

March 1st

<b>COURSE 1</b>		
<b>Name of the course</b>	<b>Developing Competence in Innovation and Entrepreneurship</b>	
<b>EQF Level</b>	<b>6</b>	
<b>Place</b>	<b>Gjilan</b>	
<b>Structure of the course</b>	Contact hours: Frequency: Assessment – yes or no	
<b>Educators/Teacher</b>		
<b>Target group</b>	<b>Students</b>	
<b>Competences</b>	<b>Content</b>	<b>Learning strategies</b>
<p>Learning outcomes</p> <ol style="list-style-type: none"> <li>1. xxx</li> <li>2. yyy</li> </ol> <ol style="list-style-type: none"> <li>1.</li> <li>2. Table 3 (Advanced category)</li> </ol> <p>Knowledge:</p> <p>Advanced knowledge of a field of work or study, involving a critical understanding of theories and principles.</p> <p>Skills:</p>	<p><b>Description of the module:</b></p> <ol style="list-style-type: none"> <li><b>1.1.</b></li> <li><b>1.2.</b></li> <li><b>2.1.</b></li> <li><b>2.2.</b></li> </ol> <ol style="list-style-type: none"> <li><b>1. Knowledge and understanding</b> <ol style="list-style-type: none"> <li><b>a. Key concepts: innovation vs innovation (p 20, List of abbreviations)</b></li> <li><b>b. Life Cycle of a Company</b></li> <li><b>c. The benefits of innovation</b></li> <li><b>d. Strategies how to increase innovation</b></li> <li><b>e. Good innovation process: Business model canvas; Customer development; Agile development</b></li> </ol> </li> </ol>	<p>Priority</p> <ul style="list-style-type: none"> <li>• Project-based learning</li> <li>• Co-creation</li> <li>• Blended learning</li> <li>• Problem based learning</li> </ul> <p>Other relevant options</p> <ul style="list-style-type: none"> <li>• Simulation learning</li> </ul>

Advanced skills, demonstrating mastery and innovation, required to solve complex and unpredictable problems in a specialised field of work or study.

What we aim to achieve:

- understand the model of SMAHPC - focusing on its innovation and entrepreneurship components
- understand the phases of the innovation process
- apply
- analyze

**f. SMAHPC Innovation process**

**2. Skills**

**a. Intrapreneurship skills**

- **Manage stakeholders**
- **Learn continuously**
- **Start small**
- **Work smart - learning through experience**

**b. Entrepreneurship**

- **Budget planning**
- **Strategic planning**
- **Sales techniques/strategies**
- **Negotiation**
- **Communication and presentation**
- **Time-management**
- **Team-player**
- **Mobilising others and resources**
- **Coping with uncertainty and risks**

**c. Specific skills related to innovation competence**

- **Creativity**
- **Critical thinking**

**xxx (syllabus of EU partners + European Qualification of Entrepreneurship**

