

COURSE OUTLINE

1. GENERAL

SCHOOL:	SOCIAL SCIENCES		
DEPARTMENT:	PSYCHOLOGY		
LEVEL:	Undergraduate		
COURSE CODE:	Ψ 3516	SEMESTER	7th
COURSE TITLE:	An introduction to the psychology of entrepreneurial behavior		
TEACHING ACTIVITIES		WEEKLY HOURS	ECTS
	Lectures	3	6
COURSE TYPE:	Skills Development (Seminar)		
PREREQUISITE COURSES:	Research Methods in Social Sciences 1		
LANGUAGE OF INSTRUCTION and EXAMINATIONS:	Greek		
IS THE COURSE OFFERED TO ERASMUS STUDENTS?	Yes, in the form of Reading Courses in the English Language and written assignments		
COURSE WEBSITE (URL):	https://elearn.uoc.gr/course/view.php?id=1422		

2. LEARNING OUTCOMES

Learning Objectives

The study of entrepreneurial behavior has become one of the fastest growing fields in Social Sciences in general and Work & Organizational Psychology, in particular. This seminar offers a comprehensive overview of current theories and research findings in the field of psychology of entrepreneurial behavior. In the context of this seminar, entrepreneurial behavior is approached as a competence that is, as the capacity to act upon opportunities and ideas to create value for others. The value created can be social, cultural, or financial. As competence, entrepreneurial behavior applies to all spheres of life: from nurturing personal development, to actively participating in society, to (re)entering the job market as an employee or as a self-employed person, and also to starting up ventures (cultural, social or commercial). The seminar will place emphasis on the role of character strengths such as Creativity, Curiosity, Perseverance, Hope, Self-regulation etc, from the field of Positive Psychology.

This seminar is designed to achieve the following goals:

- To introduce major topics and subspecialties including critical theory and research finding that have defined the field of the psychology of entrepreneurial behavior
- To increase the understanding that entrepreneurial behavior creates value (not necessarily in economic terms)
- Help students increase the awareness of their hidden “entrepreneurial” potential through self-evaluation exercises
- Help students understand the importance of entrepreneurial behavior in the organizational context.

General Competences
<ul style="list-style-type: none"> • Search for, analysis and synthesis of data and information, with the use of the necessary technology • Decision-making • Working independently • Team work • Respect for difference and multiculturalism • Production of free, creative and inductive thinking.

SYLLABUS

<p>Seminar Sessions (plan):</p> <ol style="list-style-type: none"> 1. Introduction- Learning Objectives-Requirements of the seminar 2. What is entrepreneurship? What is the state of entrepreneurship research? 3. Entrepreneurship in the movies – Zest 4. Understanding the “opportunity”. Are opportunities discovered or created? 5. Entrepreneurship in the movies – Creativity-Hope 6. Psychological capital, perseverance & motivation 7. Entrepreneurship in the movies – Perseverance 8. The entrepreneurial process. 9. Entrepreneurship in the movies – Curiosity 10. Emotions and entrepreneurial behavior. 11. Entrepreneurship in the movies – Self-regulation 12. Entrepreneurship and well-being 13. What about fear of failure? Concluding remarks

3. TEACHING and LEARNING METHODS - EVALUATION

DELIVERY	Face to face		
USE OF INFORMATION AND COMMUNICATIONS TECHNOLOGY	Use of Information and Communication Technologies (ICT) in teaching Use of e-class for the support of teaching and the achievement of learning outcomes, and for communicating with students.		
TEACHING METHODS	Teaching methods	Workload	ECTS credits
	Lectures	39 hours	1.56
	Individual Assignment	3x15 hours	1.80
	Group Assignment	35 hours	1.4

	Participation in self-evaluation assessments	35 hours	1.4
	Total	154 hours	6.16
STUDENT PERFORMANCE EVALUATION		<ol style="list-style-type: none"> 1. Three individual assignment (60%) 2. Participation in class (10%) 3. Group Assignment (30%) <p>Language of evaluation: Greek. For Erasmus exchange students' language of evaluation will be English.</p>	

4. Bibliography

<p>Books</p> <ul style="list-style-type: none"> • Goldman, S. & Nalebuff, B. (2014). Mission in a Bottle: The Honest Guide to Doing Business Differently-and Succeeding, Crown Business. • Shepherd, D. A., & Patzelt, H. (2018). Entrepreneurial cognition: Exploring the mindset of entrepreneurs. Cham: Palgrave Macmillan. • Zulawski, D. E., Wicklander, D. E., Sturman, S. G., & Hoover, L. W. (2008). The entrepreneurial personality: A social construction. Routledge. <p>Journal Articles</p> <ul style="list-style-type: none"> • Wiklund, J., Nikolaev, B., Shir, N., Foo, M. D., & Bradley, S. (2019). Entrepreneurship and well-being: Past, present, and future. Journal of Business Venturing, 34(4), 579-588 • Frese, M., & Gielnik, M. M. (2014). The psychology of entrepreneurship. Annual Review of Organizational Psychology and Organizational Behavior., 1(1), 413-438.
--