

**OSTİM TECHNICAL UNIVERSITY  
FACULTY OF ECONOMICS AND ADMINISTRATIVE SCIENCES  
COURSE SYLLABUS FORM  
2021-2022 SPRING**

<b>EPR 122 Entrepreneurship II</b>							
<b>Course Name</b>	<b>Course Code</b>	<b>Period</b>	<b>Hours</b>	<b>Application</b>	<b>Laboratory</b>	<b>Credit</b>	<b>ECTS</b>
Entrepreneurship II	EPR 122	1	2	2	0	1	1

<b>Language of Instruction</b>	English
<b>Course Status</b>	Compulsory
<b>Course Level</b>	Bachelor
<b>Learning and Teaching Techniques</b>	Lecture, Discussion, Question Answer, Practice
<b>Class Time/Classroom</b>	Wednesday 15:00-16:50 / Online
<b>Instructor</b>	Assist. Prof. Begüm Şahin
<b>Office</b>	9th Floor, 915
<b>E-mail</b>	<a href="mailto:begum.sahin@ostimteknik.edu.tr">begum.sahin@ostimteknik.edu.tr</a>
<b>Office Hours</b>	09:00-12:00 on Tuesdays and by e-mail
<b>Teaching Assistants</b>	Seray Yeşilirmak ( <a href="mailto:seray.yesilirmak@ostimteknik.edu.tr">seray.yesilirmak@ostimteknik.edu.tr</a> )

### **Course Objective**

The aim of lesson; transferring basic information about entrepreneurship to students and establishing project groups to realize the project ideas they will develop within the framework of these principles. The existing literature on entrepreneurship in the world will be conveyed to the students, and this will enable them to understand the place and importance of entrepreneurship in the global economic system. Business Model Development practices will be taught to students, enabling them to clarify project ideas and test whether this project idea is a value proposition for entrepreneurship.

### **Learning Outcomes**

The students who succeeded in this course will be able;

- To learn the place and importance of technology-based entrepreneurship in a globalizing world with an interdisciplinary approach and to transform this knowledge into project and business idea.
- To demonstrate the ability to apply his/her knowledge and equipment in the field of entrepreneurship by actively channeling real processes in the sector.
- Learning the entrepreneurship ecosystem actors to communicate with them and participate in professional development activities.
- Evaluating and applying entrepreneurship dynamics within the framework of basic and current practices.
- To be able to generate new project and business ideas and to pass these ideas through the entrepreneurship filter from an entrepreneurial perspective
- To acquire and apply project development skills in teams.
- To have the ability to interpret, question and apply the knowledge gained throughout the course within the existing entrepreneurship ecosystem and macroeconomic conjuncture.
- To be individuals with improved social and intellectual capacity, visionary, high ethical values, ability to adapt to group communication and teamwork.

### Course Outline

Within the scope of this course; First, basic concepts about technology-based entrepreneurship will be given. The characteristics of successful and unsuccessful attempts will be mentioned. On all this general information, by giving students Business Model Development trainings; Guidelines will be provided to develop their own project ideas by putting the value proposition within the scope of entrepreneurship as well. With all this information, it will be aimed for entrepreneurs to develop projects and business ideas that are healthy and that can be the basis of any initiative in the priority technology field they choose. Finally, after the development of the business idea, information about the establishment, development and sales of the company will be shared when necessary.

### Weekly Topics and Related Preparation Studies

Weeks	Topics	Preparation Studies
1	Introduction to Lecture & Information about Entrepreneurship Center Entrepreneurship Scorecard	Introduction to Entrepreneurship-II course Aim of the Course Teaching Techniques of the Course Information About the OSTİMTECH Entrepreneurship Center The Concept of Entrepreneurship Scorecard The Application Process
2	Business Plan Overview Marketing Plan	Purpose How is a Good Business Plan Prepared? The Content
3	Organizational Plan Financial Plan	Purpose How is a Good Business Plan Prepared? The Content
4	Access to Seed Funding & Project Evaluation Investment Presentation & Pitching	Information about seed funding and venture capital, project evaluation and application process Information about global demoday and acceleration programs
5	Seminar	
6	Seminar	
7	Seminar	
<b>8</b>	<b>Midterm Assignment</b>	
9	Project – Group Study	Group evaluation and collaborative work
10	Project – Group Study	Group evaluation and collaborative work
11	Project – Group Study	Work on prototypes
12	Project – Group Study	Work on prototypes
13	Project – Group Study	Work on prototypes
14	Project – Group Study	Work on prototypes
15	Projects Pitching	Pitching trials
<b>16</b>	<b>Final Exam</b>	

**Textbook(s)/References/Materials:**

Hisrich R. Peters M. Shepherd D. (2020), Entrepreneurship Robert Hisrich, 11e. McGrawHill Education.

Şahin, B., (2020). Startuplar Pazarda. Gazi Kitabevi.

**Assessment**

Studies	Number	Contribution margin (%)
Continuity		
Lab		
Application		
Field Study		
Course-Specific Internship (if any)		
Quizzes / Studio / Critical		
Homework		
Presentation		
Projects		
Report		
Seminar		
Attendance	16	10
Midterm Exams / Midterm Jury	1	40
General Exam / Final Jury	1	60
	<b>Total</b>	<b>100</b>
<b>Success Grade Contribution of Semester Studies</b>		40
<b>Success Grade Contribution of End of Term</b>		60
	<b>Total</b>	<b>100</b>

**ECTS / Workload Table**

Activities	Number	Duration (Hours)	Total Workload
Course hours (Including the exam week: 16 x total course hours)	16	2	32
Laboratory			
Application			
Course-Specific Internship			
Field Study			
Study Time Out of Class	8	1	8
Presentation / Seminar Preparation			
Projects			
Reports			
Homeworks			
Quizzes / Studio Review			
Preparation Time for Midterm Exams / Midterm Jury	1	2	2
Preparation Period for the Final Exam / General Jury	1	2	2
<b>Total Workload</b>		<b>(44/25 =1,46)</b>	<b>44</b>

Course' Contribution Level to Learning Outcomes						
Nu	Learning Outcomes	Contribution Level				
		1	2	3	4	5
LO1	To learn the place and importance of technology-based entrepreneurship in a globalizing world with an interdisciplinary approach and to transform this knowledge into project and business idea.					x
LO2	To demonstrate the ability to apply his/her knowledge and equipment in the field of entrepreneurship by actively channeling real processes in the sector.					x
LO3	Learning the entrepreneurship ecosystem actors to communicate with them and participate in professional development activities.					x
LO4	Evaluating and applying entrepreneurship dynamics within the framework of basic and current practices.				x	
LO5	To be able to generate new project and business ideas and to pass these ideas through the entrepreneurship filter from an entrepreneurial perspective					x
LO6	To acquire and apply project development skills in teams.				x	
LO7	To have the ability to interpret, question and apply the knowledge gained throughout the course within the existing entrepreneurship ecosystem and macroeconomic conjuncture.					x
LO8	To be individuals with improved social and intellectual capacity, visionary, high ethical values, ability to adapt to group communication and teamwork.					x

Relationship Between Course Learning Outcomes and Program Competencies (Department of Economics)										
Nu	Program Competencies	Learning Outcomes								Total Effect (1-5)
		LO1	LO2	LO3	LO4	LO5	LO6	LO7	LO8	
1	Know the basic concepts used in economics, the relations between concepts, economic theories, the functioning mechanisms of the economy and the development processes of economies over time.									
2	Know how to obtain economic data and the research methods for processing and evaluating the obtained data by using various computer programs when necessary.									
3	Follow current developments in national and international macroeconomic conjuncture and world economic relations and can suggest economic policies to be used in case of economic problems.									
4	Acquire the capacity to conduct individual research on the field, interpret the results, and compare them with theoretical propositions.									
5	Scrutinize and interpret all kinds of knowledge in the field of									

	economics, including theoretical and statistical information, through analysis within the framework of cause-effect relationships.									
<b>6</b>	Present solutions and opinions about the problems analyzed by supporting them with qualitative and quantitative data, use an analytical language, and support the used approach with visual and graphical materials.									
<b>7</b>	Gain advanced skills in software and programming languages that assist analysis in the econometric field and can adapt to new software and programming languages									
<b>8</b>	Support the acquired theoretical knowledge of economics with econometric and statistical calculations, analyze and evaluate phenomenon using software and programming languages within the framework of analytical thinking.									
<b>9</b>	Develop the ability to analyze unexpected and complex problems to be encountered during professional practice, can take responsibility as an individual or team member for solving the problem, and take initiative when necessary.									
<b>10</b>	Develop critical thinking and produce solutions on policy issues by adapting the theoretical and analytical knowledge to different conceptual frameworks.		X							2
<b>11</b>	Exhibit approaches that will adapt to the speed of globalization, innovations and technological developments.	X								2
<b>12</b>	Having an entrepreneurial spirit, develop original and innovative ideas, solution proposals and assume responsibility.	X	X	X	X	X	X	X	X	5
<b>13</b>	Pay maximum attention to social responsibilities, ethical sensitivities and legal framework in theoretical and practical studies.									
<b>14</b>	Communicate with peers, colleagues, co-workers, employees and managers with common sense, empathy and situational awareness.		X		X					3

15	Communicate effectively with colleagues, senior managers and the market, both in mother tongue and in at least one foreign language (English).									
		Total Effect								

Policies and Procedures
<b>Web page:</b> <a href="https://www.ostimteknik.edu.tr/economics-752">https://www.ostimteknik.edu.tr/economics-752</a>
<b>Exams:</b> Within the scope of the course, a midterm exam will be held as an assignment and grades are given accordingly, and the final grade is given with the entrepreneurship project. In the midterm exam, the theoretical lessons carried out until the exam will be tested. In the final, students are expected to develop an entrepreneurship project using the knowledge they learned from the Entrepreneurship-I course and the first half of this course. Thus, they will learn by experiencing processes such as working in a team, developing a business idea, researching, prototyping, preparing the marketing plan, financial plan, etc. Prominent projects will participate in the OSTİMTECH Pitching Day event and make an investor presentation.
<b>Assignments:</b> The midterm exam will be held as an assignment. With this assignment, students will be able to establish the relationship between the characteristics of an entrepreneur and the business idea. In addition, it is expected that before starting the entrepreneurship project, they are expected to find inspiration by researching the stories of various entrepreneurs.
<b>Missed exams:</b> Any student missing an exam needs to bring an official medical report to be able to take a make-up exam.
<b>Projects:</b> For the final grade of the course, students are expected to develop an entrepreneurship project. Project groups will be formed from students from different faculties in a mixed manner. In this project, students are expected to deal with all aspects of a business process, such as working with a team they do not know, developing a business idea, researching the market, obtaining financing, and preparing business and marketing plans.
<b>Attendance:</b> Attendance requirements are announced at the beginning of the term. Students are usually expected to attend at least 70% of the classes during each term.
<b>Objections:</b> If the student observes a material error in his/her grade, he/she has the right to place an objection to the Faculty or the Department. The claim is examined and the student is notified about its outcome.