

COURSE OUTLINE

1. GENERAL

SCHOOL:	SOCIAL SCIENCES		
DEPARTMENT:	PSYCHOLOGY		
LEVEL:	Undergraduate		
COURSE CODE:	IIK1005	SEMESTER	all
COURSE TITLE:	An introduction to the psychology of entrepreneurial behavior		
TEACHING ACTIVITIES		WEEKLY HOURS	ECTS
Lectures		3	6
COURSE TYPE:		General background Skills Development	
PREREQUISITE COURSES:			
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=4888	

2. LEARNING OUTCOMES

Learning Objectives
<p>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 course offers a comprehensive overview of current theories and research findings in the field of psychology of entrepreneurial behavior. In the context of this 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.</p> <p>This seminar is designed to achieve the following goals:</p> <ul style="list-style-type: none"> • 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

Seminar Sessions (plan):
<ol style="list-style-type: none"> 1. Introduction- Learning Objectives-Requirements of the course 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	<table border="1"> <thead> <tr> <th>Teaching methods</th> <th>Workload</th> <th>ECTS credits</th> </tr> </thead> <tbody> <tr> <td>Lectures</td> <td>39 hours</td> <td>1.56</td> </tr> <tr> <td>Individual Assignment</td> <td>50 hours</td> <td>2.00</td> </tr> <tr> <td>Group Assignment</td> <td>45 hours</td> <td>1,80</td> </tr> <tr> <td>Participation in self-evaluation assessments</td> <td>20 hours</td> <td>0.80</td> </tr> <tr> <td>Total</td> <td>154 hours</td> <td>6.16</td> </tr> </tbody> </table>			Teaching methods	Workload	ECTS credits	Lectures	39 hours	1.56	Individual Assignment	50 hours	2.00	Group Assignment	45 hours	1,80	Participation in self-evaluation assessments	20 hours	0.80	Total	154 hours	6.16
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STUDENT PERFORMANCE EVALUATION	<ol style="list-style-type: none"> 1. Three individual assignment (60%) 2. Group Assignment (40%) <p>Language of evaluation: Greek. For Erasmus exchange students' language of evaluation will be English.</p>
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4. Bibliography

Books

- 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.

Journal Articles

- 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.