final exam requirements	Realized activities 15.1 and 15.2
20.	Teaching Language	Macedonian and English
21.	Teaching quality evaluation method	Internal evaluation mechanisms and questionnaires

22.	Course Material	
22.1.	Mandatory course material	

No.	Author	Title	Publisher	Year
1	Владимир Трајковиќ	Работни материјали од предметот		2015
2	Peter Thiel, Blake Masters	Zero to One: Notes on Startups, or How to Build the Future	Crown Publishing Group	2014
3	Eric Ries	The Lean Startup: How Today's Entrepreneurs Use Continuous Innovation to Create Radically Successful Businesses	Crown Publishing Group	2011
4	Steve Blank, Bob Dorf	The Startup Owner's Manual: The Step-By-Step Guide for Building a Great Company	K&S Ranch Press	2012
5	NESTA	Nesta Start-up Toolkit	Nesta	2014

22.2.	Additional course material			
No.	Author	Title	Publisher	Year