

SYLLABUS

1. Data about the program of study

1.1 Institution	Technical University of Cluj-Napoca
1.2 Faculty	Faculty of Electronics, Telecommunications and information Technology
1.3 Department	Applied Electronics
1.4 Field of study	Electronic Engineering, Telecommunications and Information Technologies
1.5 Cycle of study	Bachelor of Science
1.6 Program of study / Qualification	Applied Electronics / Engineer
1.7 Form of education	Full time
1.8 Subject code	58.10

2. Data about the subject

2.1 Subject name	Entrepreneurial Education						
2.2 Subject area	Theoretical area Methodological area Analytic area						
2.3 Course responsible	Assoc. Prof. Alin Marius Grama, PhD Eng.– Alin.Grama@ael.utcluj.ro						
2.4 Teacher in charge with seminar / laboratory / project	-						
2.5 Year of study	IV	2.6 Semester	2	2.7 Assessment	V	2.8 Subject category	DC/DO

3. Estimated total time

3.1 Number of hours per week	1	of which: 3.2 course	1	3.3 seminar / laboratory	0
3.4 To Total hours in the curriculum	50	of which: 3.5 course	14	3.6 seminar / laboratory	0
Distribution of time					hours
Manual, lecture material and notes, bibliography					15
Supplementary study in the library, online specialized platforms and in the field					15
Preparation for seminars / laboratories, homework, reports, portfolios and essays					6
Tutoring					0
Exams and tests					0
Other activities:					
3.7 Total hours of individual study	36				
3.8 Total hours per semester	50				
3.9 Number of credit points	2				

4. Pre-requisites (where appropriate)

4.1 curriculum	N.A.
4.2 competence	N.A.

5. Requirements (where appropriate)

5.1. for the course	Amphitheatre, Cluj-Napoca
5.2. for the seminars / laboratories / projects	-

6. Specific competences

Professional competences	<ul style="list-style-type: none"> • Adequate use of concepts specific to entrepreneurship • Use of appropriate tools to study the specific phenomena of different markets • Adequate and efficient use of resources, depending on the characteristics of the socio-economic environment • Assessing the possibilities of running a profitable and personal business, taking into account the interests of the community • Use of negotiation techniques with business partners • Identify possible ways to minimize risk when starting and running a business • Investigating general and specific elements of business success
Cross competences	<p>CT1. To methodically analyze engineering problems, by identifying the basic elements for which well-established solutions already exist, ensuring the fulfillment of the professional assignments</p> <p>CT2. To split activities into stages and to assign them to subordinates, together with a complete explanation of their responsibilities, based on hierarchical levels, ensuring an efficient information transfer and interpersonal communication</p>

7. Discipline objectives (as results from the key competences gained)

7.1 General objective	Developing skills in the implementation and coordination of a business
7.2 Specific objectives	<ol style="list-style-type: none"> 1. Assimilation of theoretical knowledge regarding the realization of a business plan 2. Acquiring the skills to use the terminology specific to entrepreneurship activity

8. Contents

8.1 Lecture (syllabus)	Teaching methods	Notes
1. Entrepreneurship. Definition and characterization	Presentation, heuristic conversation, exemplification, problem presentation, case study, formative evaluation	Use of .ppt presentation, projector, blackboard
2. Management of personal resources		
3. Starting and developing a business		
4. Ethics in business		
5. Preconceptions about entrepreneurship		
6. The entrepreneur. Attitudes and characteristic behavior		
7. The Entrepreneur. General characteristics		

Bibliography

1. *A Guide to the Project Management Body of Knowledge (PMBOK Guide)*, Project Management Institute (PMI), 5th edition, 2013

9. Bridging course contents with the expectations of the representatives of the community, professional associations and employers in the field

The discipline content and the acquired skills are in agreement with the expectations of the professional organizations and the employers in the field, where the students carry out the internship stages and/or occupy a job (in the field of project management), and the expectations of the national organization for quality assurance (ARACIS).

10. Evaluation

Activity type	10.1 Assessment criteria	10.2 Assessment methods	10.3 Weight in the final grade
10.4 Course	The level of acquired theoretical knowledge and practical skills	2 Summative evaluation written exam (theory and problems)	100%
10.5 Seminar/ Laboratory	The level of acquired knowledge and abilities	-	

10.6 Minimum standard of performance

Qualitative level:

Minimum knowledge:

- ✓ knowledge of the fundamental notions related to entrepreneurship
- ✓ Knowledge related to making a business plan
- ✓ Knowledge related to the coordination of a business

Minimum competences:

- ✓ be able to identify and manage personal resources.
- ✓ To be able to start a business

Quantitative level:

- ✓ The grade on each assessment should be a minimum of 5

Date of filling in:	Responsible	Title Surname NAME	Signature
20.06.2023	Course	Assoc. Prof. Alin GRAMA, PhD Eng.	
	Applications	-	

Date of approval in the Department of Applied Electronics

30.06.2023

Head of Department

Prof. Dorin PETREUȘ, PhD Eng.

Date of approval in the Council of Faculty of Electronics,
Telecommunications and Information Technology

12.07.2023

Dean

Prof. Ovidiu Aurel POP, PhD Eng.