



COURSE UNIT (MODULE) DESCRIPTION

Course unit (module) title		Code	
Entrepreneurship			
Lecturer(s)		Department(s) where the course unit (module) is delivered	
Coordinator: assoc. prof. J. Butkevičienė Other(s):		Management Department	
Study cycle		Type of the course unit (module)	
First			
Mode of delivery	The period when the course unit (module) is delivered	Language(s) of instruction	
Face-to-face and Online	3 semester	EN	
Requirements for students			
Prerequisites: Management; New business creation		Additional requirements (if any): -	
Course (module) volume in credits	Total student workload	Contact hours	Self-study hours
5	130	48	82
Purpose of the course unit (module): programme competencies to be developed			
<p>To develop an entrepreneurial mindset so that students are able to create, act and adapt in different ecosystems to create new businesses. The course develops students' entrepreneurial attitude, skills and competencies based on practically proven and globally recognized methodologies for the development of an entrepreneurial mindset – an individual set of approaches, knowledge, and thought processes that drive entrepreneurial behavior.</p>			
Learning outcomes of the course unit (module)	Teaching and learning methods	Assessment methods	
<p>Understand the essence and importance of entrepreneurial competencies. To be able to reflect on their acquired entrepreneurial competencies, to prepare a self-development plan. Be able to generate and create new ideas. To be able to justify business development ideas, proposed innovations, forms of implementation, to assess the benefits and risks of business projects.</p>	<p>Main method- in-class teaching, seminars, projects and reflection. Students' self-expression, critical analytical thinking, networking and participation in discussions are encouraged in-class and in the field.</p>	<p>Students' competencies are assessed in a ten-point system. Rating system (100%):</p> <ol style="list-style-type: none"> 1. Personal reflection on entrepreneurial mindset – 15% (Self-analysis of strengths and areas for improvement, in relation to 8 elements of entrepreneurial mindset. Ability to reflect, relate to personal experience and theory is assessed). Reflection at the end of the semester. 2. Ecosystem analysis group project – 20%. Group work: map the ecosystem, identify challenges and provide insights. Interim report (halfway through the semester). 	

		<p>3. Mid-term exam (written test) – 15%. Test part: theoretical knowledge of entrepreneurial mindsets and ecosystems and mini-case.</p> <p>4. Practical mini-project – 25%. Student groups propose a solution to a chosen ecosystem or market problem. Creativity, realism, and the ability to apply elements of entrepreneurial mindset are evaluated.</p> <p>5. Final exam (written test) – 15%. Mini case study and questions about entrepreneurial mindset. The aim is to test the ability to apply concepts in a real-world scenario.</p> <p>6. Active participation and discussion – 10%. Participation in the audience, reflections during seminars, pitches, contribution to the group work. The methodology for evaluating the cumulative score is applied in assessment. The exam and project reporting is mandatory.</p>
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Content: breakdown of the topics	Contact hours							Self-study work: time and assignments	
	Lectures	Tutorials	Seminars	Exercises	Laboratory work	Internship/work	Contact hours	Self-study hours	Assignments
I. Introduction to the course. Introduction to entrepreneurship and entrepreneurial mindset. Assessment of entrepreneurial competencies.	4		2				6	4	Group project assignment. Teams formation. Analysis of the scientific articles.
Opportunity Recognition – Approaching problems as opportunities to create solutions. Idea screening and the difference between an idea and an opportunity.	2						2	4	Case study analysis. Analysis of the scientific articles. Group work
II. Creativity, Innovation and Flexibility. Creativity & Innovation - effecting brainstorming approaches. Out-of-the-box thinking. Intuition.	2		2				4	10	Group project assignment (continues).
Flexibility & Adaptability - proactive development of entrepreneurial skills. Entrepreneurial experimentation. Failing fast, failing forward, pivoting, and knowing when to abandon a given approach.	4		2				6	8	Case study analysis/ scientific paper presentation. Group work
III. Entrepreneurial Ecosystems and networking.	6		2				8	12	Case study analysis/ scientific paper presentation. Group work.

Concept and elements of the entrepreneurial ecosystem. Communication & Collaboration - joining industry communities, articulating a vision, establishing culture & values. Delegation of authority and functional humility.									Participation in startup-events. Networking. Pitching ideas.
IV. Critical Thinking, Risks and Opportunities. Comfort with Risk – the ability to move forward with a decision despite uncertainty and challenges.	4		2				6	10	Scientific paper analysis. Case study analysis. Group work.
Critical Thinking & Problem Solving - considering an issue from a range of possible perspectives, to digest all available data and make a confident decision.	2		2				4	6	Scientific paper analysis. Case study analysis. Group work.
V. Future Orientation. Future Orientation – Managing uncertainty in unpredictable times. Viewing learning as a lifelong pursuit. Maintaining a positive outlook towards creating a better world. The entrepreneurial mindset as the long-term career and in various contexts, such as private sector entrepreneurship, social entrepreneurship, intrapreneurship within larger companies, and in a general business setting. Connecting with other entrepreneurial-minded people as peers, role models, and mentors.	4		2				6	12	Scientific paper analysis. Case study analysis. Group work. Participation in startup-events. Networking. Pitching ideas. (opt)
VI. Resilience and Reflection. Initiative & Self-Reliance - taking ownership of a project without input or guidance and working through obstacles independently. Managing stress and conflict, entrepreneurial resilience.	4		2				6	10	Final project pitch. Reflection on entrepreneurial mindset. Self-development plan.
Total	32		16				48	82	

Assessment strategy	Weight, %	Deadline	Assessment criteria
Work and activities during lectures and seminars	25	During the semester	Active participation during activities and activities. Presentation and discussion of scientific articles on entrepreneurship (10 min). Reflection (os), self-reflection.
Exam (mid-term and final)	30	In the middle and at the end of the semester	Mixed questions. The value of the correct answer is 0.5 points, the value of the incorrect answer is 0 points, the total maximum value of the points collected is equal to 10. The final assessment of the student's knowledge is the cumulative score of the mid-term exam, group project, and exam assessments, where the exam and projects scores are mandatory. A 10-point scale is applied to the assessment: 10 (excellent); 9 (very good); 8 (good); 7 (average); 6 (satisfactory); 5 (weak); The minimum requirements are not met: 4, 3, 2, 1.
Group project	45	During the semester	Ecosystem analysis and presentation (20%), written project and presentation (25%). Project work - during seminars, the level of performance of tasks is evaluated by grade. A 10-point scale is applied to the assessment: 10 (excellent); 9 (very good); 8 (good); 7 (average); 6 (satisfactory); 5 (weak); The minimum requirements are not met: 4, 3, 2, 1.)

The assessment strategy for an external exam	Weight, %	Deadline	Assessment criteria
Preparation and presentation of the startup project.	45		<p>A student is tasked with preparing and presenting a startup project using the Business Model Canvas (BMC). This involves detailing all nine components of the BMC while explaining how the 8 domains of the entrepreneurial mindset—such as opportunity recognition, risk management, creativity, initiative, adaptability, critical thinking, communication, and future orientation (Garman, 2020)—have been applied throughout the project. A student must also identify any shortcomings or challenges encountered in these areas, the role of the entrepreneurial ecosystem elements. The presentation should be concise, lasting 10-15 minutes, and showcase both the startup's structure and the integration of entrepreneurial skills, ending with a discussion on areas for potential improvement and responses to questions. The following aspects will be evaluated:</p> <ul style="list-style-type: none"> • Project and reasoning of entrepreneurial mindset is relevant, based on academic literature, clear and logical. The project pitch is clear and concise. (50% of the grade). • analysis meets the requirements; statements are well-argued and supported literature (50% of the grade).
Reflection on a paper	25		<p>Extensive reflection on a given paper (1,5 - 2 p.) by identifying the main takeaways related to Entrepreneurship from the paper and giving your own well-argued, critical opinion.</p> <p><u>Open-source publication:</u> Kuratko, D. F., Fisher, G., & Audretsch, D. B. (2021). Unraveling the entrepreneurial mindset. <i>Small Business Economics</i>, 57(4), 1681-1691. Stam, E. (2015). Entrepreneurial ecosystems and regional policy: a sympathetic critique. <i>European planning studies</i>, 23(9), 1759-1769.</p> <p>The following aspects will be evaluated:</p> <ul style="list-style-type: none"> • provided takeout is relevant and related to the Entrepreneurship course; reasoning is well-argued, with the examples (50% of the grade). • provided insight is well structured, cohesive, supported with argumentation based on knowledge of Entrepreneurial mindset (50% of the grade).
Examination	30		The examination will consist of open and closed questions of diverse complexity, ranging from understanding to analytical evaluation. The examination will be taken on Moodle (VMA) platform.

Author	Year of publication	Title	Issue of a periodical or volume of a publication	Publishing place and house or web link
Compulsory reading				
Kyle Garman	2020	The Entrepreneurial Mindset: Preparing Our Next Generation For the Future of Work		Garman, K. (2020). <i>The entrepreneurial mindset: Preparing our next generation for the future of work</i> . New Degree Press.

Kevin D. Johnson	2013	The Entrepreneur Mind: 100 Essential Beliefs, Characteristics, and Habits of Elite Entrepreneurs		Johnson, D. (2013). The Entrepreneur Mind: 100 Essential Beliefs. <i>Characteristics, and Habits of Elite Entrepreneurs</i> , 3, 8-18.
Optional reading				
Ewa Lechman, Anita Richert-Kaźmierska	2014	Creating Entrepreneurial Mindset		Richert-Kaźmierska, A., & Lechman, E. (2014). Creating entrepreneurial mindset. <i>INNOCASE Project</i> , (2012-1).
Ian C MacMillan and Rita Gunther McGrath	2000	The Entrepreneurial Mindset: Strategies for Continuously Creating Opportunity in an Age of Uncertainty		McGrath, R. G., & MacMillan, I. C. (2000). <i>The entrepreneurial mindset: Strategies for continuously creating opportunity in an age of uncertainty</i> (Vol. 284). Harvard Business Press.
Schmutzler, J., Palacios-Chacón, L. A., Burvill, S., & Andonova, V. (Eds.).	2024	Cases on Entrepreneurship and Innovation. Unexplored Topics and Contexts		Schmutzler, J., Palacios-Chacón, L. A., Burvill, S., & Andonova, V. (Eds.). (2024). <i>Cases on Entrepreneurship and Innovation: Unexplored Topics and Contexts</i> . Edward Elgar Publishing.