

Course title Seminarium inżynierskie - Ekonomia / Engineering seminar in Economics		ECTS code 13.3.0736	
Name of unit administrating study Faculty of Chemistry			
Studies			
Field of study	Type	Form	
Chemical Business	Bachelor / Engineer	Full-time studies	
Teaching staff dr Przemysław Kulawczuk, associate profesor			
Forms of classes, the realization and number of hours		ECTS credits 2	
A. Forms of classes, in accordance with the UG Rector's regulations seminar		classes - 30 h tutorial classes – 5 h student's own work – 15 h	
B. The realization of activities in-class learning		Total: 50 h - 2 ECTS	
C. Number of hours 30 h seminar			
The academic cycle Fourth year, winter semester			
Type of course obligatory		Language of instruction Polish	
Teaching methods Discussion		Form and method of assessment and basic criteria for evaluation or examination requirements	
		A. Final evaluation, in accordance with the UG study regulations course completion (with a grade)	
		B. Assessment methods Engineering examination, defense of engineering thesis (business and technology project)	
		C. The basic criteria for evaluation or exam requirements Quality of the engineering thesis in the business part (feasible, purposeful, cost-effective, with elements of innovation, consistent with the technological part) The scale of grades according to the UG Study Regulations	
Required courses and introductory requirements completed courses on: startups design, startups financing, startup marketing and chemical business design			
Aims of education Developing a coherent and realistic part of the economic business and technology plan (diploma / engineering thesis)			
Course contents 1. Formulation of the business model - verification of potential and reality 2. Construction of organizational and qualification concept - analysis of matching to the business objectives of the enterprise 3. Market, marketing objectives, market activities and market recognition - verification of the concept's coherence with the business model and verification of the rationality of market objectives 4. Financing the undertaking - verification of the correctness, rationality and consistency of the proposed financial solutions with the proposed business model 5. Anticipation of implementation difficulties and design of remedies for potential problems in the first period of start up 6. Checking the cohesion of the economic part with the chemical and technological business and technology plan			

Bibliography of literature

A. Literature required to pass the course

1. Jak zostać i pozostać przedsiębiorcą, PARP, 2014
2. T. Gołębiowski (red), Modele biznesu polskich przedsiębiorstw, SGH 2008
3. Modele biznesowe budowy i rozwoju firm spin off na podbudowie szkoły wyższej, praca zbiorowa, IBnDiPP, Warszawa 2010
4. Modele biznesowe przedsiębiorstw tworzonych na bazie szkół wyższych, IBnDiPP, Warszawa 2011

B. Extracurricular readings

1. Przedsiębiorczość technologiczna i intelektualna XXI wieku, praca zbiorowa pod red. Mieczysława Baka i Przemysława Kulawczuka, KIG, Warszawa 2009

Knowledge

The student knows how to verify the potential and achievability of the business model
 The student knows the organizational solutions used in start-ups
 The student knows the methods of verification of the rationality of market goals
 The student knows the correct methods of creating financial plans and knows the methods of their verification
 The student knows the principles and construction of the preparation of business and technology plan

Skills

The student can verify the potential and reality of the business model
 The student can apply organizational solutions used in start-ups
 The student can verify the rationality of market goals
 The student can draw up financial plans and knows how to verify them
 The student can prepare a coherent business and technology plan

Social competence

Accuracy
 Regularity
 creativity
 Group work
 The ability to share knowledge and skills with others