

COURSE OUTLINE

1. GENERAL

SCHOOL:	SOCIAL SCIENCES		
DEPARTMENT:	PSYCHOLOGY		
LEVEL:	UNDERGRADUATE		
COURSE CODE:	PK1005	SEMESTER	4
COURSE TITLE:	The psychology of entrepreneurial behavior		
TEACHING ACTIVITIES		WEEKLY HOURS	ECTS
LECTURES		3	6
COURSE TYPE		Optional	
PREREQUISITE COURSES:	None		
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.		
ΗΛΕΚΤΡΟΝΙΚΗ ΣΕΛΙΔΑ COURSE WEBSITE (URL):	https://elearn.uoc.gr/course/view.php?id=6445		

2. LEARNING OUTCOMES

Learning Objectives
<p>In n recent years, entrepreneurial behavior has been approached as a key competency, which can be developed and is important for many human activities: fostering personal growth, active participation in society, (re)integration of the unemployed into the labor market as employees or self-employed individuals, as well as the initiation of entrepreneurial activities with cultural, social, or economic impact.</p> <p>The aim of the course is to provide students with the opportunity to understand modern theoretical approaches to the study of the psychology of entrepreneurial behavior as a competency (but also as a process) that leads to the creation of added value (not only economic). Additionally, it encourages students to self-assess their personal abilities in this context. Particular emphasis will be placed on the role of character strengths [such as Creativity, Hope, Perseverance, Curiosity, social (emotional) intelligence, self-discipline, etc.] and how they relate to ideas and opportunities, taking initiatives, and managing individual resources.</p> <p>By the end of the course, students are expected to:</p> <ul style="list-style-type: none"> • Describe the basic elements that make up the competency of entrepreneurial behavior. • Explain the individual, environmental, and organizational factors that influence the expression of entrepreneurial behavior. • Self-assess the traits that make up their individual ability for entrepreneurial behavior.
General Competencies
<ul style="list-style-type: none"> • Search for, analysis and synthesis of data and information, with the use of the necessary technology • Working independently • Team work • Respect for difference and multiculturalism • Production of free, creative and inductive thinking.

3. SYLLABUS

The course content is linked to the 5 core axes of the curriculum: **Scientific Foundations [1], Scientific Research and Critical Thinking [2], Ethics and Social Responsibility [3], Communication Skills [4], Basic preparation for career decisions and professional rehabilitation [5]** (next to each week, the number of the axis related to the content is mentioned).

Week 1: Introduction – Main Course Objectives [1, 2]

- Explanation of course structure and assessment
- Details of individual assignments (3 individual assignments)
- Details of group assignment (1 group assignment)

Week 2: What is Entrepreneurial Behavior? [1, 2]

- The study of entrepreneurial behavior from the perspective of Work/Organizational Psychology
- Contemporary approaches
- The framework of character strengths

Week 3: Zeal & Enthusiasm [1, 2]

- Their relationship with entrepreneurial behavior
- Identifying the strength of zeal in film protagonists

Week 4: Understanding “Opportunity.” Discovery or Creation? [1, 5]

- Theoretical approaches to the concept of entrepreneurial opportunity
- Case studies
- The strength of Curiosity

Week 5: Creativity [1, 2]

- Their relationship with entrepreneurial behavior
- Identifying the strength of creativity in film protagonists

Week 6: Individual Resources- The Power of Self-Control [1, 2]

- Their relationship with entrepreneurial behavior
- Identifying the strength of self-control in film protagonists

Week 7: The Power of Perseverance [1, 2]

- Its relationship with entrepreneurial behavior
- Identifying the strength of persistence in protagonists in films

Week 8: Emotions in Entrepreneurial Behavior [1, 2]

- Classic/Modern approaches
- Case studies
- The strength of humor

Week 9: The Power of Emotional Intelligence [1, 2]

- Its relationship with entrepreneurial behavior
- Identifying the strength of emotional intelligence in protagonists in films

Week 10: The Power of Leadership [1, 2, 4]

- Its relationship to entrepreneurial behavior
- Clarification of concepts
- Case studies

Week 11: Is There a Place for Ethics in Entrepreneurship? [3, 5]

- Unfair practices
- Social responsibility
- The strength of justice

Week 12: The Fear of Failure [1, 2, 5]

- Its relationship with entrepreneurial behavior

Week 13: Presentation of Group Assignments [3, 4]

- Presentation of group assignments. Addressing and resolving questions.
- Reflective discussion on students' experience in the course, the skills they gained, and potential fields of application.

4. TEACHING AND LEARNING METHODS - EVALUATION

DELIVERY:	Face-to-face		
USE OF INFORMATION AND COMMUNICATIONS TECHNOLOGY:	<ul style="list-style-type: none"> - 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
	Lectures	39 hours	1.56
	Individual Assignment (x3)	50 hours	2.00
	Independent study and self-evaluation activities	20 hours	0.8
	Group Assignment (x1)	45 hours	1.80
	Total	154	(6,16 ECTS)
STUDENT PERFORMANCE EVALUATION:	<p>Language of evaluation: Greek. For Erasmus exchange students' language of evaluation will be English.</p> <p>The evaluation criteria are presented during the first lecture and are posted on the course's webpage on eLearn.</p> <ol style="list-style-type: none"> 1. Individual Assignment (x3) (60%) 2. Group Assignment (x1) (40%) <p>There will be no final test</p>		

5. BIBLIOGRAPHY

<ul style="list-style-type: none"> • Goldman S. & Nalebuff, B. (2013). Mission in a Bottle: The Honest Guide to Doing Business Differently-and succeeding. Crown Currency. • 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. • 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
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