



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 (optional 2 nd 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

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.

Learning outcomes of the course unit (module)	Teaching and learning methods	Assessment methods
Development of entrepreneur's attitude, skills and entrepreneurial competencies	Lectures, seminars, discussions, debates, brainstorm, case studies	Final exam; group presentations; cumulative grade assessment.
Proactive development of entrepreneurial skills: connecting with other entrepreneurs and joining communities in the industry	Guest lectures, visits, seminars, discussions, debates, visits, brainstorm, case studies	Final exam; group presentations; cumulative grade assessment.

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
Introduction to the course. Introduction to entrepreneurship: historical perspectives on entrepreneurship. Defining entrepreneurship. Develop an awareness of the	2		2				4	6	Group assignment. project formation. Teams Ideas

diverse characteristics of entrepreneurs. Role of entrepreneurship in the modern economy. Types of entrepreneurship. Developing entrepreneurial mindset. Discovering the eight domains of the entrepreneurial mindset.									screening.	
Opportunity Recognition – Approaching problems as opportunities to create solutions. Idea screening and the difference between an idea and opportunity.	4		2					6	6	Case study analysis
Creativity & Innovation - effecting brainstorming approaches. Out-of-the-box thinking. Intuition.	2							2	8	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.	2							2	8	Case study analysis/ scientific paper presentation
Comfort with Risk – the ability to move forward with a decision despite uncertainty and challenges.	4		2					6	10	Case study analysis. Reflection on the comfort with risk.
Communication & Collaboration - joining industry communities, articulating a vision, establishing culture & values. Delegation of authority and functional humility.	4		2					6	14	Networking. Pitching your ideas exercise
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	Group project assignment (continues).
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	Semi-final project pitch. Discussion
Future Orientation – Managing uncertainty in unpredictable times. Viewing learning as a lifelong pursuit. Maintaining a positive outlook towards creating a better world.	4		2					6	6	Case study analysis
The entrepreneurial mindset in the long-term career. 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	8	Final pitch. Reflection on entrepreneurial mindset. Discussion
Total	32		16					48	82	

Assessment strategy	Weight, %	Deadline	Assessment criteria
Mid-term exam	20	In the middle of the semester	Number of questions answered correctly.
Work and activities during seminars	50	During the semester	Performing group tasks, reflections and presenting group projects.
Exam test	30	During the exam session	
			Number of questions answered correctly.

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		
Kevin D. Johnson	2020	The Entrepreneur Mind: 100 Essential Beliefs, Characteristics, and Habits of Elite Entrepreneurs		
Optional reading				
Ewa Lechman, Anita Richert-Kaźmierska	2014	Creating Entrepreneurial Mindset		
Ian C MacMillan and Rita Gunther McGrath	2000	The Entrepreneurial Mindset: Strategies for Continuously Creating Opportunity in an Age of Uncertainty		
Schmutzler, J., Palacios-Chacón, L. A., Burvill, S., & Andonova, V. (Eds.).	2024	Cases on Entrepreneurship and Innovation. Unexplored Topics and Contexts		