

**Table 5.2** Specification of Courses

<b>Study Program: Material and Energy Flows Management</b>			
<b>Type and level of study: Master Academic Degree</b>			
<b>Name of Course: BUSINESS PLAN DEVELOPMENT</b>			
<b>Lecturer: Jelena Demko Rihter</b>			
<b>Status of Course:</b> elective			
<b>Credits (ECTS):</b> 4			
<b>Preconditions:</b> none			
<b>Aims of the Course</b> The aim of this course is to enable students to gain basic knowledge for understanding the importance and principles of developing a business plan as a methodology support of a business idea. Dynamic and mostly unpredictable changes in the global environment lead to uncertain and less successful realisation of many investments and even their failure. Because of that and scarce and expensive investment resources, realisation of each business idea should be primarily justify through applying certain business plan methodology.			
<b>Outcomes/Competences of the Course</b> The course provides general knowledge and specific skills to students which makes them more competent in preparing feasibility studies, business plans and other forms of investment projects. Introducing general terms in the fields of finance, investments and management accounting, make student able and competent to evaluate and justify realisation of a business idea through applying general methodology, as well as to make an investment decision on that base. After the course student should also be able to read financial statements and to calculate and interpretate financial performance indicators.			
<b>Description of the Course Content</b> Introducing to financial statements (balance sheet, income statement, cash flow statement); analysis and interpretation of financial performance indicators (ratio numbers) – liquidity, solvency, profitability, efficiency (turnover), financial stability; Case study on financial statements and performance indicators of a company. Introduction to basic types of expenses; The cost of fixed assets and methods of depreciation. Supply and sale market analysis; Competition analysis; SWOT analysis; Case study on market analysis. Methods of investment's justification - Net Present Value (NPV), Internal Rate of Return (IRR), Payback Period (PP), Discounted Cash Flow Calculation (DCFC). Break- even point; Sensitivity analysis. Final assessment of business idea. Case study: preparing business plan for concrete business idea.			
<b>Required Readings</b> 1. Successful Business Plan: Secrets & Strategies, R. Abram; Planning Shop, 2010.			
<b>Lessons</b>			Other hours
Theory: 30	Practice:30	Other:	
<b>Teaching Methods</b> Lectures will provide students with the theoretical foundations for development of a business plan supported by concrete examples of thematic units specified by the course content. Business plans from different branches will be presented to students and they will also prepare self-made business plan.			
<b>Grade (maximal number of points: 100)</b>			
<b>Pre-exam duties</b>	<b>Points</b>	<b>Final exam</b>	<b>Points</b>
Activity during the lectures	10	Oral exam	30
Test I and Test II	40		
Seminar paper	20		