

Course Description	
Course Code	YS 432
Course Name	ENTREPRENEURSHIP II
Prerequisite Courses	
Language of the Course	
Course Coordinator	
Instructor(s)	
Course Assistants	
The aim of the course	The aim of this course is to inform the students about theoretical issues related to entrepreneurship and to increase the relevant motivations by introducing the institutions and organizations to which they can get help. While introducing the basic concepts used in entrepreneurship from the participant side, the course offers practical information on the basis of the case studies related to the field. Throughout the course, it was aimed to invite successful entrepreneurs from abroad, to listen to their success stories to learn about the good or bad decisions they made about their businesses and to learn about the details of establishing a new business by sharing them with the students, and to make critical decisions and administrative requirements after the establishment of the business. It also covers the advantages and disadvantages of course entrepreneurship, new venture process, avoiding common mistakes, strategic management, business ownership and franchising issues, finance, location selection and human resources management. To overcome the sense of entrepreneurship to the students. Giving information about current projects. To show project writing techniques practically. It is requested to prepare a techno enterprise project as a final project. In this subject, various sample projects and project preparation stages will be given in detail and the students will follow the presentations class they will prepare in group work and various suggestions and new ideas will be provided to complete the missing parts of the project.
Course Content	This course basically deals with "entrepreneurship" and how to make a decision to start a new business. Basic Concepts about Entrepreneurship: The Importance and Development of Entrepreneurship, Characteristics in Entrepreneurs, Internal and External Entrepreneurship, Motivation in Entrepreneurship, Creativity and Innovation in Entrepreneurship, Inventions, Protection of Trademarks and Designs, Business Ideas in Entrepreneurship, Preparing a Business Plan and Becoming a Document, Management, Marketing, Finance and Production Plans in Business Plan. Entrepreneurship Stories, Case Studies in Entrepreneurship. After giving information about entrepreneurship in the context of the course, practical training is given mainly about EU, KOSGEB, TÜBİTAK and Development Agency Projects.

Weekly Course Content	
Week 1	Definition of entrepreneurship, Characteristics of entrepreneur, Entrepreneurship process, Functions of an entrepreneur.
Week 2	Concept of creativity in entrepreneurship, stages of creativity and techniques.
Week 3	Innovation in entrepreneurship, sources of innovation, innovation principles, processes and types.
Week 4	Internal Entrepreneurship and Internal Entrepreneur.
Week 5	Entrepreneurial Financing, Entrepreneur Resources: Entrepreneurial support.
Week 6	Preparing a business plan: What is your business plan? What are the benefits? How is the business plan prepared? Elements of the business plan.
Week 7	Entrepreneurship in developed and developing countries. Entrepreneurship in Turkey and characteristics of Turkish entrepreneurs
Week 8	Midterm exam
Week 9	International projects, EU Projects, EU Youth Projects, and Grant projects.
Week 10	Ministry of Industry KOSGEB Projects, TÜBİTAK Projects, and sample Teknogirisim project details.
Week 11	Techno Project workshops
Week12	Techno Project workshops
Week 13	Techno Project presentations
Week 14	Techno Project presentations
Week 15	Final exam.

Course Learning Outcomes	
1	Learn about entrepreneurship opportunities
2	Group work is learned
3	Project cycle management is learned.
4	The logic of the logical framework approach to learning.
5	The EU, GRANT, TUBITAK, KOSGEB projects etc are learned.
6	Project writing, implementation and reporting skills is provided.

Contribution of the Course to Program Qualifications			Contribution Level
01	The student will have the ability to apply analytical approach, mathematics and science knowledge in software and engineering issues.		4
02	The student will have the ability to identify, define, formulate and solve a problem in software and computer systems.		3
03	The student will have gains scientific research skills in software and engineering problems, has the ability to design a system, part or process.		4
04	The student will have the ability to use the design capability, techniques and tools required for engineering applications.		5
05	The student will have the ability to design, implement and interpret experimental work and software projects by analyzing the results.		4
06	The student will have the ability to work between disciplines and teamwork.		4
07	The student will have the ability to work in international environments and adapt to different cultures.		4
08	The student will have verbal and written communication skills in Turkish and English.		5
09	The student will have the awareness of the necessity of lifelong learning and the ability to realize it.		4
10	The student will gain knowledge of legal issues with the awareness of professional and ethical responsibility.		4
11	The student will have managerial skills (leadership, organization, time and risk management, quality awareness, efficiency, etc.).		4
12	The student will have the ability to participate in social activities, to acquire regular sports habits and to use time in the best way.		4
13	The student will have the ability to find unusual ways and produce projects.		4
14	The student will have professional self-confidence, being an entrepreneur and taking initiative.		4
15	It is sensitive about the problems of the age and looks after the national interests.		4

ECTS WORKLOAD			
	Number	Duration (hours)	Number*Duration
Face to face education	14	2	28
Out-of-class study time (pre-study, reinforcement)	10	1	10
Homeworks	1	3	3
Presentation / Seminar preparation	1	2	2
Quizzes	0	0	0
Preparation for midterm exams	1	4	4
midterm exams	1	2	2
Project (Semester assignment)	1	5	5
Lab	0	0	0
field work	0	0	0
Preparation for the final exam	1	6	6
Semester final exam	1	1	1
Research	10	2	20
TOTAL WORKLOAD			80

ECTS			3
Evaluation			
SEMESTER EVALUATION	Number	Contribution Percentage	
Midterm	1	60	
Quiz	0	0	
Homework	1	40	
SEMESTER TOTAL			100
Contribution rate of mid-term evaluations to success			40
Contribution rate of the final exam to success			60
GRAND TOTAL			100

RESOURCES	
Textbook	Giriřimcilik (11.Baskı) Eskiřehir: Anadolu Üniversitesi Yayınları, Ulusal Ajans, Kalkınma Ajansı, TÜBİTAK, KOSGEB Eğitim Dökümanları
Helpful Resources	1. Essentials of Entrepreneurship and Small Business Management, Thomas W. Zimmerer, Norman M. Scarborough, Fourth Edition, Prentice Hall, New Jersey, 2005 2. Teach Yourself Entrepreneurship, Alex MacMillan, McGraw Hill, 2007. ISBN: 0071484515 / 9780071484510.