BIOTECH-E05:	**BIOTECHNOLOGY ENTREPRENEURSHIP**
GENERAL INFORMATION	
Course Coordinator(s)	Jurislav Babić, PhD, full prof.
Associate(s)	Borislav Miličević, PhD, full prof.
Study Programme	Interdisciplinary Graduate Study Programme in English: Biotechnology
Course Status	Elective
Year of Study, Semester	1st Year / 2nd Semester
Credits (ECTS)	**3**
Teaching Method (number of classes)	Lectures 20; Seminars 10; Exercises 0
Expected Number of Students in the Course	25-30
COURSE DESCRIPTION	
Course Aims	
The aim of the course is providing students with the knowledge of entrepreneurship and entrepreneurial processes, with emphasis on entrepreneurship based on biotechnology, as well as explaining the importance of business ethics and socially responsible business practices.	
Prerequisites for Enrolment and the Entry Competencies Required for the Course	
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Learning Outcomes at the Programme Level Contributed by the Course	
BIOTECH-4; BIOTECH-5; BIOTECH-6; BIOTECH-8	
Learning Outcomes at the Course Level	
After successful completion of this course students should be to: 1. Critically argue the roles of entrepreneurship and their responsibility in the wider social context**.** 2. Define the basic components of a company. 3. Define the basic skills, roles, and functions of company management. 4. To analyse market for selected biotechnology product/service and provide relevant marketing activities. 5. Determine the factors that affect the successful business performance of biotechnology companies.	
Course Content	
Lectures. Role of entrepreneurship in the economic development with the special emphasis on biotechnology companies (midsize and big) and start-up biotechnology companies. Setting up a company: Term and role of the business plan. Business plan development: Company description. Products and services plan. Marketing plan. Management plan. Plan of the activities. Financial plan. Plan of the legalization. The elements and processes of business activates. Term and content of market analysis. Marketing and sales. Financial report and financial situation of the company. Intellectual property. Bioethical requirements and problems related to biotechnology companies. Innovations and management of the research and development activities. Potentials and development of the biotechnology based industry. **Seminar.** Specificity of selected biotechnology companies (start-up, midsize and big) - study cases.	
Teaching Methods	
Lectures; seminars	
Students' Obligations	
Attendance at all forms of classes is mandatory and the students are obligated to attend all knowledge tests. The students may be absent from 30% (full-time students) and 50% (part-time students) of each of the forms of classes, provided that the absence is justified. A seminar which	

has not been completed must be made up through a midterm exam.

Monitoring the Activity of the Students *(Connecting Learning Outcomes, Teaching Methods, and Grading)*

Class-related activity	ECTS	Learning outcome	Student activity	Evaluation method	Grade points	
					Min.	Max.
Attending classes (lectures)	0.3	1-5	Attendance at classes	Keeping records	5	10
Seminars	0.7	5	Preparation of seminar presentation	Seminar presentation	15	40
Partial exams or final exam	2	1-5	Studying for the partial exams or final exam	Written exam	30	50
Total	**3**				**50**	**100**

Evaluation of the written part of the final exam

Percentage of correct answers (%)	**Grade**
>95.00	50
90.00-94.99	47
85.00-89.99	45
80.00-84.99	40
75.00-79.99	38
70.00-74.99	35
65.00-69.99	33
60.00-64.99	30

Forming the final grade:
The points granted for the final exam are added to the grade points awarded during class attendance. The grading process is conducted by absolute distribution, i.e. based on total achievements, and compared to the numerical system in the following manner:
A – Excellent (5): 90-100 grade points; B – Very Good (4): 80-89.99 grade points; C – Good (3): 65-79.99 grade points; D – sufficient (2): 50-64.99 grade points

Mandatory Literature (available in the library and via other media)

Title	Number of copies in the library	Availability via other media
Shimasaki C: Biotechnology Entrepreneurship: Leading, Managing, and Commercializing Innovative Technologies, second edition. Academic press, 2020	-	-

Additional Literature

Francoise and Glen Giovannetti. Managing Biotechnology: From Science to Market in the Digital Age 1st Ed., Wiley, 2017.

Quality Assurance Procedures Designed to Ensure the Acquisition of Outcomes and Competencies

Anonymous, quantitative, standardised student survey on the course and the teacher's work implemented by the Quality improvement office of the Faculty of Food Technology Osijek and/or the Faculty of Medicine Osijek.
Note
E-learning is not included in the class quota, but it is used in teaching and it contains links to various sites and video and audio materials available on websites.