

1. Course (module) name	2. Code
Entrepreneurship and Sales in Aviation	

3. Lecturer (s)	4. Division(s)
	Business School

5. Cycle of studies	6. Course (module) level	7. Course (module) type
First	Course is not divided into parts	Mandatory

8. Delivery form	9. Delivery period	10. Delivery language (s)
Full-time	Semester 5	English

11. Requirements for students	
Preliminary requirements:	Associated requirements (if any):
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12. Scope of course (module) in ECTS credits	13. Full workload of a student (hours)	14. Contact work hours	15. Independent work hours
5	130	30	100

16. Course (module) purpose: competences developer by the course programme
To familiarise students with the modern concept of entrepreneurship, nature of entrepreneurial activities, and the impact of entrepreneurship on economy and society. The graduates will acquire knowledge of the main stages of business creation, will be able to notice and assess the business opportunity for business, to mobilize a team, to prepare and present a business plan to investors.

17. Relation of the course targets with the expected results of studies and evaluation methods of studies and student achievement			
Results (targets) of the course	Results of the course	Methods of studies	Evaluation methods of academic achievements
Students have to gain the ability to identify problems independently, observe new opportunities and develop new products and services that provide added value to the aviation sector.	- students will acquire entrepreneurial knowledge and skills, understand what entrepreneurship is, and the role of entrepreneurship for the region's social and economic development	Lectures, discussions, case studies, analysis of literature, independent homework preparation, its presentation and defence	Assessment of case study solutions, assessment of independent work, examination
	- students will understand the essence of the business organization, and learn about basic business management functions	Lectures, discussions, case studies, individual and group assignments; practical projects	
	- students will understand the basic steps in creating a new business, will be able to prepare the plan for the implementation of business idea, and present it to investors;	Lectures, discussions, practical project preparation and delivery, team tasks; practical projects	Assessment of team tasks, assessment of practical projects, assessment of business project presentation, examination

18. Strategy and criteria of student assessment			
Assessment method	Per cent	Delivery time	Evaluation criteria
Assessment of work in the classroom during seminars	10 %	During the course of semester	Active participation in discussions, answering questions, formulating problems and questions
Self-assessment in accordance with predetermined criteria	5 %	At the end of the semester	Participation in teamwork; contribution to the final result; creativity and innovation
Assessment of colleagues in accordance with predetermined criteria	5 %	At the end of the semester	Participation in teamwork; contribution to the final result; creativity and innovation
Practical exercises and presentation of results	10 %	During the course of semester	Work completed in a timely manner; originality of work and presentation, communication skills
Business project presentation	15 %	At the end of the semester	Work completed in a timely manner; the work must be based on an original idea, a possible business model. The work presentation should clearly show the value of a deer, and it's implementation opportunities. Originality of presentations and communication skills are evaluated.
Examination: test	55 %	At the end of the semester	The test consists of 50 open-ended and closed-end questions (varying in complexity, from the standing to evaluation), each is assessed with one point. The result is divided by 5 and multiplied by 0.55