



COURSE UNIT (MODULE) DESCRIPTION

Course unit (module) title	Code
Business environment (Business and Intellectual Law 5cr, Business Psychology and Emotional Intelligence 5 cr)	

Lecturer(s)	Department(s) where the course unit (module) is delivered
Coordinator: partn. assoc. prof. Gediminas Varnas Other(s): Rita Čepinskienė, Sandra Četrauskienė	Business School, Saulėtekio al. 22, Vilnius

Study cycle	Type of the course unit (module)
First	Compulsory

Mode of delivery	Period when the course unit (module) is delivered	Language(s) of instruction
Face-to face (on-line)	Autumn	English

Requirements for students	
Prerequisites:	Additional requirements (if any):

Course (module) volume in credits	Total student's workload	Contact hours	Self-study hours
10	260	100	160

Purpose of the course unit (module): programme competences to be developed		
The aim of the Business Environment module is to introduce students to the basic principles of business law and the regulation of intellectual property protection, as well as to the main aspects of the application of psychology in business and organisational settings.		
Learning outcomes of the course unit (module)	Teaching and learning methods	Assessment methods
Will be able to understand of the legal context and concept of the business law.	Academic lecture, Problem teaching, Case analysis, Learning from practice, Learning in groups.	Individual and group exercises.
Will be able to understand different forms of business, as well as legal aspects of business incorporation and corporate governance. Demonstrate knowledge of the legal protection of intellectual property objects and rights.	Academic lecture, Problem teaching, Case analysis, Learning from practice, Learning in groups.	Individual and group exercises, verbal and written projects, case analysis.
Will be able to understand main principles of commercial contracts, including essential	Academic lecture, Problem teaching, Case analysis,	Individual and group exercises,

elements of the contract, formation and remedies.	Learning from practice, Learning in groups.	verbal and written projects, case analysis, interim assessment.
Will be able to understand the concept of the markets in financial instruments and its regulation, newest tech innovations and developments.	Academic lecture, Problem teaching, Case analysis, Learning from practice, Learning in groups.	Individual and group exercises, case analysis, examination.
Will be able to explain and understand the concept of emotional intelligence and its impact in business. Be able to critically evaluate current theoretical and practical issues in psychology in business.	Academic lecture, Problem teaching, Case analysis, Learning from practice, Learning in groups.	Individual and group exercises, verbal and written projects, case analysis, experiential tasks, interim assessment
Will be able to understand how to practically integrate business psychology concepts into an organisation.	Academic lecture, Problem teaching, Case analysis, Learning from practice, Learning in groups.	Individual and group exercises verbal and written projects, case analysis, interim assessment.
Will be able to apply knowledge of psychology to the analysis of practical business psychology cases, testing different methods and tools.	Academic lecture, Problem teaching, Case analysis, Learning from practice, Learning in groups.	Individual and group exercises verbal and written projects, case analysis, experiential tasks, examination.

Content: breakdown of the topics	Contact hours							Self-study work: time and assignments	
	Lectures	Tutorials	Seminars	Exercises	Laboratory work	Internship/work placement	Contact hours	Self-study hours	Assignments
1. Business and Intellectual Law:	32	2	16				50	80	
1.1. Origins, concept, importance and sources of the commercial law, challenges and perspectives;	2						2	5	Review the material from lectures and additional recommended literature.
1.2. Individual businesses organizational forms and their legal regulation. Corporate Governance.	10		4				14	20	Review the material from lectures and additional recommended literature, presentation of group work.
1.3. Intellectual property. Trade Secret Law Copyright. Transfer of Authors and Related rights. Trademark and Design Law. Legal protection of trade names and domain names.	8		4				12	20	Review the material from lectures and additional recommended

									literature, presentation of group work.
1.4. Commercial agreements	6		4				10	20	Review the material from lectures and additional recommended literature, agreements drafting, presentation of group work.
1.5. Financial instruments market and its legal regulation. Financial technologies and its regulation (Distributed Ledger Technology, artificial intelligence and etc.)	6		4				10	15	Review the material from lectures and additional recommended literature, presentation of group work.
1.6. Preparation for the final assignment (exam).		2					2		
2. Business Psychology and Emotional Intelligence:	32	2	16				50	80	Review the material from lectures and additional recommended literature, presentation of group work.
2.1. Introductory lecture, the concept of business psychology, its importance in the business context	2						1	5	Review the material from lectures and additional recommended literature.
2.2. Emotional intelligence and its influence in business, personality typology and organization, motivation theories and strategies	8		4				12	22	Review the material from lectures and additional recommended literature, presentation of group work.
2.3. The decision-making process and the role of cognitive processes in the organization, leadership theories and applications	8		4				12	17	Review the material from lectures and additional recommended literature,

									experiential tasks, presentation of group work.
2.4. Team dynamics, principles of successful team building, conflict resolution and group dynamics	6		4				11	18	Review the material from lectures and additional recommended literature, experiential tasks, presentation of group work.
2.5. Organizational culture, change management in the organization, creating employee well-being, latest trends	6		4				10	18	Review the material from lectures and additional recommended literature, experiential tasks, presentation of group work.
2.6. Preparation for the final assignment (exam).		2							
Total	64	4	32				100	160	

Assessment strategy	Weight, %	Deadline	Assessment criteria
Assessed individual and group tasks and other self-study activities during the lectures	40	Each lecture and seminar	Understanding and use of the basic concepts of the subject; Assimilation and application of the knowledge indicated in study results in straightforward situations; Independent work quality, formulation of conclusions and summary; Cognitive, analytical and some of the other abilities and skills identified in study results; Identification of practical problems and reasoning of their solutions; Preparation of legal documents. The assessment consists of two parts, i.e. the Business and Intellectual Law part, weighted at 20%, and the Business Psychology and Emotional Intelligence part, weighted at 20%.
Interim examination and examination	60	At the end of the course	Assimilation and application of the knowledge indicated in study results in straightforward situations; Cognitive, analytical and some of the other abilities and skills identified in study results; Identification of practical problems and reasoning of their solutions; Preparation of business documents. The assessment consists of two parts, i.e. the Business and Intellectual Law part, weighted at 30%, and the Business Psychology and Emotional Intelligence part, weighted at 30%.

Author	Year of publication	Title	Issue of a periodical or volume of a publication	Publishing place and house or web link
Compulsory reading				
Paul Davies	2020	Introduction to company law		Oxford University Press
Reed Hastings	2020	No Rules Rules: Netflix and the Culture of Reinvention Hardcover		Nuoroda https://ibiblioteka.lt/metis/publication?q=gfl5ykwj
Carstern Gerner-Beuerle and Michael Schillig	2019	Comparative company law		Oxford University Press
Laurynas Didžiulis	2019	International encyclopedia for contracts: Lithuania		Vilniaus Universitetas
Travis Bradberry, Jean Greaves, Patrick Lencioni	2019	Emocinis intelektas 2.0		https://ibiblioteka.lt/metis/publication/C130002191568?q=k6mm7uwbb
Brené Brown	2018	Dare to Lead: Brave Work. Tough Conversations. Whole Hearts		Nuoroda https://ibiblioteka.lt/metis/publication/C130002244130?q=ltcedd89o
Daniel Coyle	2018	The Culture Code: The Secrets of Highly Successful Groups		Nuoroda https://ibiblioteka.lt/metis/publication/C1840000166573?q=zbsy874n4
Justine Pila, PaulTorremans Pub	2016	European Intellectual Property Law.		Oxford University Press
International Institute for the Unification of Private Law	2016	Unidroit Principles of International Commercial contracts		https://www.unidroit.org/instruments/commercial-contracts/unidroit-principles-2016
ROTH, G. H.; KINDLER, P.	2013	The spirit of corporate law: core principles of corporate law in Continental Europe		München: Beck; Oxford: Hart
VILEITA A.	2009	Civilinė teisė. Bendroji dalis/ Vadovėlis		Mykolo Romerio universiteto Leidybos centras
MIKELĖNAS V.	2002	Prievolių teisė		Justitia
Optional reading				
Timothy R. Clark	2020	The 4 Stages of Psychological Safety · Defining the Path to Inclusion and Innovation		https://www.amazon.com/Stages-Psychological-Safety-Inclusion-Innovation/dp/B085RKMPLN/ref=sr_1_1?crd=Q5PCVWP93Y94&keywords=The+4+Stages+of+Psychological+Safety+%C2%B7+Defining+the+Path+to+Inclusio

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Christopher D. Connors	2020	Emotional Intelligence for the Modern Leader: A Guide to Cultivating Effective Leadership and Organizations		https://www.amazon.com/Emotional-Intelligence-Modern-Leader-Organizations/dp/1646115600/ref=sr_1_3_sspa?crid=259FHO6ETWSEA&keywords=Emotional+Intelligence+for+the+Modern+Leader&qid=1686547416&sprefix=emotional+intelligence+for+the+modern+leader%2Caps%2C486&sr=8-3-spons&psc=1&spLa=ZW5jcnlwdGVkUXVhbGlmaWVyPUFDTDJUTDFFWktJVfQmZW5jcnlwdGVkSWQ9QTAyOTI4OTUxM01CWUM3RzI4R1NUJmVuY3J5cHRlZEFkSWQ9QTA0NDk0NzIyTktORTdTMkdDV1VSJndpZGdlE5hbWU9c3BfYXRmJmFjdGlvbj1jbGlja1JlZGlyZW50JmRvTm90TG9nQ2xpY2s9dHJlZQ==
European Commission	2019	Setting up and expanding a business in the EU		https://op.europa.eu/en/publication-detail/-/publication/d3f972c7-d800-11e8-90c0-01aa75ed71a1/language-en
Kevin Werbac	2018	Trust, but Verify: Why the Blockchain Needs the Law		https://lawcat.berkeley.edu/record/1128548?ln=en
Vitalik Buterin	2017	The Meaning of Decentralization		https://medium.com/@VitalikButerin/the-meaning-of-decentralization-a0c92b76a274
Kevin Werbach and Nicolas Cornell	2017	Contracts ex Machina		https://scholarship.law.duke.edu/cgi/viewcontent.cgi?article=3913&context=dlj
Patrick Lencioni	2009	The Five Dysfunctions of a Team: A Leadership Fable		Nuoroda https://ibiblioteka.lt/metis/publication/LIBIS000000378172?q=wptqn5z6s