syllabus

1. Information regarding the programme

1.1 Higher education institution	**Babes Bolyai University**
1.2 Faculty	**Faculty of Mathematics and Computer Science**
1.3 Department	**Department of Computer Science**
1.4 Field of study	**Computer Science**
1.5 Study cycle	**Master**
1.6 Study programme / Qualification	**Baze de date**

2. Information regarding the discipline

2.1 Name of the discipline	**Entrepreneurship in IT**						
2.2 Course coordinator	**Assoc. Prof. PhD. Sebastian Vaduva, MBA**						
2.3 Seminar coordinator	**Adrian Cioara**						
2.4. Year of study	**2**	2.5 Semester	**3**	2.6. Type of evaluation	**E**	2.7 Type of discipline	**Optional**

3. Total estimated time (hours/semester of didactic activities)

3.1 Hours per week	3	Of which: 3.2 c
3.4 Total hours in the curriculum	42	Of which: 3.5 c
Time allotment:	hours	
Learning using manual, course support, bibliography, course notes	20	
Additional documentation (in libraries, on electronic platforms, field documentation)	30	
Preparation for seminars/labs, homework, papers, portfolios and essays	70	
Tutorship	10	
Evaluations	10	
Other activities: business plan writing	18	
3.7 Total individual study hours	158	
3.8 Total hours per semester	200	
3.9 Number of ECTS credits	8	

4. Prerequisites (if necessary)

4.1. curriculum	• None
4.2. competencies	• None

5. Conditions (if necessary)

5.1. for the course	• None
5.2. for the seminar /lab activities	• None

6. Specific competencies acquired

Professional competencies	business management market research entrepreneurial skills leadership skills
Transversal competencies	- project development - project presentation - use different financial methodologies to evaluate software development

7. Objectives of the discipline (outcome of the acquired competencies)

7.1 General objective of the discipline	• The course will introduce students to entreprenuership and financing mechanism in software development
7.2 Specific objective of the discipline	• create and validate a plan for gathering resources for an entrepreneurial idea • create a business model for an entrepreneurial idea • introduce entrepreneurial and financial mindset

8. Content

8.1 Course	Teaching methods	Remarks
1. 1. Introduction to Entrepreneurship	explanation, debate and dialogue, discussion of case studies	
1. 2. Recognizing opportunities and generating ideas	Exposure, description, explanation	
1. 3. Feasibility analysis - marketing research	explanation, debate and dialogue, discussion of case studies	
1. 4. Feasibility analysis - MVP	explanation, debate and dialogue, discussion of case studies	

1. 5. The IT industry and competitive analysis	Exposure, description, explanation	
1. 6. Developing a business model: Product Company	explanation, debate and dialogue, discussion of case studies	
1. 7. Developing a business model: Outsourcing Company	explanation, debate and dialogue, discussion of case studies	
1. 8. Writing a business plan	explanation, debate and dialogue, discussion of case studies	
1. 9. Alternative investment channels	explanation, debate and dialogue, discussion of case studies	
1. 10. Challenges for IT startups	explanation, debate and dialogue, discussion of case studies	
1. 11. The importance of intellectual property	Exposure, description, explanation	
1. 12. Preparing the proper ethical and legal foundation	explanation, debate and dialogue, discussion of case studies	
1. 13. Franchising - creating a system (1)	Exposure, description, explanation	
1. 14. Franchising - creating a system (2)	explanation, debate and dialogue, discussion of case	

	studies	
Bibliography Barringer, B. R., Ireland D. (2009). *Entrepreneurship: Successfully Launching New Ventures*, 3rd Ed., Prentice Hall. Gerber, M. (2004). *The E-myth Rivisited: Why Most Small Businesses Don't Work and What to Do About It*, Haprer Collins.		
8.2 Seminar / laboratory	Teaching methods	Remarks
1. 1. The Lean Start-up (part 1)	Dialogue, debate, case studies, examples	
1. 2. The Lean Start-up (part 2)	Dialogue, debate, case studies, examples	
1. 3. The Lean Start-up (part 3)	Dialogue, debate, case studies, examples	
1. 4. The Lean Start-up (part 4)	Dialogue, debate, case studies, examples	
1. 5. Mobiversal - case study with Alin Merches (owner)	in-class presentation	special guest: Alin Merches
1. 6. The Start-up Nation (part 1)	Dialogue, debate, case studies, examples	
1. 7. The Start-up Nation (part 2)	Dialogue, debate, case studies, examples	
1. 8. Business plan writing	Dialogue, debate, case studies, examples	
1. 9. Scoala Informala de IT - case study	in-class presentation	Invited lecture
1. 10. Choosing the right people in a start-up	in-class presentation	Invited lecture
1. 11. Innovation and Entrepreneurship (part 1)	Dialogue, debate, case studies, examples	
1. 12. Business sales pitch	Dialogue, debate,	

	case studies, examples	
1. 13. The 10 Commandments for Entrepreneurs (part 1)	Dialogue, debate, case studies, examples	
1. 14. The 10 Commandments for Entrepreneurs (part 2)	Dialogue, debate, case studies, examples	

Bibliography

Ries, E. (2011). *The Lean Startup: How Today's Entrepreneurs Use Continuous Innovation to Create Radically Successful Businesses*, Crown Business.

Senor, D., Singer, S. (2011). *Start-up Nation: The Story of Israel's Economic Miracle*, Twelve.

Drucker, P. (2009). *Innovation and Entrepreneurship*, HarperBusiness.

Bruhlmann, M. (2011). *Cele zece porunci pentru intreprinzatori*, Scriptum.

9. Corroborating the content of the discipline with the expectations of the epistemic community, professional associations and representative employers within the field of the program

- The course respects the IEEE and ACM Curriculla Recommendations for Computer Science studies;
- The content of the course is considered by the software companies as important for any management position in IT

10. Evaluation

Type of activity	10.1 Evaluation criteria	10.2 Evaluation methods	10.3 Share in the grade (%)
10.4 Course	Presentation and negotiation skills	Sales pitch - asking for investment from an angel investor	40%
10.5 Seminar/lab activities	Writing skills	Writing a 12-15 page business plan for an IT startup	60%
10.6 Minimum performance standards			

- At least grade 5 (from a scale of 1 to 10) at both forms of evaluation.

Date Signature of course coordinator Signature of seminar coordinator

..... **Assoc. Prof. PhD. Sebastian Vaduva, MBA**

Date of approval Signature of the head of department

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