



COURSE SYLLABUS

WARMADDEWA UNIVERSITY

THINKING & ACTING LIKE
AN ENTREPRENEUR

BBF33B01

International Program



THINKING & ACTING LIKE AN ENTREPRENEUR

5 ECTS

COURSE DESCRIPTION

All of today's well-known companies got started the exact same way: as an idea within someone's head. While the idea itself is an important prerequisite for success, it was rather what these individuals did with it that enabled them to become the success that they are today. You can learn to think and act like these innovators too. This course helps you to find your idea, turn it into a real-life business and make it a commercial success.

OBJECTIVES

By the end of this course, students should be able to understand:

- What does it mean to be an entrepreneur.
- Whether entrepreneurs are born or made.
- How to find an idea for starting a business.
- Which ideas are worth developing into business plan.
- How to assemble the right team to get the ideas off the ground.
- How and when to revise business plans.
- What are the typical traps into which entrepreneurs fall at the start of their business.

LECTURING METHOD

You will be walked through real-life examples of the various stages of the entrepreneurial process to help you understand how it differs from that of established companies and how you can apply it for your own purposes. A series of homework exercises, tutorials and case studies will enable you to develop a perspective that goes beyond the theoretical scope to prepare you for actual situations. At the end of the course you will create a business plan as group work.

ASSESSMENT METHOD

Class attendance 10 %,
Class participation and assignments 20 %,
Mid-term exam 20 %,
Final project 50 %

LECTURERS

Dr. Ni Luh Putu Indiani, S.E., M.M.
Ni Kd Sioaji Yamayanti, S.E., MBA
and guest lecturers

LECTURE TOPICS

Week	Topics
1.	Introduction to Thinking & Acting like an Entrepreneur
2.	What does it actually mean to be an Entrepreneur?
3.	Entrepreneurs: Born or Made?
4.	Unlocking your Sales Performance
5.	How to Find an Idea to Start a Business?
6.	Starting a Business & Writing a Business Plan
7.	Mid-Term Exam
8.	What's your Entrepreneurial Style?
9.	Assembling the Right Team to get the Business Idea off the Ground
10.	Do I have to Stick to my Idea no matter what?
11.	Core Questions for Successful Ideas
12.	Typical Entrepreneurial Traps
14.	Team Project
15.	Team Project Presentation

WORKLOAD

THINKING & ACTING LIKE AN ENTREPRENEUR

16 weeks

		Weeks per semester																TOTAL hrs
		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	
INDEPENDENT WORK	Homework, assignments		2	2	2	2	2	2			2	2	2	2	2	2		24
	Workshops			4				4										8
	Exam preparation								9							10		19
	Company visits, excursions																	0
	Preparation for presentations and papers				2		2		2			2		2		2		12
	Preparation for class		2	2	2	2	2	2			2	2	2	2	2	2	2	24
	Follow-up for class		1	1	1	1	1	1	1		1	1	1	1	1	1	1	12
	Final essay paper																10	10
	Course evaluation																2	2
	Workshops and Excursion Paper				2				2									4
																	115	
HRS OF EXAMS									2							2	4	
MANDATORY CLASS ATTENDANCE	Class Weekly hrs ~ 2	2	2	2	2	2	2	2			2	2	2	2	2	2	26	
		TOTAL WORKLOAD PER COURSE (HOURS)																145
		TOTAL ECTS																5