

<i>Course</i>	Msc in Civil Constructions			<i>Academic year</i>	2020/2021		
<i>Subject</i>	Entrepreneurship and business management			ECTS	4		
<i>Type of course</i>	Elective						
<i>Year</i>	1º	<i>Semester</i>	2nd sem	<i>Student Workload:</i>			
<i>Professor(s)</i>	Vítor Manuel de Sousa Gabriel			<i>Total</i>	112	<i>Contact</i>	37,5
<i>Area Coordinator</i>	Rute Abreu						

Planned

1. LEARNING OBJECTIVES

It is intended that the student, on the one hand, gain knowledge and skills for planning, organizing, coordinating and evaluating an investment project. On the other hand, the student must perform the analysis and evaluate the viability of proposals and challenges related to entrepreneurship and innovation in an economic perspective, defining the investment decision at the right time and with the appropriate guidance to the market and supported in the most appropriate financing decision.

2. PROGRAMME

1. Entrepreneurship

Concept and perspectives

Entrepreneur motivation and profile

2. Ideas generation

3. Opportunity identification techniques

Envelope Analysis

Trend observation

4. Operational plan and strategic business/project

Market Analysis

Operational analysis

Economic and financial viability analysis

5. Negotiation

6. Business legislation

7. Presentation techniques and business ideas/projects sustainability

3. COHERENCE BETWEEN PROGRAMME AND OBJECTIVES

The syllabus allows the students to gain and develop entrepreneurial skills, given them the tools and techniques that can be implemented to develop the entrepreneurial spirit

and to design a project from its conception to its implementation with all its most relevant aspects.

4. MAIN BIBLIOGRAPHY

- Arnold, G. (2002), *Corporate financial management*. London: Prentice Hall.
- Assis, R. e Figueira, M. (1995), *MICROINVEST: Projectos de Investimento-Avaliação e Planeamento*. Lisboa: IAPMEI.
- Barros, Carlos (1998), *Decisões de Investimento e Financiamento de Projectos*, Edições Sílabo, 3ª Ed., Lisboa.
- Brealey, Richard e Myers, Stewart (2003), *Principles of Corporate Finance*. London: McGraw-Hill.
- Gabriel, Vítor (2008), *Fundamentos de Matemática Financeira*, Edições IPG.
- Gabriel, Vítor (2008), *Prática de Matemática Financeira com Excel*, Edições IPG.
- Instituto de Apoio às Pequenas e Médias Empresas e ao Investimento (2001), *Guia dos aspectos legais para PME*. Lisboa: IAPMEI.
- Instituto de Apoio às Pequenas e Médias Empresas e ao Investimento (2000), *Plano de negócios Indústria*. Lisboa: IAPMEI.
- Instituto de Apoio às Pequenas e Médias Empresas e ao Investimento (1994). *Guia de elaboração dos projectos industriais*. Lisboa: IAPMEI e CGD.
- Sarkar, Soumodip (2007), *Empreendedorismo e Inovação*, Lisboa: Editora Escolar.
- Artigos de publicações periódicas e outros textos com relevância na área.
- Legislação com relevância na área.

5. TEACHING METHODOLOGIES (INCLUDING EVALUATION)

Expository Lesson; individual search; case studies; group work; debate; fieldwork; e-learning.

Assessment Methodology: group work.

6. COHERENCE BETWEEN TEACHING METHODOLOGIES AND OBJECTIVES

With the adopted methodology it is intended that the course leads to practical implementation of entrepreneur performances by the students, leading them step by step by the various stages of a process of creating and planning a project and/or business.

7. ATTENDANCE

Not applicable

8. CONTACTS AND OFFICE HOURS

Vítor Gabriel vigab@ipg.pt; **Telefone:**962334910; **Office:** 17
Thursday: 16:30-17:30.

9. OTHERS

Not applicable.

7th of april, 2015

Area Coordinator

Professor

(Prof. Rute Abreu)

(Prof. Vítor Gabriel)