



COURSE UNIT (MODULE) DESCRIPTION

Name of the subject (module)	Code
Business environment (Business and intellectual law 5 cr., Business Psychology and Emotional Intelligence 5 cr.)	

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

Cycle of studies	Type of the course unit (module)
First	Compulsory

Mode of delivery	Period when the course unit (module) is delivered	Language(s) of instruction
Auditory / virtual / mixed	Autumn semester	English/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 purpose of the business environment module is to acquaint students with the basic principles of business law and the regulation of legal protection of intellectual property, as well as the main aspects of the application of psychology in business and the organizational environment.		
Learning outcomes of the course unit (module)	Teaching and learning methods	Assessment methods
Will understand the basic concepts of business law, will be able to independently find and properly apply the legal norms regulating the relationship between business and intellectual property rights.	Lectures, active discussions, resolution of situations, work Groups.	Individual tasks and tasks in groups
Will be able to compare the forms of business organization, identify their differences, advantages and disadvantages. Will be able to prepare the company's instruments of incorporation, contracts, claims and other documents used in business. Will demonstrate knowledge of the legal protection of objects of intellectual property and rights to them.	Lectures, active discussions, solving tasks, preparation of documents, resolution of situations, work in groups.	Individual tasks and tasks in groups, Projects orally and in writing, Analysis of practical situations
Will demonstrate knowledge of the concept of contracts in the general principles of contracts, the problems of the conclusion and execution of contracts.	Lectures, active discussions, resolution of situations, work Groups.	Individual tasks and tasks in groups, Projects in oral and written form, Analysis of practical situations, Intermediate reporting

Understand the principles of operation of the Lithuanian financial instruments market. Will demonstrate knowledge related to the legal regulation of technology and financial markets.	Lectures, active discussions, resolution of situations, work Groups.	Individual tasks and tasks in groups, exam.
Will be able to explain and understand the manifestation of emotional intelligence and its influence in business. Will be able to critically evaluate the relevant theoretical and practical problems of psychology in business.	Lectures, active discussions, resolution of situations, work Groups.	Individual tasks and tasks in groups, Projects orally and in writing, Analysis of practical situations Practical tasks and discussion Experiential tasks
Will understand how to put into practice the concepts of business psychology in an organization.	Lectures, active discussions, resolution of situations, work Groups.	Individual tasks and tasks in groups, Projects in oral and written form, Analysis of practical situations, Intermediate reporting
Will apply the acquired knowledge of psychology in the analysis of practical cases of business psychology, testing different methods and tools.	Lectures, active discussions, resolution of situations, work Groups.	Individual tasks and tasks in groups, Case studies Practical tasks and discussion Experiential tasks Examination.

Themes	Contact hours							Time and tasks of self-study	
	Lectures	Consultation	Workshops	Exercises	Laboratory work	Practice	Full contact work	Self-employment	Tasks
1. Business and intellectual law									
1.1. The concept of law. Legal system. Sources of law. Principles of law.	4		2				5	13	Analysis of literature, articles and practical examples.
1.2. Forms of business organization: Business execution without establishing a legal entity. Legal entities. Representation. The main legal aspects of corporate governance. Rights and obligations of participants and managers of legal entities. Legal regulation of bankruptcy and restructuring. Labor legal relations.	8		4				12	16	Analysis of literature, articles and practical examples. Preparation of project documents related to the establishment of a business.
1.3. The basics of contract law, the main types of business contracts, the practice of drafting contracts.	8		4				12	17	Analysis of literature, articles and practical examples.

									Preparation and analysis of draft contracts.	
1.4. Grounds of intellectual property right: legal protection of copyright and related rights, trademarks, designs and other objects of industrial property.	8		4					10	17	Analysis of literature, articles and practical examples. Preparation of documents relating to the protection of intellectual property
1.5. Legal regulation of technology and financial markets.	6		2					9	17	Analysis of literature, articles and practical examples.
1.6. Preparing for the final settlement		2						2		
Total	32	2	16					50	80	
2. Business psychology and emotional intelligence 5 kr	32	2	16					50	80	
2.1. Introductory lecture, concept of business psychology, significance in the business context.	2							1	5	Analysis of literature, articles and practical examples.
2.2. Emotional intelligence and its influence in business, personality typology and organization, theories and strategies of motivation.	8		4					12	22	Literature analysis Case studies Experiential tasks Discussion and analysis of practical examples.
2.3. The decision-making process and the role of cognitive processes in the organization, theories and application of leadership.	8		4					12	17	Literature analysis Case studies Experiential tasks Discussion and analysis of practical examples.
2.4. Team dynamics, principles of successful team building, conflict resolution and group dynamics.	6		4					11	18	Literature analysis Case studies Experiential tasks Discussion and analysis of practical examples.
2.5. Organizational culture, change management in the organization, creation of employee well-being, the latest trends.	6		4					10	18	Literature analysis Case studies Experiential tasks Discussion and analysis of practical examples.
2.6. Preparation for the final settlement.		2						2		
Total		2						50	80	
Total	64	4	32					100	160	

Evaluation strategy	Weight in	Billing time	Evaluation criteria
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	percent.		
Self-sufficient is valued student work (projects), perform independently or Groups.	40 %	Business Environment Module Time.	<p>The theoretical and practical knowledge of the student is assessed, checking his abilities to analyze the presented situation, to present a proposed solution to the situation in an argumentative way, and the student's activity in participating in discussions, answers to questions, formulate problems or make critical remarks are also assessed.</p> <p>Self-evaluation of students' work consists of two parts, i.e. the share of business and intellectual law with a weight of 20%, and the share of Business Psychology and Emotional Intelligence with a weight of 20%.</p>
Interim settlement.	20 %	During the module of the business environment.	<p>The theoretical and practical knowledge of the student is assessed by checking his ability to analyze the presented situation, to present a proposed solution to the situation in an argumentative manner, to prepare a written work or drafts of documents used in business.</p> <p>The interim settlement consists of two parts, i.e. the part of business and intellectual law with a weight of 10%, and the share of Business Psychology and Emotional Intelligence with a weight of 10%.</p>
Examination.	40 %	Business Environment Module End.	<p>The exam assesses the theoretical and practical knowledge of the student, checking his abilities to analyze the presented situation, to present a proposed solution to the situation in an argumentative way or to prepare drafts of documents used in business.</p> <p>The examination consists of two parts, i.e. the part of business and intellectual law with a weight of 20%, and the part of Business Psychology and Emotional Intelligence with a weight of 20%.</p>

Author	Year of authorisation	Title	Periodical No. or the volume of the publication	Place of publication and publishing house or web link
Mandatory literature				
MIKALONIENĖ, L.	2020	Corporate law: practise: A teaching tool.		Vilnius University Press
Reed Hastings	2020	No Rules Rules: Netflix and the Culture of Reinvention Hardcover		Link https://ibiblioteka.lt/metis/publication?q=gfl5ykwjip
Travis Bradberry, Jean Greaves, Patrick Lencioni	2019	Emotional Intelligence 2.0		https://ibiblioteka.lt/metis/publication/C130002191568?q=k6mm7uwhb
Curtis, Pran; Ažubalytė, Rima; Beinoravič and others	2017	Lithuanian law, 1918-2018		Mykolas Romeris University
Brené Brown	2018	Dare to Lead: Brave Work. Tough Conversations. Whole Hearts		Link https://ibiblioteka.lt/metis/publication/C130002244130?q=ltcedd89o

Daniel Coyle	2018	The Culture Code: The Secrets of Highly Successful Groups	Link https://ibiblioteka.lt/metis/publication/C1840000166573?q=zbsy874n4
Further 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?crid=Q5PCVWP93Y94&keywords=The+4+Stages+of+Psychological+Safety+%C2%B7+Defining+the+Path+to+Inclusion+and+Innovation&qid=1686547815&prefix=the+4+stages+of+psychological+safety+defining+the+path+to+inclusion+and+innovation%2Caps%2C497&sr=8-1
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=259FH06ETWSEA&keywords=Emotional+Intelligence+for+the+Modern+Leader&qid=1686547416&prefix=emotional+intelligence+for+the+modern+leader%2Caps%2C486&sr=8-3-spons&psc=1&spLa=ZW5jcnlwdGVkUXVhbGlmaWVyPUFDTDJUTDFFWktJVFQmZW5jcnlwdGVkSWQ9QTAYOTI4OTUxM01CWUM3RzI4R1NUJmVuY3J5cHRlZEFkSWQ9QTA0NDk0NzIyTktORTdTMkdDV1VSJndpZGdldE5hbWU9c3BfYXRmJmFjdGlvbj1jbGlja1JlZGlzZW50JmRvTm90TG9nQ2xpY2s9dHJlZQ==
European Commission	2019	Start-ups and business development in the EU know your rights	https://op.europa.eu/en/publication-detail/-/publication/d3f972c7-d800-11e8-90c0-01aa75ed71a1/language-It
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
Max Raskin	2017	The law and legality of smart contracts	https://georgetownlawtechreview.org/wp-content/uploads/2017/05/Raskin

				in-1-GEO.-L.-TECH.-REV.-305-.pdf
Patrick Lencioni	2009	The Five Dysfunctions of a Team: A Leadership Fable		Link https://ibiblioteka.lt/metis/publication/LIBIS000000378172?q=wptqn5z6s
A. Vileita...	2009	Civil law. General part: textbook		Vilnius University, Justitia