ŠIBENIK UNIVERSITY OF APPLIED SCIENCES

PROFESSIONAL UNDERGRADUATE STUDY OF TOURISM MANAGEMENT

Trg Andrije Hebranga 11 22000 Šibenik, Croatia



Šibenik, July 2024

ŠIBENIK UNIVERSITY OF APPLIED SCIENCES

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Trg Andrije Hebranga 11, 22000 Šibenik, Croatia

SYLLABUS

Academic year 2024/2025

Dean of Šibenik University of Applied Science PhD Ljubo Runjić, College professor

Head of department of Management

Divna Goleš, mag.oec., Sen. Lec.

Šibenik, July 2024

1. REQUIREMENTS AND RESULTS OF THE STUDY PROGRAM

The program of Professional undergraduate study of tourism management is intended for the education of students for professional work in the field of management in middle and higher management positions, primarily in the tourism sector, as well as other business areas. Due to the significant share of economic educational content, the students educated in this study can successfully perform all the tasks required for business and economic analysis as well as other management activities based on the analysis of economic indicators. Students are provided with the latest scientific and technical knowledge related to the development of tourism management in Croatia and the world. By completing their studies, the students acquire skills and competences needed to respond to all requirements in the tourism sector and with economic operators. They are expected to acquire the ability to solve numerous practical problems that could occur in the work of business entities.

The general competencies that students acquire by completing the professional undergraduate studies of tourism management are the abilities of problem-solving, analysis, synthesis, and evaluation; self-learning and literature research, teamwork, planning and organising, numerical and computer literacy; oral and written business communication, and the ability to negotiate in their mother tongue and at least two other foreign languages; the ability of creative and critical thinking, generating new ideas as well as the ability to manage time within the agreed deadline.

During their studies, students acquire specific knowledge, skills, and competences related to the management of departments, processes, and jobs at the lower and middle levels of management within a company, tourist destination, hotel, or tourist agency, as well as the designing and implementation of marketing and business strategies, the management of financial results and their application, the assessment of the introduction of international quality standards, positioning of the company or tourist entity on the market, and human resources management. All of the above mentioned will be able to perform by respecting human rights and the environment in which the company operates.

Professional undergraduate study of tourism management consists of six semesters through which students are offered a series of study programs organised according to their affinities while maintaining the scope of professional knowledge provided by the core program of the study.

Upon completion of the study, the holder of this qualification is entitled to use the legally protected professional title bachelor (baccalaureus) of economy" (**bacc. oec**.) and to perform professional tasks within the scope of their profession.

2. EXPECTED LEARNING OUTCOMES

1. To apply and connect economic terms in more complex written and oral communication in Croatian and foreign languages

2. To develop teamwork and interpersonal skills, master communication skills and skills of giving presentations on particular topics and tasks

3. To independently and responsibly undertake research through relevant literature to develop abilities of decision-making by using Croatian and English language

4. To apply methods in the fields of mathematics, statistics, and informatics in the processing and analysis of data in the field of economics

5. To use methods of planning, organising, leading, and controlling on examples from practice and to analyse the problem and propose appropriate solutions to problem situations in the field of tourism

6. To apply basic legal and economic principles in organisation and management

7. To interpret business and financial reports and suggest solutions for improvement

8. To design, present, and valorise from an economic standpoint different entrepreneurial ideas, events, projects, products, and services within a team

9. To analyse business processes and standards in tourism entities and to propose the valuation of new ones for the general development

10. To evaluate the cause-and-effect relationships of the economic development process and the multiplicative impact of tourism on social change and its impact on the environment, and to propose possibilities and strategies for their improvement and development

11. To propose and assess the importance of food and nutrition and hygienically correct production and preparation of food in tourism

12. To analyse the tourist environment and create a development strategy

13. To develop a marketing plan for a tourism company

14. To use information and communication technology in tourism

3. PROGRESSION THROUGH THE STUDY PROGRAM

The student is obliged to enrol in the academic year within the established enrolment deadlines. A student who does not enrol in the current academic year loses its student rights and status. Registration deadlines are published on the official internet pages of the university, on bulletin boards, and, if necessary, in the publications of the university (brochures and other promotional materials). Student rights and obligations are defined in more detail in the Regulations on Studying.

The teaching at the professional undergraduate study of tourism management consists of lectures, seminars, exercises, laboratory exercises, field classes, practical classes, projects, consultations, mentoring, colloquiums, professional practice, exams, and other forms of knowledge testing.

Given the spatial and other conditions, and for the sake of economy and rationality, classes for full-time and part-time students are held jointly when possible.

The teaching obligations of part-time students are adopted to the possibilities of their attendance at classes, which must be in accordance with the approved implementation plan of the teaching of an individual subject.

The professional undergraduate study of tourism management is evaluated with 180 ECTS points, which are achieved through enrolled courses.

Before submitting the final paper, the student must pass all subjects described in the study program. The sum of points from all passed teaching subjects together with the vote of the defended final thesis should be a minimum of 180 ECTS points.

4. LIST OF LECTURERS WHO TEACH AT PROFESSIONAL UNDERGRADUATE STUDY OF TOURISM MANAGEMENT

NAME AND SURNAME OF THE LECTURER	COURSE	CONTACT E-MAIL	CONSULTATION
	Employees of Šibenik University of .	Applied Science	
Ivana Beljo , Master in eng.mat., Sen.Lec.	Financial Mathematics Business Statistics	ibeljo@vus.hr	Cabinet Vice Dean for teaching (3rd floor)
Ivana Bratić , prof., Sen.Lec.	Business English II Business English III Business English IV Business Italian IV	<u>bratic@vus.hr</u>	Cabinet 22
Mario Dominik Burić mag.iur., assistant	Law in Tourism	mburic@vus.hr	Cabinet 9
Goran Crnica, prof., Sen.Lec.	Business English I Business German I Business German II Business German III Business German IV	gcrnica@vus.hr	Cabinet 22
PhD Nikolina Gaćina ,Sen.Lec.	Food and Nutrition Food Safety in Tourism Nutrition and Tourism Food and Beverage Management	<u>nikolina@vus.hr</u>	Cabinet 2
Divna Goleš , Master in econ., Sen.Lec.	Business Economics in Tourism Economics of non-profit organization Quality Management	<u>divna@vus.hr</u>	Cabinet 4
PhD Ivana Kardum Goleš , college professor	Business Italian I Business Italian II Business Italian III	<u>ivanakardum@net.hr</u>	Cabinet 22
Anita Grubišić , Master in econ., Sen.Lec.	Fundamentals of Accounting	<u>anita@vus.hr</u>	Cabinet 8
Zvonimir Klarin, mag.ing.comp., lecturer	Informatics	zvonimir.klarin@vus.hr	Cabinet 12
PhD Dijana Mečev , college professor	Principles of Economics Public Sector Economics	<u>dijana@vus.hr</u>	Cabinet 3
PhD Ana Perišić , college professor	Business Statistics	<u>sisak@vus.hr</u>	Cabinet 24
MSc Tanja Radić Lakoš , Sen.Lec.	Environmental Management in Tourism Management of Protected Nature Areas Use of DDD Methods and HACCP Standards in Hotel Industry	<u>tanja@vus.hr</u>	Cabinet 11
Jasmina Sladoljev , Master in econ., Sen.Lec.	Management Hotel Organization and Reception Operation Management of Tourist Agencies and Tour operators Management of Tourist Destination Professional Practice	jasmina@vus.hr	Cabinet 5

NAME AND SURNAME OF THE LECTURER	COURSE	CONTACT E-MAIL	CONSULTATION
	EMPLOYEES of Šibenik University	y of Applied Science	
Dino Slavica , Master in econ., lecturer	Introduction in Tourism Organization of Tourism Introduction to Selective Forms of Tourism Management of the Cultural Heritag Human Resource Management Professional Practice	e	Cabinet 11
PhD Jelena Šišara, Sen.Lec.	Marketing in Tourism Digital Marketing	jelena@vus.hr	Cabinet 5
PhD Ana Udovičić, college professor	Service Management Entrepreneurship Business Organization	ana_u@vus.hr	Cabinet 15
Assoc. prof. PhD Dragan Zlatović, College professor with tenue	Law in Tourism	<u>zlatovic@vus.hr</u>	Cabinet 20
Jelena Žaja , Master in econ., Sen. Lec.	Fundamentals of Enterprise Financing in Tourism	jzaja@vus.hr	Cabinet 3
	EXTERNAL COLLABO	RATORS	·
Gorana Barišić Bačelić, Lec.	Management of the Cultural Heritage	gorana.bb@gm	ail.com
Luca Olivari Master in math, Lec.	Financial Mathematics	<u>lolivari1@v</u> u	<u>ıs.hr</u>
Sunčića Petrović prof., assistant	Business Italian I Business Italian II Business Italian III Business Italian IV	suna.petrovic@g	mal.com
PhD Ivica Poljičak , College professor	Business Communication	poljicak@vu	<u>is.hr</u>

5. PLACE OF TEACHING OF THE PROFESSIONAL UNDERGRADUATE STUDY OF TOURISM MANAGEMENT

The teaching at the undergraduate professional study of tourism management is performed at Šibenik University of Applied Sciences, address "Trg Andrije Hebranga 11". In the mentioned location, apart from the service offices, there are 12 lecture halls with a total area of 1320 m².

The premises in which the teaching process takes place provide optimal conditions with regard to the number of enrolled students. The aforementioned space contains spatial capacities that, in keeping with the standards of higher education, enable students to have good quality monitoring and participation in educational activities.

Classes at the university take place from Monday to Friday (in exceptional cases on Saturdays in the morning) according to the fixed schedule of the lessons published on the notice boards and on the official website of the university. In accordance with the requirements of the *Regulation on the content of license and conditions for issuing license to perform activities of higher education, carrying out study programs, and re-accreditation of higher education institutions* (NN 24/10) Article 5 (2), University has a ratio of students and the space available for the teaching (1.25 m² / student).

6. LIST OF SUBJECTS, TEACHER AND ASSOCIATES, TIMETABLE OF THE SUBJECT, STUDENT WORKLOAD OF THE PROFFESIONAL UNDERGRADUATE STUDY OF TOURIST MANAGEMENT

M / N	SUBJECT HOLDER	SUBJECT	TEACHER - LECTURERS	TEACHER - EXERCISES / SEMINARS	Lectures Hours per week	Seminars Hours per week	Number of groups	Exercises Hours per week	Number of groups	ECTS
		I. SEMESTER								
М	Mečev D.	Principles of Economics	Mečev D.	Mečev D.	3			1	2	6
М	Slavica D.	Introduction to Tourism	Slavica D.	Slavica D.	2	1	2			4
М	Radić Lakoš T.	Environmental Management in Tourism	Radić Lakoš T.	Radić Lakoš T.	2	1	2			4
М	Beljo I.	Financial Mathematics	Beljo I.	Olivari L.	2			2	2	6
М	Slavica D.	Organization of Tourism	Slavica D.	Slavica D.	2	1	2			3
М	Crnica G.	Business English I	Crnica G.	Crnica G.	2			1	2	3
Ν	Crnica G.	Business German I	Crnica G.	Crnica G.	2			1	2	3
Ν	Kardum Goleš I.	Business Italian I	Kardum Goleš I.	Petrović S.	2			1	2	3

M/N	SUBJECT HOLDER	SUBJECT	TEACHER - LECTURERS	TEACHER - EXERCISES / SEMINARS	Lectures Hours per week	Seminars Hours per week	Number of groups	Exercises Hours per week	Number of groups	ECTS
		II. SEMESTER								
М	Goleš D.	Business Economics	Goleš D.	Goleš D.	3	1	2			6
М	Klarin Z.	Informatics	Klarin Z.	Klarin Z.	1			2	2	4
М	Slavica D.	Introduction to Selective Forms of Tourism	Slavica D.	Slavica D.	2	1	2			3
М	Zlatović D.	Law in Tourism	Zlatović D.	Zlatović D.	3	1	2			6
М	Gaćina N.	Food and Nutrition	Gaćina N.	Gaćina N.	3	1	2			6
М	Bratić I.	Business English II	Bratić I.	Bratić I.	2			1	2	3
Ν	Crnica G.	Business German II	Crnica G.	Crnica G.	2			1	2	3
Ν	Kardum Goleš I.	Business Italian II	Kardum Goleš I.	Petrović S.	2			1	2	3

M / N	SUBJECT HOLDER	SUBJECT	TEACHER - LECTURERS	TEACHER - EXERCISES / SEMINARS	Lectures Hours per week	Seminars Hours per week	Number of groups	Exercises Hours per week	Number of groups	ECTS
		III. SEMESTER								
М	Sladoljev J.	Management	Sladoljev J.	Sladoljev J.	2	2	1			6
М	Šišara J.	Tourism Marketing	Šišara J.	Šišara J.	3	1	1			6
М	Grubišić A.	Fundamentals of Accounting	Grubišić A.	Grubišić A.	3			2	1	6
М	Bratić I.	Business English III	Bratić I.	Bratić I.	2			1	1	3
Ν	Barišić Bačelić G.	Cultural Heritage Management	Barišić Bačelić G.	Slavica D.	2	1	1			3
Ν	Goleš D.	Economics of Non-profit organization	Goleš, D.	Goleš D.	2			1	1	3
Ν	Radić Lakoš T.	Management of Protected Nature Areas	Radić Lakoš T.	Radić Lakoš T.	2	1	1			3
Ν	Crnica G.	Business German III	Crnica G.	Crnica G.	2			1	1	3
Ν	Kardum Goleš I.	Business Italian III	Kardum Goleš, I.	Petrović S.	2			1	1	3

M / N	SUBJECT HOLDER	SUBJECT	TEACHER - LECTURERS	TEACHER - EXERCISES / SEMINARS	Lectures Hours per week	Seminars Hours per week	Number of groups	Exercises Hours per week	Number of groups	ECT S
		IV. SEMESTER								
М	Udovičić A.	Service Management	Udovičić A.	Udovičić A.	3	1	1			6
М	Žaja J.	Fundamentals of Enterprise Financing in Tourism	Žaja J.	Žaja J.	2			2	1	5
М	Perišić A.	Business Statistics	Perišić A. / Beljo I.	Perišić A.	2			2	1	6
М	Udovičić A.	Entrepreneurship	Udovičić A.	Udovičić A.	2	1	1			4
М	Bratić I.	Business English IV	Bratić I.	Bratić I.	2			1	1	3
Ν	Šišara J.	Digital marketing	Šišara J.	Šišara J.	2	1	1			3
N	Radić Lakoš T.	Use of DDD Methods and HACCP in Hotel Industry	Radić Lakoš T.	Radić Lakoš T.	2	1	1			3
Ν	Gaćina N.	Food Safety in Tourism	Gaćina N.	Gaćina N.	2	1	1			3
N	Crnica G.	Business German IV	Crnica G.	Crnica G.	2			1	1	3
Ν	Bratić I.	Business Italian IV	Bratić, I.	Petrović S.	2			1	1	3

M / N	SUBJECT HOLDER	SUBJECT	TEACHER - LECTURERS	TEACHER - EXERCISES / SEMINARS	Lectures Hours per week	Seminars Hours per week	Number of groups	Exercises Hours per week	Numbe r of groups	ECTS
		V. SEMESTER								
М	Slavica D.	Human Resource Management	Slavica D.	Slavica D.	2	2	1			6
М	Sladoljev J.	Hotel Organization and Reception Operation	Sladoljev J.	Sladoljev J.	2			2	1	6
М	Sladoljev J.	Management of Tourist agencies and Tour Operators	Sladoljev J.	Sladoljev J.	2	2	1			6
N	Gaćina N.	Food and Beverage Management	Gaćina N.	Gaćina N.	2	1	1			3
Ν	Udovičić, A.	Business Organization	Udovičić, A.	Udovičić, A.	2	1	1			3
Ν	Goleš D.	Quality Management	Goleš D.	Goleš D.	2	1	1			3
Ν	Mečev D.	Public Sector Economics	Mečev D.	Mečev D.	2	1	1			3
Ν	Gaćina N.	Nutrition and Tourism	Gaćina N.	Gaćina N.	2	1	1			3
Ν	Poljičak I.	Business Communication	Poljičak I.	Poljičak I.	2	1	1			3

M / N	SUBJECT HOLDER	SUBJECT	TEACHER - LECTURERS	TEACHER - EXERCISES / SEMINARS	Lectures Hours per week	Seminars Hours per week	Number of groups	Exercises Hours per week	Number of groups	ECTS
		VI. SEMESTER								
М	Sladoljev J.	Management of Tourist Destination	Sladoljev J.	Slavica D.	3	1	1			5
М	Sladoljev J.	Professional Practice	Sladoljev J.	Slavica D.						15
М		Final Thesis								10

7. ACADEMIC CALENDAR FOR THE ACADEMIC YEAR 2022/2023.

ACTIVITY	TERM
Winter semester	September 30,2024. – February 24,2025.
Lectures, exercises and seminars	September 30,2024. – February 24,2025.
Winter holidays	December 23,2024. – January 6, 2025.
Winter regular examination period	January 27, 2025 – February 21, 2025.
Summer semester	February 24, 2025 – September 30, 2025
Lectures, exercises and seminars	February 24, 2025. – June 7,2025.
Summer regular examination period	June 9, 2025. – July 4, 2025.
Summer break	July 21, 2025. – August 15, 2025.
Autumn regular examination period	August 25, 2025. – September 19,2025.
Enrolment in multiple years of study 2025/2026	September 15, 2025 September 26, 2025.

NATIONAL HOLIDAYS

DATE	PUBLIC HOLIDAYS
November 1, 2024.	All Saint's Day
November 18, 2024.	Remembrance Day for the victims of the Homeland War
December 25, 2024.	Christmas
December 26, 2024.	St. Stephen's Day
January 1, 2025.	New Year's Day
January 6, 2025.	Epiphany
April 20, 2025.	Easter
April 21, 2025.	Easter Monday
May 1, 2025.	International Workers' Day
May 30, 2025.	National Day
June 19, 2025.	Corpus Christi
June 22, 2025.	Anti-Fascist Struggle Day
August 5, 2025.	Homeland Thanksgiving Day
August 15, 2025.	Assumption of Mary

8. CALENDAR OF EXAM TERMS AND DEADLINES FOR ACADEMIC YEAR 2024./2025.

			1.	GODINA					
EINTI	ER		SUMMER			AUTUMN			
27.1.			9.6.	Law in Tourism /16:00	Introduction to Selective Forms of Tourism/ 10:00	25.8.	Introduction to Tourism/ 10:00	Organization of Tourism/12:00	
28.1.	Principles of Economics/16:00	Business English II / 11:00	10.6.	Environmental Management in Tourism/ 15:00	Introduction to Tourism/ 10:00	26.8.	Principles of Economics /16:00	Business English II /11:00 sati	
29.1.	Environmental Management in Tourism / 15:00	Business Economics /10:00	11.6.	Informatics/10:00	Business Economics /13:00	27.8.	Informatics/10:00	Food and Nutrition /8:00	
30.1.	Law in Tourism /16:00	Food and Nutrition /9:00	12.6.	Principles of Economics /16:00	Business English II / 10:00	28.8.	Introduction to Selective Forms of Tourism/ 10:00		
31.1.	Introduction to Tourism / 10:00	Organization of Tourism/12:00	13.6.	Food and Nutrition /9:00	Organization of Tourism/12:00	29.8.	Business Economics /10:00		
3.2.	Introduction to Selective Forms of Tourism /10:00		16.6.	Business English I /9:00	Business German I /11:00 Business German II /11:00	1.9.	Environmental Management in Tourism/ 15:00	Law in Tourism /17:00	
4.2.	Financial Mathematics /9:00	Business Italian I /11:00 Business Italian II /11:00	17.6.	Financial Mathematics /9:00	Business Italian I /11:00 Business Italian II /11:00	2.9.	Financial Mathematics /9:00	Business Italian I /11:00 Business Italian II /11:00	

5.2.	Informatics/10:00		18.6.			3.9.	Business English I /9:00	Business German I /11:00 Business German II /11:00
6.2.	Business English I /9:00	Business German I /11:00 Business German II /11:00				4.9.		
7.2.			20.6.			5.9.		
10.2.			23.6.	Law in Tourism /16:00	Introduction to Selective Forms of Tourism/ 10:00	8.9.	Introduction to Tourism/ 10:00	Organization of Tourism/12:00
11.2.	Principles of Economics /16:00	Business English II / 12:00 sati	24.6.	Environmental Management in Tourism /15:00	Introduction to Tourism/ 10:00	9.9.	Principles of Economics /16:00	Business English II /11:00 sati
12.2.	Environmental Management in Tourism/ 15:00	Business Economics /10:00	25.6.	Informatics/10:00	Business Economics /13:00	10.9.	Informatics/10:00	Food and Nutrition /8:00
13.2.	Law in Tourism /16:00	Food and Nutrition /9:00	26.6.		Business English II / 10:00	11.9.	Introduction to Selective Forms of Tourism /10:00	
14.2.	Introduction to Tourism/10:00	Organization of Tourism/12:00	27.6.	Principles of Economics /16:00	Organization of Tourism/12:00	12.9.	Business Economics /10:00	
17.2.	Introduction to Selective Forms of Tourism//10:00		30.6.	Business English I /9:00	Business German I /11:00 Business German II /11:00	15.9.	Environmental Management in Tourism/ 15:00	

18.2.	Financial Mathematics /9:00	Business Italian I /11:00 Business Italian II /11:00	1.7.	Financial Mathematics /9:00	Business Italian I /11:00 Business Italian II /11:00	16.9.	Financial Mathematics /9:00	Business Italian I /11:00 Business Italian II /11:00
19.2.	Informatics/10:00		2.7.			17.9.	Law in Tourism /16:00	
20.2.	Business English I /9:00	Business German I /11:00 Business German II /11:00	3.7.	Food and Nutrition /9:00		18.9.	Business English I /9:00	Business German I /11:00 Business German II /11:00
21.2.			4.7.			19.9.		

	2. GODINA										
ZIMS	KI			LJETNI			JESENSKI				
27.1.	Fundamentals of Accounting /11:00	Service Management/9:00	9.6.	Fundamentals of Accounting /11:00		25.8.	Human Resource Management 10:00	Business English IV/ 12:00			
28.1.	Economics of Non- profit organization /10:00	Entrepreneurship /12:00	10.6.	Fundamentals of Enterprise Financing in Tourism /10:00	Economics of Non- profit organization /12:00	26.8.	Entrepreneurship /11:00	Business English III /9:00 sati, Business Italian IV//12:00 sati			
29.1.	Cultural Heritage Management / 16:00	Fundamentals of Enterprise Financing in Tourism / 10:00	11.6.	Cultural Heritage Management / 16:00	Management of Protected Nature Areas/ 14:00	27.8.	Cultural Heritage Management /16:00	Fundamentals of Enterprise Financing in Tourism / 10:00			
30.1.	Food Safety in Tourism /11:00	Management /09:00	12.6.	Entrepreneurship /11:00	Use of DDD Methods and HACCP in Hotel Industry /15:00	28.8.	Food Safety in Tourism /11:00	Management /09:00			

31.1.	Business English III / 9:00 /Business English IV/ 10:00	Business Italian IV/10:00	13.6.	Food Safety in Tourism /9:00	Business German III /11:00 Business German IV /11:00	29.8.	Economics of Non- profit organization /10:00	Business German III /13:00 Business German IV /13:00
3.2.			16.6.	Tourism Marketing / 9:00	Digital marketing / 11:00	1.9.	Fundamentals of Accounting /11:00	Service Management /09:00
4.2.	Business Statistics /9:00	Business Italian III/11:00	17.6.	Business Statistics /9:00	Business Italian III/11:00, Business Italian IV/12:00	2.9.	Business Statistics /9:00	Business Italian III /11:00
5.2.	Management of Protected Nature Areas/ 15:00	Use of DDD Methods and HACCP in Hotel Industry/ 17:00	18.6.	Management/ 09:00		3.9.	Management/ 09:00	Management of Protected Nature Areas/ 14:00
6.2.	Tourism Marketing / 9:00	Digital marketing / 11:00	19.6.	Service Management /10:00		4.9.		Use of DDD Methods and HACCP in Hotel Industry /15:00
7.2.	Business German III /11:00 Business German IV /11:00		20.6.	Business English III / 9:00 Business English IV/ 10:00		5.9.	Tourism Marketing / 9:00	Digital marketing / 11:00
10.2.	Fundamentals of Accounting /11:00		23.6.	Fundamentals of Accounting /11:00		8.9.	Management of Human Resources /10:00	
11.2.	Economics of Non- profit organization /10:00		24.6.	Fundamentals of Enterprise Financing in Tourism /10:00	Economics of Non- profit organization 12:00	9.9.	Business English III / 9:00 Business English IV /10:00	Business Italian IV/12:00
12.2.	Cultural Heritage Management / 16:00	Fundamentals of Enterprise	25.6.	Cultural Heritage Management / 16:00	Management of Protected Nature Areas/ 14:00	10.9.	Cultural Heritage Management /16:00	Fundamentals of Enterprise Financing in Tourism / 10:00

		Financing in Tourism / 10:00						
13.2.	Food Safety in Tourism /11:00	Management /09:00	26.6.	Basics of financing companies in tourism/ 10:00	Use of DDD Methods and HACCP in Hotel Industry /15:00	11.9.	Food Safety in Tourism /9:00	Entrepreneurship /11:00
14.2.	Business English III / 9:00 Business English IV /10:00	Business Italian IV/11:00	27.6.	Business German III /11:00 Business German IV /11:00		12.9.	Economics of Non- profit organization /10:00	Business German III /13:00 Business German IV /13:00
17.2.	Service Management/09,00	Entrepreneurship /11,00	30.6.	Tourism Marketing / 9:00	Digital marketing / 11:00 D	15.9.	Fundamentals of Accounting /11:00	Service Management /09:00
18.2.	Business Statistics /09:00	Business Italian III/11:00	1.7.	Business Statistics /9:00	Business Italian III/11:00, Business Italian IV/12:00	16.9.	Business Statistics /9:00	Business Italian III /11:00
19.2.	Management of Protected Nature Areas /15:00	Use of DDD Methods and HACCP in Hotel Industry /17:00	2.7.	Management/09:00	Entrepreneurship /11:00	17.9.	Management /09:00	Management of Protected Nature Areas/ 14:00
20.2.	Tourism Marketing / 9:00	Digital marketing / 11:00	3.7.	Food Safety in Tourism /8:00	Service Management /10:00	18.9.	Service Management 10:00	Use of DDD Methods and HACCP in Hotel Industry /15:00
21.2.	Business German III /09:00 Business German IV /09:00		4.7.	Management of human resources 12:00	Business English III / 9:00 Business English IV /11:00	19.9.	Tourism Marketing / 9:00	Digital marketing / 11:00

				3. GODIN	A			
ZIMS	SKI		LJETN	ſ			JESENSKI	
27.1.	Business Organization /10:00		9.6.	Business Organization /10:00		25.8.	Business Organization /10:00	
28.1.	Public Sector Economics /16:00		10.6.			26.8.	Public Sector Economics /16:00	
29.1.	Quality Management /10:00	Management of Tourist agencies and Tour Operators /08:00	11.6.	Quality Management /13:00		27.8.	Nutrition and Tourism /9:00	Food and Beverage Management 11:00
30.1.	Nutrition and Tourism /9:00	Food and Beverage Management /11:00	12.6.	Public Sector Economics /16:00		28.8.	Human Resource Management/10,00	
31.1.	Management of Tourist Destination/ 08:00	Hotel Organization and Reception Operation /10:00	13.6.	Nutrition and Tourism /9:00	Food and Beverage Management /11:00	29.8.	Quality Management /10:00	
1.2.	Business Communication /11:00		14.6.	Business Communication /11:00		30.8.	Business Communication /11:00	
3.2.	Human Resource Management/10,00		16.6.	Human Resource Management/10,00		1.9.		
4.2.			17.6.	Hotel Organization and Reception Operation /09:00		2.9.	Hotel Organization and Reception Operation /09:00	Management of Tourist Destination /11:00
5.2.			18.6.	Management of Tourist agencies and	Management of Tourist	3.9.	Quality Management /10:00	Management of Tourist agencies

				Tour Operators	Destination			and Tour
				/09:00	/11:00			Operators /08:00
6.2.			19.6.			4.9.		
7.2.			20.6.			5.9.		
10.2.			23.6.			8.9.		
11.2.	Public Sector Economics /16:00		24.6.			9.9.	Public Sector Economics /16:00	
12.2.	Quality Management /10:00	Management of Tourist agencies and Tour Operators /08:00	25.6.	Quality Management /13:00		10.9.	Nutrition and Tourism /9:00	Food and Beverage Management /11:00
13.2.	Nutrition and Tourism /9:00	Food and Beverage Management /11:00	26.6.	Business Organization /10,00		11.9.	Human Resource Management/10,00	
14.2.	Management of Tourist Destination/ 08:00	Hotel Organization and Reception Operation /10:00	27.6.	Public Sector Economics /16:00		12.9.	Quality Management /10:00	
15.2.	Business Communication /11:00		28.6.	Business Communication /11:00		13.9.	Business Communication /11:00	
17.2.	Human Resource Management/10,00		30.6.	Human Resource Management/10,00		15.9.		
18.2.	Business Organization /10:00		1.7.	Hotel Organization and Reception Operation /09:00		16.9.	Hotel Organization and Reception Operation /09:00	Management of Tourist Destination /11:00

		Management of Tourist agencies and Tour Operators	Management of Tourist Destination/		Management of Tourist agencies and Tour Operators	
19.2.	2.7.	/09:00	11:00	17.9.	/08:30	
20.2.	3.7.	Nutrition and Tourism /9:00	Food and Beverage Management /11:00	18.9.	Business Organization /10:00	

9. CURRICULA AND COURSE CONTENT WITH EXPECTED LEARNING OUTCOMES AND BASIC LITERATURE

I. SEMESTER

1. GENERAL INFORMATION	ABOUT THE COURSE				
1.1. Course title	PRINCIPLES OF ECONOMICS	1.8. ISVU course code	201472 201879		
1.2. Course lecturer	PhD Dijana Mečev, college professor	1.9. MOZVAG course code			
1.3. Assistants and/or associates	-	1.10. Forms of teaching (number of hours of Lecturing + Practical exercises + Seminars + e-learning)	(45 + 15 + 0 + 0)		
1.4. Study programme (professional undergraduate, and professional graduate)	Professional undergraduate study of Tourism management	1.11. Level of e- learning application (1st, 2nd, 3rd level), percentage of on-line course performance (max. 20%)	1st level – materials available on-line, 0%		
1.5. Course status (obligatory, optional)	Obligatory	1.12. Number of course revisions	1		
1.6. Study year	1st	1.13. Modernization	□ yes X no		
1.7. Credit score (ECTS)	6	1.14. Percentage estimate of course changes and/or supplements	Less than 20%XMore than 20 %□		

2. COURSE DESCRIPTION								
2.1. Course objectives Understanding basic economic concepts, laws of supply and demand, potential impacts of environmental changes and government policies production of firms, and the application possibilities of basic economic theory tools in studying markets, consumers, the economy, and factors.								
2.2. Terms of course entry and required competences	ar secondary education completed; qualification level 4.2 according to the CROQF.							
	LO1: To apply and connect economic terms in more complex written and oral communication in Croatian and foreign languages.							
2.3. Learning outcomes on the	LO2: To develop team and interpersonal skills in team-work, master communication skills and presentation skills of given topics and tasks.							
study programme level	LO3: To independently and responsibly search the relevant literature for decision making and conclusion in Croatian and foreign languages.							
	LO6: To apply basic legal and economic principles in organization and management.							

2.4. Expected learning outcomes on the course level	(Up to t 1. 2. 3. 4.	consequences. 2. To solve various problem tasks within microeconomic and macroeconomic theories through the construction and analysis of appropriate diagrams. 3. To propose solutions to given economic problems using fundamental economic principles.								
	5. Constr no.	6	Time							
	1.	TopicIntroductiontoEconomics:FundamentalEconomicPrinciplesE	LO1, LO3	Listen to the lecture (with encouragement of student participation and engagement); class discussions; study of teaching materials (case studies, research articles, official publications).	In the colloquium or written and will be able to define and de economic concepts. They will also explain a given transaction on a ci and solve a problem task usin fundamental economic principles.	escribe fundamental be able to draw and rcular flow diagram, ng one of the ten	12 hours			
2.5. Course content according to detailed curriculum schedule	2.	Supply and demand. How do markets function?	LO1, LO2, LO3	Listen to the lecture (with encouragement of student participation and engagement); class discussions; tasks solving.	In the colloquium or written and will be able to draw and explain h and other variables affect supply a	now changes in price	12 hours			
	3.	Elasticity and its application	LO1	Listen to the lecture (with encouragement of student participation and engagement); class discussions; study of teaching materials (case studies, research articles, official publications).	In the colloquium or written and will be able to calculate price e income elasticity of demand, cro demand, and price elasticity of s the results obtained.	lasticity of demand, ss-price elasticity of supply, and interpret	12 hours			
-	4.	Demand and consumer behaviour	LO1, LO2	Listen to the lecture (with encouragement of student participation and engagement); class discussions; tasks solving.	In the colloquium or written and will be able to determine consum demand curve. They will also be changes that occur with shifts in the	her surplus using the e able to explain the	12 hours			
	5.	Production and business organization	L01, L04	Listen to the lecture (with encouragement of student participation and engagement); class discussions;	In colloquium or written and oral be able to describe the economic		12 hours			

			study of teaching materials (case studies, research articles, official publications); teamwork.	They will also be able to calculate and interpret marginal and average product.	
6.	Cost Analysis	LO1, LO2, LO3	Listen to the lecture (with encouragement of student participation and engagement); class discussions; tasks solving.	In colloquium or written and oral exams, students will be able to calculate and interpret marginal, average, fixed, variable, and total costs. They will also be able to analyse business operations using cost curves.	12 hours
7.	Perfect Competition Market Market Failures	LO1, LO2, LO5	Listen to the lecture (with encouragement of student participation and engagement); class discussions; study of teaching materials (case studies, research articles, official publications); teamwork.	In colloquium or written and oral exams, students will be able to determine the shutdown point of a firm, as well as the point at which a perfectly competitive firm achieves maximum profit. They will be able to identify the type of market failure from a given example and propose measures of government intervention.	12 hours
8.	Monopoly	LO1, LO2	Listen to the lecture (with encouragement of student participation and engagement); class discussions; study of teaching materials (case studies, research articles, official publications); tasks solving.	In colloquium or written and oral exams, students will be able to explain the reasons for the emergence of monopolies. They will be able to calculate and interpret total revenue, average revenue, and marginal revenue for a monopolist. They will also be able to recognize specific curves on a graph depicting the monopoly market. Additionally, they will be able to explain and identify the differences between monopoly and perfect competition on a graph.	12 hours
9.	Oligopoly and Game Theory Monopolistic Competition	LO1, LO2	Listen to the lecture (with encouragement of student participation and engagement); class discussions; study of teaching materials (case studies, research articles, official publications); tasks solving.	In colloquium or written and oral exams, students will be able to determine Nash equilibrium, distinguish the behaviour of firms in monopolistic competition in the short run from the long run. They will also be able to explain and identify the differences between monopolistic competition and perfect competition on a graph.	12 hours
10.	Market of factors of production	LO1, LO2, LO4	Listen to the lecture (with encouragement of student participation and engagement); class discussions; study of teaching materials (case studies, research articles, official publications); teamwork.	In colloquium or written and oral exams, students will be able to explain the impact of various variables on the supply and demand curves in the labour market. They will also be able to discuss the influence of unions and collective bargaining on wages and employment, list reasons for wage differentials, and justify the payment of rent. Using selected examples, they will be able to explain the reasons for income disparities.	12 hours

				Listen to the lecture (with encouragement of student			[
	11.	Government and the Economy	LO1, LO4, LO5	participation and enga class discussions; stu	•	In colloquium or written and oral be able to explain the reasons government intervention in econo	for and methods of	12 hours		
	12.	Income Distribution and Poverty	LO1, LO4	participation and eng study of teaching ma	with encouragement of student gagement); class discussions; tterials (case studies, research rations); critical review (with	In colloquium or written and oral be able to define poverty and it Lorenz curve, and interpret the G	ts forms, explain the	12 hours		
	13.	Fundamental Concepts of Macroeconomics	LO1, LO4	participation and enga class discussions; stu	with encouragement of student gement); dy of teaching materials (case cles, official publications);	In colloquium or written and oral be able to calculate and interpre GDP, GDP deflator, consumer p inflation rate. They will also be a given transaction affects GDP.	t nominal GDP, real rice index (CPI), and	12 hours		
	14.	Financial Markets and Money Matters Central Banking and Monetary Policy	LO1, LO4, LO5	participation and enga	with encouragement of student gement); class discussions; tterials (case studies, research cations); teamwork.	In colloquium or written and oral be able to explain the role of policy in the economy.		12 hours		
	15.	Aggregate Supply and Demand	LO1, LO2	· · · · · · · · · · · · · · · · · · ·	with encouragement of student gement); tasks solving.	In colloquium or written and oral be able to explain economic fl aggregate supply and aggregate of	uctuations using the	12 hours		
3. EVALUATION OF STUDEN	T WOR	К								
3.1. Students' obligationsIn accordance with the Regulations on Studying and the Regulations on Student Assessment and Evaluation: all regular students must attend at least 70% of classes. Part-time students are required to attend at least 50% of lecture classes. It is recommended that students actively participate in class, which includes engaging in discussions, solving problem tasks, etc.3.1. Students' obligationsDuring the course, students are entitled to take three colloquiums. If students do not pass the colloquiums, they have the option to take a written exam, in which they must achieve at least 50% of the points to qualify for the oral exam. After successfully passing the colloquium or the written exam, students answer questions related to the outcomes that were not met. The final grade is formed based on the weighted sum of points achieved through class activities, the written exam or colloquium, and the oral exam.										
3.2. Monitoring student work (enter the share of ECTS credits	Attenda	ance	Writ	ten exam	4 (without the colloquium)	Project				

for each activity so that the total number of ECTS points	Experimental work		Research	ı				Practical wo	ork		
corresponds to the credit score of the course)	Essay	Repo		port				Continuous examination	1		
	Colloquium	4 (without the written part of the exam) Seminar paper		paper							
	Class activities	1	Oral exa	m	1						
	The student's workl	oad on all basis's amounts t	o 1 ECTS	point for 30 hou	rs of	work per sem	ester and	is estimated	l as:		
3.3. Student workload	Commitn	ient			I	Hours (estima	te)				
5.5. Student workload	Attending cla					60					
	Preparation for	or the Colloquium / exam th	rough sel	f-study	1	120					
4. GRADING SYSTEM											
		Poor		Sa	tisfyi	ing			Above a	verage	
4.1. Colloquium / exam grading	understanding of how to apply	by memory, without deep the subject. Does not kno basic terms, concepts a able to support the content camples.	nd f matt	roduces basic t sfers new knowl er, explains the tantiate by examp	edge, terms	, understands	subject	and evalua and thorou and logica concepts t are not or	ation. It observe ughly explains the ally links and hat it encapsula	es legitir ne conte explains ates. Fir	alysis, synthesis nacy, accurately nt of the subject, s the terms and ad solutions that is a correlation
	-	adopted knowledge, skills ces (teaching + final exam)	and	Numero	ous g	grade			ECTS grade	e	
4.2. Creating a final grade		90 - 100%		5 (exc	celler	nt)			А		
according to absolute allocation		80 - 89,9%		4 (ver	•••				В		
		65 – 79,9%			good)			С			
		50 – 64,9% 2 (su				cient) D					
5. ADDITIONAL INFORMATI	ON ABOUT THE C	COURSE									
	Title								Number of c in the libra	-	Availability via other media

5.1. Compulsory literature (available in the library and through other media)	Samuelson, P. A. and Nordhaus, W. (2007). "Ekonomija". 18. edition, Mate d.o.o., Zagreb.	15	
5.2. Additional literature (at the moment of changes and/or amended of study programme)	Polovina, S. and Medić D. Š. (2002). "Osnove ekonomije: priručnik za studij ekonomije". Medinek, Zagreb. Mankiw N.G. (2006). "Osnove ekonomije". Mate d.o.o., Zagreb. (Chapters 2, 3, 4, 5, 6)	5 5	
5.3. Quality assurance methods that ensure the acquisition of knowledge, skills and competences	The control of students' work quality and the acquisition of necessary knowledge and skills will be ensured through interactive work. By kee classes and provided information on students' progress through short colloquiums and homework, information for further guidance to student of their work. Students will be informed about their rights and obligations as well as the methods of work and the required literature. India monitoring of annual data from the Croatian employment service on the annual state of student employment, surveys from employers and Alu	s will be provided in order to cators of quality assurance sy	increase the efficiency
5.4. Information on the course and contact with the teacher	It is obligatory for every student to regularly inform about the course, teaching and teaching activities. All information about teaching or any pages of the course and on the web pages of the Šibenik University. Students can contact the teachers during the consultation term (at le explanations can be addressed during classes. It is possible to ask questions by e-mail (from the official e-mail address from the domain @ vt than five working days from the receipt of e-mail). In electronic communication, only messages from known addresses with full names will appropriate academic style.	east one hour per week), wh us.hr) that will be answered i	ile brief questions and n a short time (no later

1. GENERAL COURSE INFO	DRMATION		
1.1. Course title	INTRODUCTION INTO TOURISM	1.8. Course code in ISVU	201473
1.2. Course lecturer	Slavica Dino, mag.oec., lecturer	1.9. Course code in MOZVAG	
1.3. Collaborators		1.10. Forms of teaching (number of hours Lecturing +Practical exercises + Seminars + e learning)	(30+0+15)
1.4. Study programme (specialist, undergraduate, graduate)	Professional undergraduate study of Tourism management	1.11. Level of e- learning application (1 st , 2 nd , 3 rd level), percentage of on-line course performance (max. 20%)	1.st level – materials available on- line, 20%
1.5. Course status (obligatory, optional)	Obligatory	1.12. Number of course revisions	0
1.6. Year of study	1st	1.13. Modernization	Yes
1.7. Credit score (ECTS)	4	1.14. Percentage estimate of course changes and/or supplements	Less than 20% X□ More than 20 % □

2. COURSE DESCRIPTION	
2.1. Course objectives	The goal is to: - Understand the basic trends in tourism, getting to know the features of modern tourism - Understand the ways in which tourism affects the economic, social and ecological environment of a receptive country. - Introduce the student to the basic terminology of the profession

	- Build	o know the basic principles of resources and attracti d a basis for understanding the economic aspects of equaint students with the bearers of development in	tourism.		lopment.				
2.2. Terms of course entry and required competences	Comj	ompleted four years of high school education; possession of a qualification at level 4.2 according to the CROQF.							
2.3. Learning outcomes on the study programme level	LO2: LO3: LO10 studio LO14	 D1: To apply and connect economic terms in more complex written and oral communication in Croatian and foreign languages D2: To organize and lead team work, and critically judge the opinions and attitudes of team stakeholders D3: To independently and responsibly search relevant literature for decision making and conclusion in Croatian and foreign language D10: To develop team and interpersonal skills in team work, master communication skills and presentation skills of assigned topics and tasks (case idies, projects, seminars) using advanced software tools for document development, presentation and budget implementation D14: To evaluate the cause-and-effect relationships of the impact of the economic development process and the multiplicative impact of tourism on cial change and the state of the environment, and propose possibilities and strategies for their improvement and development 							
2.4. Expected learning outcomes on the course level	Lear	Learning outcomes according to the Bloom`s taxonomy: (up to two verbs per LO) 1. To explain the basic concepts in the field of tourism.							
	2. To 3. To 4. To	identify resources in tourism and analyse interpret the interdependence of tourism assess the place and coverage of tourism identify key stakeholders in tourism deve	e space as a and comple in the struc	mentary activities. ture of the national economy.	nt.	2 4, 5 2, 4 5, 6 4, 5			
	Cons	tructive alignment							
	no	Thematic unit	LO of the course	Content/teaching methods	Evaluation	Time			
2.5. Course content according to detailed curriculum schedule	16.	Introduction to the course and a detailed syllabus.		They listen to lectures. In seminar classes, they get acquainted with the content of the course and documents on the e-learning page of the course by working independently on a computer.		3 h			
	17.	Tourism-terminology, classification and historical development	1	They listen to lectures, solve problem tasks, present a seminar paper followed by a discussion	At the colloquium or written exam, they define and explain the terms that appear in this thematic unit, then they should present and analyse the same on a concrete example, critically judge based on the presented problem and propose a solution to the same problem.				

18.	Tourist market - demand, supply and trends	1, 2, 3	They listen to lectures, solve problem tasks, present a seminar paper followed by a discussion	At the colloquium or written exam, they define and explain the terms that appear in this thematic unit, then they should present and analyse the same on a concrete example, critically judge based on the presented problem and propose a solution to the same problem.	6 h
19.	Tourist destination	1, 2, 3	They listen to lectures, solve problem tasks, present a seminar paper followed by a discussion	At the colloquium or written exam, they define and explain the terms that appear in this thematic unit, then they should present and analyse the same on a concrete example, critically judge based on the presented problem and propose a solution to the same problem.	6 h
20.	Tourist resources and attractions	1, 2,	They listen to lectures, solve problem tasks, present a seminar paper followed by a discussion	At the colloquium or written exam, they define and explain the terms that appear in this thematic unit, then they should present and analyse the same on a concrete example, critically judge based on the presented problem and propose a solution to the same problem.	8 h
21.	Catering activity - accommodation and related services	1, 2, 3	They listen to lectures, solve problem tasks, present a seminar paper followed by a discussion	At the colloquium or written exam, they define and explain the terms that appear in this thematic unit, then they should present and analyse the same on a concrete example, critically judge based on the presented problem and propose a solution to the same problem.	10 h
22.	I. colloquium / summary of acquired knowledge	1,2,3	They listen to lectures, solve problem tasks, present a seminar paper followed by a discussion	At the colloquium or written exam, they define and explain the terms that appear in this thematic unit, then they should present and analyse the same on a concrete example, critically judge based on the presented problem and propose a solution to the same problem.	10 h
23.	Interdependence of tourism and transport	1, 2, 3	They listen to lectures, solve problem tasks, present a seminar paper followed by a discussion	At the colloquium or written exam, they define and explain the terms that appear in this thematic unit, then they should present and analyse the same on a concrete example, critically judge based on the presented problem and propose a solution to the same problem.	10 h
24.	Tourist mediation - travel agencies and tour operators	1, 3	They listen to lectures, solve problem tasks, present a seminar paper followed by a discussion	At the colloquium or written exam, they define and explain the terms that appear in this thematic unit, then they should present and analyse the same on a concrete example, critically judge based on the presented problem and propose a solution to the same problem.	10 h
25.	Tourism in the national economy	1,4	They listen to lectures, solve problem tasks, present a seminar paper followed by a discussion	At the colloquium or written exam, they define and explain the terms that appear in this thematic unit, then they should present and analyse the same on a concrete example, critically judge based on the	10 h

							presented problem.	em and propose a solution to the	
	26.	Economic functions of tourism	1, 4, 5	;	They listen to lectures, tasks, present a seminar followed by a discussio	paper	explain the terr then they shoul concrete examp	um or written exam, they define and ns that appear in this thematic unit, d present and analyse the same on a ble, critically judge based on the em and propose a solution to the	10 h
	27.	Non-economic functions of tourism	1		They listen to lectures, tasks, present a seminar followed by a discussio	paper	explain the terr then they shoul concrete examp presented probles same problem.	um or written exam, they define and ns that appear in this thematic unit, d present and analyse the same on a ole, critically judge based on the em and propose a solution to the	10 h
	28.	Planning and sustainable tourism development	1, 2, 5	i	They listen to lectures, tasks, present a seminar followed by a discussio	paper	explain the terr then they shoul concrete examp presented probles same problem.	um or written exam, they define and ns that appear in this thematic unit, d present and analyse the same on a ble, critically judge based on the em and propose a solution to the	8 h
	29.	Tourism organization - organization of organization by levels	1, 2, 5	i	They listen to lectures, tasks, present a seminar followed by a discussio	paper	explain the terr then they shoul concrete examp	um or written exam, they define and ns that appear in this thematic unit, d present and analyse the same on a ble, critically judge based on the em and propose a solution to the	10 h
	30.	Concluding remarks, signatures from the course, II. Colloquium	tasks, present a semina		They listen to lectures, a tasks, present a seminar followed by a discussio	paper		3 h	
3. EVALUATION OF STUDEN	TS` W	ORK							
3.1. Students` obligations	least 7 • • Studen solving	 In accordance with the Regulations on Studying and the Regulations on Student Assessment and Evaluation: for all full-time students' attendance of at least 70%. Part-time students are required to attend classes at least 50%. Students who have during the course achieved: from 0 - 24,9% ECTS credits- are rated F (unsuccessful) and cannot obtain ECTS credits, and must re-enrol in the next academic year; from 25 - 49,9% - are assessed by FX (insufficient) and must pass the written exam (test). Written exam (test) can be held in a regular or extraordinary exam period; more than 50% - students have the right to take the final exam. Students can pass the final exam from the course in two ways: a) during classes through continuous monitoring of students (active participation in classes and making a mental map and solving case studies, making and presenting a seminar paper and two colloquia); b) during classes (active participation in classes and making a mental map and solving case studies, and making a mental map and solving case studies are subject on the exam (written and oral part of the exam). 					nental map and		
3.2. Monitoring student work	Attend				en exam	2 (without colle	oquia)	Project	
(enter the share of ECTS credits for each activity so that the total	Experi	mental work		Resear	rch			Practical work	
number of ECTS points	Essay			Repor	t			Continuous examination	

corresponds to the credit score of the course))	Colloquium	2 (without written and oral exam)	Seminar paper	0,5	Other			
	Class activity		Oral exam		Other			
3.3. Student workload	1. Class attend 2. Preparation	 Class attendance 45 Preparation of seminar and presentation 10 Preparation for the colloquium / exam through independent learning 65 						
4. GRADE FORMING								
	Evaluation Element	Unsatisfactory	Satisfactory		Above a	average		
	Organization	The work is not organized in a logical order and lacks structure.	The paper is well structured with a clear distinction between the introduction, the main body of the text and the conclusion.		The paper is well structured with a clear distinction between the introduction, the main body of the text and the conclusion which are perfectly logically interconnected.			
4.1. Grading seminar papers	Terminology, writing style	Unsatisfactory	Satisfactory		Above average			
		Words and expressions are not aligned with official terminology. The writing style is not appropriate, the sentences are too long, of modest vocabulary and with frequent and repeated grammatical errors.	Words and expressions are in literminology. The writing style sentence structure is clear, the vappropriate and there are few g Words and expressions are alig terminology and show an under meaning.	vocabulary is rammatical errors.	The writing style is excellent, the se concise, the vocabulary is rich and t grammatical errors.			

	Citing and listing References	Refere topic a	es are not listed at all. ences do not fit the and show a superficial ach to researching the	The re	The references are relevant to the topic and show a satisfactory research attitude			y, completely and consistently appropriate, their list is "rich" nows a detailed research	
		Unsatis	factory			Satisfactory		Ab	ove average
4.2. Grading colloquia/ written and oral exam	understanding of apply basic terms	Ident answers by memory, without deeper derstanding of the subject. Does not know how to ply basic terms, concepts and knowledge, nor is le to support the content of the subject with		impa impa expl	Reproduces the basic concepts and without difficult imparts new knowledge, understands the materia explains the terms and concepts supported wit examples.		ne material,	al, logically connects and explains the terms and	
	2				3			4	5
	Exercise assignment	ints	50-62,4%		62,5-74,9%			75-87,4%	87,5-100%
			15-18,72 points		18,75-22,47 points		22	2,5-26,22 points	26,25-30 points
4.3. Final grade according to evaluation elements	Colloquium / Writt part of the exam	ten	2		3			4	5
evaluation elements	part of the exam		50-62,4%		62,5-74,9%		75-87,4%		87,5-100%
		_	35-43,48 points		43,75	-52,43 points	52	2,5-61,18 points	61,25-70 points
4.4. Final grade according to absolute division		knowl competend 8	ntage of acquiredledge, skills andces (teaching + finalexam) $90 - 100\%$ $80 - 89.9\%$ $65 - 79.9\%$ $50 - 64.9\%$	5 (exc 4 (ver 3 (g	cal grade cellent) y good) good) sfactory)	ECTS grade A B C D			

5. ADDITIONAL COURSE INFORMATION								
5.1. Compulsory literature (available in the library and	Title	Number of copies in the library	Availability via other media					
via other media)	1. Čavlek, N., Bartoluci ,M., Prebežac, D., i dr. (2011). *Turizam –ekonomske osnove i organizacijski sustav*. Školska knjiga, Zagreb	3						
5.2. Additional literature (at the moment of changes and/or	1.Petrić, L., (2003). *Osnove turizma*. Ekonomski fakultet, Split		Available on intranet					
amended of study programme)	2. Šišara, J. (2016). *Teorija i organizacija turizma*. Udžbenik Veleučilišta u Šibeniku, Šibenik		page of the course					
5.3. Quality assurance methods that ensure the acquisition of knowledge, skills and competences	The control of students' work quality and the acquisition of necessary knowledge and skills will be ensured through interactive work. By k classes and provided information on students' progress through short colloquiums and homework, information for further guidance to stude of their work. Students will be informed about their rights and obligations as well as the methods of work and the required literature. Indicators of quality assurance system: Student survey, monitoring of annual data from the Croatian employment service on the annual stat Alumni association.	ents will be provided in order to	increase the efficiency					
5.4. Informing about the course and contacting the teacher	It is the responsibility of each student to be regularly informed about the course, the coursework, and the classroom activities. All notices of timely manner on the Intranet site of the course and on the website of Šibenik University. Students can contact teachers during the consultat questions and explanations they can be contacted during class. It is also possible to ask questions by e-mail (from the official e-mail add possible (no later than five working days after receiving the e-mail).	ion period (at least one hour per	week), while for short					

1. GENERAL INFORMATION AB	OUT THE SUBJECT							
1.1. Title	Environmental Management in Tourism	1.8. ISVU course code	201474 201884					
1.2. Lecturer	Tanja Radić Lakoš, MSc, Sen.Lec.	1.9. MOZVAG course code						
1.3. Assistants and/or associates	None	1.10. Forms of teaching (number of hours Lecturing +Practical exercises + Seminars + e learning)(30+0+15-						
1.4. Study programme (specialist, undergraduate, graduate)	Professional undergraduate study of Tourism management	1.11. Level of e- learning application (1 st , 2 nd , 3 rd level), percentage of on-line course performance (max. 20%)	1 st – materials available On-line, 0%					
1.5. Course status (obligatory, optional)	Obligatory	1.12. Number of course revisions	4.					
1.6. Study year	1 st	1.13. Modernization	yes 🗆 no					
1.7. Credit score (ECTS)	4	1.14. Percentage estimate of course changes and/or supplements	Less than 20% More than 20 %					
2. COURSE DESCRIPTION	2. COURSE DESCRIPTION							
2.1. Course objectives The goal is to provide students with theoretical knowledge and case studies: • to understand the principles of natural resource management in general and tourism in particular. • to understand problems in their own environment (in the tourism sector and / or in the work environment) so that they can independently handle the environment in a way that minimally affects the state and components of the environment in terms of sustainable development; • to learn to recognize the damage that tourism or business systems stakeholders can cause to natural ecosystems. • to apply the learned content of this course in business practice.								

2.2. Terms of course entry and required competences	Four-y	our-year high school education completed, having a qualification at level 4.2							
	LO3. To individually and responsibly search relevant literature for reaching solutions and conclusions in Croatian and foreign languages								
2.3. Learning outcomes on the study programme level	proble LO10 projec LO14	 5. To use planning, organizing, management and control methods on practical examples, analyse the problem and propose appropriate solutions to blem situations 10. To develop team and interpersonal teamwork skills, master communication skills and presentation skills of set topics and tasks (case studies, jects, seminars) using advanced software tools for document creation, presentation and budget implementation 14. To support and apply: ethical principles, principles of environmental protection, as well as legal regulations and norms that are applicable to principles 							
	1 2 3 4 5 6	Understanding, Application, Analysis, Evaluation,							
2.4. Expected learning outcomes on the course level		1. To demonstrate knowledge and understanding of course content by defining and describing basic concepts in ecology and environmental protection							
	2. To analyse and compare the relationship between man and his environment in the contemporary context of tourism and society development in general								
	3. To	3. To set an example and interpret the impact of tourism on natural ecosystems and environmental components (air, water and sea, soil, flora and fauna), and							
		4. To use measures to reduce the negative impacts of tourism on the environment,							
	5. To comment and critically evaluate the actions of tourism stakeholders as well as responsible experts in accordance with the principles of sustainability and responsibility								
	6. To use materials and tools to search scientific and professional literature in their native and English languages								
	7. To	present the acquired knowledge, ideas, proble	ems and soluti	ons independently and in a team		6			
	Cons	tructive alignment							
	No:	Thematic ensemble / Lecture Topic	Course LO	Content / Teaching Method	Evaluation	Time needed			
2.5. Course content according to detailed curriculum schedule	to Introduction to the course ar detailed performance plan		-	Listen to the lecture. On seminary teaching, by independent work on the computer students get acquainted with course content and documents on the e-learning course page.	-	2 hours			
		Ecology and environmental protection. Fundamental ecological principles	1, 6, 7	Listen to the lecture and read the literature.	At the colloquium or the written and oral exam they define the basic ecological terms. They describe the role of ecology as a science, describe the difference	6 hours			
						34			

				between ecology and environmental protection, define the role of Darwin. They know how to sketch and explain population growth in an ecosystem relative to environmental capacity. They know how to list, distinguish and give an example of an environmental factor. They know how to define and describe the role of macro-elements in the environment and their cycles and to explain the role of humans in cycles. They know how to describe the role of solar energy in ecosystem functioning, enumerate members of the food chain and differentiate organisms with respect to trophy.	
2.	Man, and the environment. Tourism and the environment. Contemporary environmental problems	1, 6, 7	They listen to a lecture and read literature. In seminary classes, individually, in pairs or in Socratic triplets, they create a mental map and solve case studies, showing the acquisition of previously acquired knowledge and presenting the acquired knowledge and ideas, discussing problems.	At the colloquium or the written and oral exam they can define what environmental degradation is and how it occurs, give an example of environmental degradation, analyse and conclude how environmental degradation occurs and compare how tourism causes environmental degradation. They know how to give an example of contemporary environmental problems. A mental map created. Solved case study	6 hours
3.	Sustainable development. Global Sustainable Development Goals	1, 6, 7	They listen to a lecture and read literature	At the colloquium or the written and oral exam they define the concepts of environmental and nature protection, sustainability and sustainable development. They analyse the approach to the use of natural resources at the end of the 20th century and distinguish between technocentric and eccentric approaches. They describe the historical evolution of the concept of sustainable development up to the Rio de Janeiro Conference and compare it with the Millennium Goals and the Global Sustainable Development Goals.	4 hours
4.	Urbanization. Environmental consequences of urbanization. Spatial planning. Urban tourism.	1, 2, 3, 4, 5, 6, 7	Listen to the lecture and read the literature.	At the colloquium or the written and oral exam they can explain the concept and consequences of urbanization and give an example of reducing the negative effects of urbanization on the environment.	4 hours
5.	Demographic expansion. The consequences of demographic expansion on the environment. Mass tourist developments.	1, 5, 6, 7	Listen to the lecture and read the literature.	At the colloquium or the written and oral exam they can explain the concept and consequences of demographic expansion and give an example of reducing the negative effects of demographic expansion on the environment	4 hours
6.	Agriculture and environmental pollution. Agribusiness and agritourism. Rural tourism.	1, 3, 5, 6, 7	Listen to the lecture and read the literature.	At the colloquium or the written and oral exam they can compare the environmental impact of agriculture in the second and third revolution, define and describe the green revolution, the factors of the green revolution, give an example of the	6 hours

				environmental impact of agrochemicals, critically evaluate and offer the most acceptable solution.	
7.	Industry and Environmental Pollution. Energy requirements. Energy efficiency in the tourism sector	1, 2, 3, 4, 5, 6, 7	Listen to the lecture and read the literature. They use multimedia and Internet.	At the colloquium or the written and oral exam they know how to compare traditional and modern industrial production and its environmental impact in terms of consumption of natural resources, human and machine engagement. Know how to define and describe types of fossil fuels and RES and choose and comment on the most environmentally friendly solution, know how to define and describe eco-efficiency, analyse and compare energy consumption in the tourism sector in historical and contemporary context, propose and use measures to reduce energy consumption and increase energy efficiency, to critically judge the best solution.	6 hours
8.	Waste management. Waste management in tourist destinations	1, 4, 5, 6, 7	Listen to the lecture and read the literature. They use multimedia and Internet.	At the colloquium or the written and oral examination, they can define and describe the types and origin of waste, select and comment on the most environmentally friendly waste management solution, sketch the waste management hierarchy and critically judge the most suitable solution. They can describe the process of awarding the Ecolabel	6 hours
9.	Development of transport and transport infrastructure and their environmental impact. Noise in the environment. Light pollution. Connection: environment-traffic- tourism.	1, 2, 3, 4, 5, 6, 7	Listen to the lecture and read the literature. They use multimedia and Internet.	At the colloquium or the written and oral exam they can describe and critically judge the most environmentally friendly form of transport, analyse this choice in the historical and contemporary context of transport technology, give an example of the environmental impact of road, air and rail transport. They know how to define and describe the basic concepts of noise pollution, list the sources of noise, predict the effects of noise on human health and propose measures to reduce noise. They know how to describe the concept of light pollution.	6 hours
10.	Environmental Components: Air. Climate change, global warming, greenhouse effect, ozone depletion. Mountain tourism	1, 2, 3, 4, 5, 6, 7	Listen to the lecture and read the literature. They use multimedia and Internet. In the course of the seminar, they individually explore the content of this topic area by searching the database, and on the basis of it and the read literature, create a seminar paper that presents the acquired knowledge and presents their own ideas, and ways to solve problems. In the group work on seminar teaching, the	At the colloquium or the written and oral exam, they can define and describe the basic concepts of air pollution, enumerate and distinguish between natural and anthropogenic sources of air pollution, anticipate the effects of polluted air and the consequences of phenomena such as the greenhouse effect, global warming, climate change, acid rain, and ozone depletion, and analyse the impact of air pollution on the atmosphere, human health, wildlife, and material heritage.	8 hours

					,
			brainstorming method and the		
			discussion method on the topic are	Cominent and and an entrol (asian	
			applied.	Seminar paper created and presented (using computer programs independently).	
			Listen to the lecture and read the	computer programs independentry).	
11.	Environmental Components: Water. Water Consumption and Pollution. The role of water in tourism.	1, 2, 3, 4, 5, 6, 7	literature. They use multimedia and Internet. In the course of the seminar, they individually explore the content of this topic area by searching the database, and on the basis of it and the read literature, create a seminar paper that presents the acquired knowledge and presents their own ideas, and ways to solve problems. In the group work on seminar teaching, the brainstorming method and the discussion method on the topic are applied.	At the colloquium or written and oral exam they can define and describe the basic concepts of water pollution and degradation, enumerate and distinguish between natural and anthropogenic sources of water pollution, predict the dynamics of water pollution along roads and propose measures for mitigation and / or remediation. Seminar paper created and presented (using computer programs independently).	8 hours
12.	Environmental components: sea. Coastal degradation and impact on marine ecosystems. Nautical tourism	1, 2, 3, 4, 5, 6, 7	Listen to the lecture and read the literature. They use multimedia and Internet. In the course of the seminar, they individually explore the content of this topic area by searching the database, and on the basis of it and the read literature, create a seminar paper that presents the acquired knowledge and presents their own ideas, and ways to solve problems. In the group work on seminar teaching, the brainstorming method and the discussion method on the topic are applied.	At the colloquium or written and oral exam they can define and describe the basic concepts of marine pollution and degradation, enumerate and distinguish between natural and anthropogenic sources of marine pollution, explain and critically evaluate the quality of sea at bathing beaches, predict the dynamics of sea pollution by ballast water and propose measures to mitigate and / or remediate, be able to explain the importance of seagrass for the Adriatic Sea ecosystem. Seminar paper created and presented (using computer programs independently).	8 hours
13.	Environmental components: soil. Soil degradation, deforestation, desertification. Remediation. Extreme tourism.	1, 2, 3, 4, 5, 6, 7	They listen to a lecture and read literature. In the course of the seminar, they individually explore the content of this topic area by searching the database, and on the basis of it and the read literature, create a seminar paper that presents the acquired knowledge and presents their own ideas, and ways to solve problems. In the group work on seminar teaching, the brainstorming method and the discussion method on the topic are applied.	At the colloquium or written and oral exam they can define and describe the basic concepts of soil pollution, enumerate and distinguish between natural and anthropogenic soil pollutants, anticipate the consequences of phenomena such as: erosion, desertification, deforestation, analyse the impact of tourism on habitat fragmentation and propose mitigation / remediation measures. Seminar paper created and presented (using computer programs independently).	8 hours

	14.			1, 2, 3, 4, 5, 6, 7	They listen to a lecture literature. In the course of the sem individually explore the this topic area by search database, and on the ba read literature, create a that presents the acquir and presents their own i ways to solve problems work on seminar teachi brainstorming method a discussion method on th applied.	inar, they content of ing the sis of it and the seminar paper ed knowledge deas, and . In the group ng, the ind the	can define and protection, prot areas of nature, between indivi parks and parks significant prot Croatia and the protection. The importance of <i>f</i> economic, ecol critically judge Seminar paper	um or written and oral exam they describe the basic concepts of nature tected natural values and protected , they can explain the difference dual protected categories (nature s of nature) and enumerate tourist ected areas in the Republic of base enjoying international legal ey can explain the role and forest and wetland ecosystems in ogical and aesthetic terms. They can the role of nature in tourism. created and presented (using rams independently).	8 hours
		ncluding Considerate petition and Exam P			Listen to a lecture and p individually for the exa		-		30 hours
3. EVALUATION OF STUDEN	T WORK								
3.1. Students` obligations	obligation to a Students who Fro Fro Students can p making and p	attend at least 50% of le o have during the course com $0 - 24,9\%$ ECTS crown $25 - 49,9\%$ ECTS c lore than 50% ECTS crepass the final exam in tw	ectures. All students mu achieved: edits- is rated F (unsuc redits - is rated FX (ina dits - students have the wo ways: a) during the aper and passing two c	ist create, pre cessful) and c adequate) and right to acce course throug olloquia); b) o	sent and positively colloq annot get ECTS credits at has to come out and pass ss the final exam of the su th continuous student atte during the course (active p	uy seminar paper nd must re-enrol the test (exam). bject. ndance (active pa	he subject in the A written exam o rticipation in the	attend at least 70% attendance. Part-t next academic year; can be held in a regular or extraordina elessons, creating mental map, solvin ng mental map, solving case studies, c	ry exam period; g case studies,
	Attendance			Writte	en exam	2 (by submittin colloquiums the relieved of a we examination)	e student is	Project	
3.2. Monitoring student work	Experimental	l work		Resea	rch			Practical work	
(enter the share of ECTS credits for each activity so that the total	Essay			Repor	t			Continuous examination	
number of ECTS points corresponds to the credit score of the course)	Colloquium	coli reli	by submitting both loquiums the studen leved of a written an l examination)		ar paper	0,5		Other (inscribe)	
	Class activitie	es 0,5		Oral e	xam	1 (by submittin colloquiums the relieved of an of examination)	e student is	Other (inscribe)	

	The student's workload on all basis's amounts to 1 ECTS point for 30 hour	s of work per semester and is estimated as:
	Commitment	Hours (estimate)
3.3. Student workload	1. Attending classes	45
5.5. Student Workfoud	2. Creating and Presenting seminar paper	10
	3. Preparation for the Colloquium / exam through self-study	65

4. GRADING								
	Valuation Element	Poor		Satis	fying	lying		Above average
4.1. Seminar paper grading	Organization	The paper is not organize order and its structure is l		The paper is well structured with a clear distinction between the introduction, the main part of the text and the conclusion.		distinction b main part of	well-structured with a clear etween the introduction, the the text and the conclusions ectly logically linked to one	
	Terminology, writing style	Words and phrases are lo with official terminology not appropriate, sentence modest vocabulary, and f repeated grammatical mis	. Writing style is s are too long, requent and	Words and phrases are aligned with official terminology. The writing style is appropriate, the sentence structure is clear, the vocabulary is appropriate and has little grammatical errors.		Words and phrases are aligned with official terminology and show an understanding of their meaning. The writing style is excellent, the sentences are clear and concise, the vocabulary is rich and there are no grammatical errors.		
	Quoting and referencing	Sources are not specified references do not match t a superficial approach to	he topic and show	Sources are listed, but incomplete and with errors. The references are appropriate for the subject and show a satisfactory research attitude.		consistent. T their list is "i	accurate, complete and 'he references are appropriate, rich" and comprehensive and ust research approach.	
	Po	oor				Ab	ove average	
4.2. Colloquium / exam grading	Student answers by memor understanding of the subje apply basic terms, concept able to support the content examples.	ct. Does not know how to s and knowledge, nor is	new knowledge, i	terms, without difficu understands subject mat the notions that subs	ter, explains	evaluation thorough logically that it en	Ige is at the level of analysis, synthesis and on. It observes legitimacy, accurately and ily explains the content of the subject, and links and explains the terms and concepts capsulates. Find solutions that are not y given. There is a correlation with	
4.3. Creating a final grade	Active participation in the	70-75% of attendance	76-8	6% of attendance	87-10	00% of atte		Created mental map. Solved case study.
according to evaluation	lessons	2 points		4 points	nts 7 points			3 points
elements	Seminar paper	2		3		4		5

		5 point	s		7 points	8 point	S	10 points
		2			3	4		5
	Colloquium / written	n 50-64,99	50-64,9%		65-79,9%		%	90-100%
	exam	25 point	ts		30 points	35 poin	ts	40 points
		2			3	5		5
	Oral exam	25 poin	ts		30 points	35 poin	ts	40 points
.4. Creating a final grade		Percentage of adopted knowledge, skills and competences (teaching + final exam)	Numero	-	ECTS grade		i	
according to absolute allocation	-	<u>90 - 100%</u> 80 - 89,9%	5 (exc) 4 (very	/	AB			
		65 – 79,9%			C			
	[50-64,9%	2 (suff	icient)	D			
5.1. Compulsory literature		Title				Number of copies in the	Availability vi	
(available in the library and brough other media)	1 5 47 4 4 4						library	other media
hrough other media) 5.2. Additional literature (at he moment of changes and/or amended of study	 Müller, H. Bilen, M. (Tišma, S., 1 međunarod 	5, T., Upravljanje okolišem, VUŠ, (2004). <i>Turizam i ekologija</i> . I 2008). <i>Turizam i okoliš</i> . Mikr Maleković, S. (2010). <i>Zaštita</i> Ine odnose, Zagreb. Keller, E.(2005). <i>Environmen</i>	Šibenik, 2018. Masmedija, Zag orad, Zagreb. <i>okoliša i regio</i> .	nalni razvoj, i	skustva i perspektive. Ins	stitut za	library 5 5 0 0	other media Available On-lin
hrough other media) 5.2. Additional literature (at he moment of changes and/or amended of study programme) 5.3. Quality assurance nethods that ensure the acquisition of knowledge,	 Müller, H. Bilen, M. (Tišma, S., J međunarod Botkin D., The control of students' classes and providing in of their work. Students	(2004). Turizam i ekologija. N 2008). Turizam i okoliš. Mikr Maleković, S. (2010). Zaštita Ine odnose, Zagreb.	Šibenik, 2018. Masmedija, Zag orad, Zagreb. okoliša i regio. ttal Science. W of necessary kno hrough short coll s and obligations	nalni razvoj, i. iley. owledge and ski loquiums and ho as well as the r	Ils will be ensured through omework, information for fu nethods of work and the req	interactive work. By k rther guidance to stude uired literature.	5 5 0 0 0 eeeping track of attendance and ents will be provided in order to	Available On-li Available On-li student activity du
 (available in the library and hrough other media) 5.2. Additional literature (at he moment of changes and/or amended of study programme) 5.3. Quality assurance methods that ensure the acquisition of knowledge, skills and competences 5.4. information on the course and contact with the teacher 	 Müller, H. Bilen, M. (Tišma, S., J međunarod Botkin D., The control of students' classes and providing in of their work. Students Indicators of quality ass Alumni association. It is obligatory for ever pages of the course and	(2004). Turizam i ekologija. N (2008). Turizam i okoliš. Mikr Maleković, S. (2010). Zaštita Ine odnose, Zagreb. Keller, E. (2005). Environment ' work quality and the acquisition nformation on students' progress t will be informed about their right surance system: Student survey, n y student to regularly inform abo on the web pages of the Šibenik U g classes. It is possible to ask quest	Šibenik, 2018. Masmedija, Zag orad, Zagreb. okoliša i regio. ntal Science. W of necessary knd hrough short coll s and obligations nonitoring of ann ut the course, tea niversity. Studen	nalni razvoj, i. iley. owledge and ski loquiums and he as well as the r ual data from th aching and teach ts can contact th	ills will be ensured through omework, information for fu- nethods of work and the req he Croatian employment ser ning activities. All informati e teachers during the consult	interactive work. By k irther guidance to stude uired literature. vice on the annual stat ion about teaching or a tation term (at least one	5 5 0 0 0 eeping track of attendance and ents will be provided in order to e of student employment, surve	Available On-li student activity du increase the efficie sys from employers iblished on the Intr stions and explanat

2. GENERAL COURSE INFO	DRMATION		
1.1. Course title	Financial Mathematics	1.8. Course code in ISVU	146563, 201885
1.2. Course lecturer	Ivana Beljo, Master in eng. mat. Sen. Lec.	1.9. Course code in MOZVAG	
1.3. Assistants and/or associates	Luca Olivari, Master in math, Lec.	1.10. Forms of teaching (number of hours Lecturing +Practical exercises + Seminars + e learning)	(30+30+0+0)
1.4. Study programme (specialist, undergraduate, graduate)	Professional Undergraduate Study of Tourism management	1.11. Level of e- learning application (1 st , 2 nd , 3 rd level), percentage of on-line course performance (max. 20%)	1 st , course materials are on-line, 0%
1.5. Course status (obligatory, optional)	Obligatory	1.12. Number of course revisions	3
1.6. Year of study	1 st	1.14. Modernization	Yes
1.7. Credit score (ECTS)	6	1.14. Percentage estimate of course changes and/or supplements	Less than 20% X□ More than 20 % □

2. COURSE DESCRIPTION	
2.1. Course objectives	 The goal is to provide students with theoretical knowledge: To adopt knowledge and skills of the analytical way of thinking, and the logical way of concluding in further education. To introduce students with basic concepts of financial mathematics with appropriate economic applications.

2.2. Terms of course entry and required competences	No conditions.	
2.3. Learning outcomes on the study programme level	LO 4: To collect, calculate and graphically display statistical data from the field of economics and business by using advanced softwork comment and analyse them. LO 5: To use planning, organizing, management and control methods on practical examples, analyse the problem and propose approblem situations. LO 7: To interpret business and financial reports and propose solutions to improve financial performance and profitability.	
2.4. Expected learning outcomes	Learning outcomes according to the Bloom's taxonomy: (up to two verbs per LO)	Level of LO: 1 - remembering, 2 - understanding, 3 - application, 4-analysis, 5-evaluation, 6-synthesis
2.4. Expected learning outcomes on the course level	1. To solve economic accounts and apply to the problem from economic practice.	4, 3
	2. To differentiate arithmetic and geometric sequences and perform basic sequence operations.	4, 4
	3. To examine the properties of basic economic functions and comment on them.	4, 5
	4. To solve the problems of a simple and compound interest account.	4
	5. To select the appropriate method of transforming the nominal interest rate into a conformal or relative interest rate.	5, 3
	6. To make a loan repayment schedule	6, 4

	Cons	Constructive alignment								
	no	Thematic unit	LO of the course	Content/teaching methods	Evaluation	Time				
2.5. Course content according to detailed curriculum schedule	31.	Introduction into the course and detailed plan.	-	Listen to lectures. Work independently on computer, get to know course content and e-learning documents.	-	2 h				
	32.	Basic Economic Accounts. Percentage and per mile account. The triple rule. Division account.	1	Listen to lectures and read literature. The exercises demonstrate how to solve tasks. Solve exercises.	In colloquium or written and oral exams students elect the appropriate economic account and apply to the problem from the economic practice.	6 h				
	33.	Sequences. Arithmetic and Geometric Sequences	2	Listen to lectures and read literature. The exercises demonstrate how to solve tasks. Solve exercises.	In colloquium or written and oral exams students know how to differentiate arithmetic and geometric sequences. Solve exercises.	4 h				

34.	Economic Functions. Demand and Supply Function.	3	Listen to lectures and read literature. The exercises demonstrate how to solve tasks. Solve exercises.	In colloquium or written and oral exams students know how to define economic functions, sketch a graph of functions, and examine the demand and supply variability	4 h
35.	Elasticity. Equilibrium.	3	Listen to lectures and read literature. The exercises demonstrate how to solve tasks. Solve exercises.	In colloquium or written and oral exams students know how to define and calculate the equilibrium of functions, solve the elasticity of supply and demand functions.	4 h
36.	Economic Functions. Revision for colloquium. Colloquium.	1, 2, 3	Write the colloquium.	-	40 h
37.	Simple Interest Account. Anticipative and Decursive Interest Calculation.	4	Listen to lectures and read literature. The exercises demonstrate how to solve tasks. Solve exercises.	In colloquium or written and oral exams students know how to define and solve the tasks of a simple interest account.	4 h
38.	Compound Interest Account.	4	Listen to lectures and read literature. The exercises demonstrate how to solve tasks. Solve exercises.	In colloquium or written and oral exams students know how to define and differentiate the type of interest account, solve the tasks of a compound interest account.	4 h
39.	Interest rates. Conformal and Relative interest rate.	4, 5	Listen to lectures and read literature. The exercises demonstrate how to solve tasks. Solve exercises.	In colloquium or written and oral exams students know how to define and differentiate the interest rate, and choose the appropriate method of transforming the nominal interest rate into a conformal or relative one.	4 h
40.	Prenumerando and postnumerando Present and Final Value. Perpetual annuity.	4, 5	Listen to lectures and read literature. The exercises demonstrate how to solve tasks. Solve exercises.	In colloquium or written and oral exams students know how to calculate and interpret the elements in the examples with periodic payments.	4 h
41.	Loan. Repayment model of the loan.	6	Listen to lectures and read literature. The exercises demonstrate how to solve tasks. Solve exercises.	In colloquium or written and oral exams students know how to calculate the loan according to the repayment models with equal annuities, models with equal repayment quotas and agreed annuities, and make a loan repayment schedule.	4 h
42.	Loan. The conversion of the loan.	6	Listen to lectures and read literature. The exercises demonstrate how to solve tasks. Solve exercises.	In colloquium or written and oral exams students know how to calculate the loan after the loan conversion, and make a loan repayment schedule.	4 h
43.	Loan. Combined loan repayment model.	6	Listen to lectures and read literature. The exercises demonstrate how to solve tasks. Solve exercises.	In colloquium or written and oral exams students know how to calculate combined loan repayment and make a loan repayment schedule.	4 h
44.	Loan. Revision for colloquium. Colloquium.	4,5,6	Write the colloquium.	-	40 h
			Listen to lectures and read literature.		

3.1. Students` obligations	It is recommended that attend classes regularly responsibility of each st will be posted on the we list of literature, can also Students can pass the fin a) During the course thr learning outcomes are re	students actively participar should consult with the udent to stay informed about obsite of the Šibenik Unive to be found. that exam in the course in two	the in classes, which inc professor during consu- ut the conduct of classes. rsity or the course webpa wo ways: ssessment (active partici- t of the exam.	ulations on Student Assessn ludes engaging in discussion ltation hours or via email (All announcements regardin age, where all information ab pation in classes and two col n (written and oral parts).	ns, solving tasks, etc. Stu (ivana.beljo@vus.hr, ana ng the conduct or possible pout the course, as well as	<u>.sisak@vus.hr</u>). It is the postponement of classes teaching materials and a
	Attendance	0,5	Written exam	3,5 (without colloquia)) Project	
3.2. Monitoring student work (enter the share of ECTS credits	Experimental work		Research		Practical work	
for each activity so that the total number of ECTS points	Essay		Report		Continuous examination	0,5
corresponds to the credit score of the course))	Colloquium	4,5 (without written exam)	Seminar paper		Other	
	Class activity	0,5	Oral exam	1	Other	
3.3. Student workload 4. FORMIRANJE OCJENE	1. Attending class	bases for 1 ECTS credit is ses and exercises 60 hours equia or exams through ind		and is estimated as:		
4.1. Grading seminar papers	-					
	Unsat	lisfactory	Sati	sfactory	Above a	verage
4.2. Grading colloquia/ written and oral exam understanding of apply basic term		ory, without a deeper ject. Does not know how to ots and knowledge, nor is nt of the subject with	imparts new knowledge	ncepts and without difficulty e, understands the material, d concepts supported with	Knowledge is at the level of analysis, synthesis and evaluation. Observes the principles, accurately and thoroughly explains the content of the material, and logically connects and explains the terms and concepts supported with examples. Finds solutions that were not originally given. Notes correlations with related material.	
4.3. Final grade according to evaluation elements	Active course attendance	ctive course Preparation for teaching units; Understanding previous content; Participation in solving tasks together				

	Colloquia/ Written exa	n Preparation/learni	Preparation/learning; Scoring and grading according to correct answers in the test. 0-80 points (min 40 points)					
	Oral exam		Preparation/learning; additional verification of unachieved learning outcomes					
4.4. Final grade according to	kı	rcentage of acquired owledge, skills and npetences (teaching + final exam)	Numerical grade	ECTS grade				
absolute division		90-100%	5 (excellent)	A				
		80-89,9%	4 (very good)	В				
		<u>65 - 79,9%</u> 50 - 64,9%	3 (good) 2 (satisfactory)	C D				
5. ADDITIONAL COURSE IN	FORMATION		Title		Number of copies in the library	Availability via other media		
5.1. Compulsory literature (available in the library and via other media)	Šorić K., Zbirka zadata chapters)	ka iz matematike s pri	mjenom u ekonomiji, Elem	ent, Zagreb, 2011. (selected	7			
	chapters)	5	Jdžbenici Sveučilišta u Zag	rebu, Zagreb, 2011(selected	5			
5.2. Additional literature (at the moment of changes and/or amended of study	Taching material and exercises Babić Z., Tomić Plazibat N., Poslovna matematika, Ekonomski fakultet Split, 2003 (selected chapters) Babić Z., Tomić N., Aljinović Z., Matematika za ekonomiste, Ekonomski fakultet Split, 2004 (selected chapters) Harshbarger R.J., Reynolds J.J., Mathematical Applications for the Management, Life and Social Sciences, Houghton Mifflin Company, Boston, 2004. (selected chapters)							
programme)				agement, Ene and Social Sciences,				

	rse and contacting the	It is the responsibility of each student to be regularly informed about the course, the coursework, and the classroom activities. All notices of classes or possible adjournment will be published in a timely manner on the Intranet site of the course and on the website of the Šibenik University. Students can contact teachers during the consultation period (at least one hour per week), while for short questions and explanations they can be contacted during class. It is also possible to ask questions by e-mail (from the official e-mail address at @ vus.hr), which will be answered as soon as possible (no later than five working days after receiving the e-mail).
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3. GENERAL COURSE INFORMATION								
1.1. Course title	Organization of tourism 1.8. Course code in ISVU		201479					
1.2. Course lecturer	Slavica Dino, mag.oec., lecturer	1.9. Course code in MOZVAG						
1.3. Associates		1.10. Forms of teaching (number of hours Lecturing +Practical exercises + Seminars + e learning)	(30+0+15+0)					
1.4. Study programme (specialist, undergraduate, graduate)	Professional Undergraduate study of Tourism management	1.11. Level of e- learning application (1 st , 2 nd , 3 rd level), percentage of on-line course performance (max. 20%)	1st level – materials available On- line, 20%					
1.5. Course status (obligatory, optional)	Obligatory	1.12. Number of course revisions	2					
1.6. Year of study	1st	1.15. Modernization	Yes					
1.7. Credit score (ECTS)	3	1.14. Percentage estimate of course changes and/or supplements	Less than 20% X□ More than 20 % □					

2. COURSE DESCRIPTION	
2.1. Course objectives	Understanding the complexity of the tourism organization system and the structure of tourism Understanding the role and importance of tourism operators at all levels, nationally and internationally. Understanding the interdependence of tourism with other activities as well as with other entities in the economic system.

2.2. Terms of course entry and required competences	Accord	according to the study regulations.								
	LO1: To apply and connect economic terms in more complex written and oral communication in Croatian and foreign languages									
	LO2	2: To organize and lead work in a team, a	and critically	assess the opinions and attitudes	of team stakeholders					
2.3. Learning outcomes on the	LOS	3: To independently and responsibly sear	ch the releva	ant literature for reaching solution	s and conclusions in Croatian and foreign	languages				
study programme level	stud	lies, projects, seminars) using advanced s	software tool	s for creating documents, presenta						
		14: To evaluate the cause-and-effect relating and the state of the environment, ar			opment process and the multiplicative imp ir improvement and development	act of tourism on socia				
	Learning outcomes according to the Bloom's taxonomy: (up to two verbs per LO) Learning outcomes according to the Bloom's taxonomy: (up to two verbs per LO) Learning outcomes according to the Bloom's taxonomy: (up to two verbs per LO) Learning outcomes according to the Bloom's taxonomy: (up to two verbs per LO) Learning outcomes according to the Bloom's taxonomy: (up to two verbs per LO) Learning outcomes according to the Bloom's taxonomy: (up to two verbs per LO) Learning outcomes according to the Bloom's taxonomy: (up to two verbs per LO) Learning outcomes according to the Bloom's taxonomy: (up to two verbs per LO)									
2.4. Expected learning outcomes	1. To explain and critically assess the need for creation, the principles of organization and the development and functioning of the tourist system elements.									
on the course level		Proatia	2,5							
		anization system	2,4							
			4							
		5. To compare the tourism organization sys 6. To assess the interdependence and conne		nt countries urism system with the economy and propo	as now solutions in the system of tourism	4				
		organization in the Republic of Croatia	ections of the to	arisin system with the economy and prope	se new solutions in the system of tourism	5,6				
	Cons	tructive alignment	_	_						
	no	Thematic unit	LO of the course	Content/teaching methods	Evaluation	Time				
2.5. Course content according to detailed curriculum schedule	46.	Introduction to the course and a detailed syllabus.		They listen to lectures. In seminar classes, they get acquainted with the content of the course and documents on the e-learning page of the course by working independently on a computer.		2 h				
	47.	Theoretical approach to the tourism system and organization of tourism	1	They listen to lectures and read literature. In the seminar classes, they individually research the content of this thematic area by searching the	At the colloquium or written exam, they define an explain the terms that appear in this thematic unit, then they should present and analyse the same on concrete example, critically judge based on the	4b				

					1
			database, and on the basis of it and the read literature, they make a seminar	presented problem and propose a solution to the same problem.	
			workshop in which they present their	same problem.	
			own ideas on the mentioned topic.		
			They listen to lectures and read		
			literature. In the seminar classes, they	At the colloquium or written exam, they define and	
48.	Development of organizational forms in tourism	1,2	individually research the content of this thematic area by searching the database, and on the basis of it and the read literature, they make a seminar workshop in which they present their own ideas on the mentioned territ	explain the terms that appear in this thematic unit, then they should present and analyse the same on a concrete example, critically judge based on the presented problem and propose a solution to the same problem.	4h
			own ideas on the mentioned topic.		
49.	Levels of tourism organizations and historical development in the Republic of Croatia	1,2	They listen to lectures and read literature. In the seminar classes, they individually research the content of this thematic area by searching the database, and on the basis of it and the read literature, they make a seminar workshop in which they present their own ideas on the mentioned topic.	At the colloquium or written exam, they define and explain the terms that appear in this thematic unit, then they should present and analyse the same on a concrete example, critically judge based on the presented problem and propose a solution to the same problem.	4h
50.	Organization of tourism at the state level in the Republic of Croatia	1,2	They listen to lectures and read literature. In the seminar classes, they individually research the content of this thematic area by searching the database, and on the basis of it and the read literature, they make a seminar workshop in which they present their own ideas on the mentioned topic.	At the colloquium or written exam, they define and explain the terms that appear in this thematic unit, then they should present and analyse the same on a concrete example, critically judge based on the presented problem and propose a solution to the same problem.	6h
51.	Organization of tourism at the social level in the Republic of Croatia	1,2,3	They listen to lectures and read literature. In the seminar classes, they individually research the content of this thematic area by searching the database, and on the basis of it and the read literature, they make a seminar workshop in which they present their own ideas on the mentioned topic.	At the colloquium or written exam, they define and explain the terms that appear in this thematic unit, then they should present and analyse the same on a concrete example, critically judge based on the presented problem and propose a solution to the same problem.	бh
52.	Organization of tourism at the economic and professional level in the Republic of Croatia	1,2,3	They listen to lectures and read literature. In the seminar classes, they individually research the content of this thematic area by searching the database, and on the basis of it and the read literature, they make a seminar	At the colloquium or written exam, they define and explain the terms that appear in this thematic unit, then they should present and analyse the same on a concrete example, critically judge based on the presented problem and propose a solution to the same problem.	6h

			workshop in which they present their own ideas on the mentioned topic.		
53.	Analysis of the organization of tourism in the Republic of Croatia, I. colloquium	1,2,3	They listen to lectures and read literature. In the seminar classes, they individually research the content of this thematic area by searching the database, and on the basis of it and the read literature, they make a seminar workshop in which they present their own ideas on the mentioned topic.	At the colloquium or written exam, they define and explain the terms that appear in this thematic unit, then they should present and analyse the same on a concrete example, critically judge based on the presented problem and propose a solution to the same problem.	10h
54.	Organizational forms of tourist hospitality	1,2,3,4	They listen to lectures and read literature. In the seminar classes, they individually research the content of this thematic area by searching the database, and on the basis of it and the read literature, they make a seminar workshop in which they present their own ideas on the mentioned topic.	At the colloquium or written exam, they define and explain the terms that appear in this thematic unit, then they should present and analyse the same on a concrete example, critically judge based on the presented problem and propose a solution to the same problem.	6h
55.	Organization of intermediary and complementary activities in tourism and catering	1,2,3,4	They listen to lectures and read literature. In the seminar classes, they individually research the content of this thematic area by searching the database, and on the basis of it and the read literature, they make a seminar workshop in which they present their own ideas on the mentioned topic.	At the colloquium or written exam, they define and explain the terms that appear in this thematic unit, then they should present and analyse the same on a concrete example, critically judge based on the presented problem and propose a solution to the same problem.	8h
56.	International tourist organizations	1,2,3,4	They listen to lectures and read literature. In the seminar classes, they individually research the content of this thematic area by searching the database, and on the basis of it and the read literature, they make a seminar workshop in which they present their own ideas on the mentioned topic.	At the colloquium or written exam, they define and explain the terms that appear in this thematic unit, then they should present and analyse the same on a concrete example, critically judge based on the presented problem and propose a solution to the same problem.	бh
57.	Tourism policy in the organizational system of tourism	1,2,3,4	They listen to lectures and read literature. In the seminar classes, they individually research the content of this thematic area by searching the database, and on the basis of it and the read literature, they make a seminar	At the colloquium or written exam, they define and explain the terms that appear in this thematic unit, then they should present and analyse the same on a concrete example, critically judge based on the presented problem and propose a solution to the same problem.	6h

				workshop in which the own ideas on the menti				
	58.	Determinants of the new tourism policy in the Republic of Croatia	1,2,3,4	database, and on the ba read literature, they ma workshop in which the own ideas on the menti	they ne content of earching the sis of it and the ke a seminar y present their oned topic.	explain the terr then they shou concrete examp	um or written exam, they define and ns that appear in this thematic unit, ld present and analyse the same on a ple, critically judge based on the lem and propose a solution to the	6h
	59.	Organization and policy of tourism of competing countries	5	They listen to lectures a literature. In the seminar classes, individually research th this thematic area by so database, and on the ba read literature, they ma workshop in which the own ideas on the menti	they ne content of earching the sis of it and the ke a seminar y present their	explain the terr then they shou concrete exam	um or written exam, they define and ns that appear in this thematic unit, ld present and analyse the same on a ple, critically judge based on the lem and propose a solution to the	6h
	60.	Concluding considerations, II. colloquium				explain the terr then they shou concrete example	um or written exam, they define and ns that appear in this thematic unit, ld present and analyse the same on a ple, critically judge based on the lem and propose a solution to the	10h
3. EVALUATION OF STUDEN	TS` W	ORK						
3.1. Students` obligations	 In accordance with the Regulations on Studying and the Regulations on Student Assessment and Evaluation: for all full-time students' attendance of at least 70%. Part-time students are required to attend classes at least 50%. All students must create, present and positively evaluate a seminar paper. Students who have during the course achieved: from 0 - 24,9% ECTS credits- are rated F (unsuccessful) and cannot obtain ECTS credits, and must re-enrol in the next academic year; from 25 - 49,9% - are assessed by FX (insufficient) and must pass the written exam (test). Written exam (test) can be held in a regular or extraordinary exam period; more than 50% - students have the right to take the final exam. Students can pass the final exam from the course in two ways: a) during classes through continuous monitoring of students (active participation in classes and making a mental map and solving case studies, making and presenting a seminar paper and two colloquia); b) during classes (active participation in classes and making a mental map and solving case studies, making and presenting a seminar paper and two colloquia); b) during classes (active participation in classes and making a mental map and solving case studies, making and presenting a seminar paper and two colloquia); b) during classes (active participation in classes and making a mental map and solving case studies, making and presenting a seminar paper and two colloquia); b) during classes (active participation in classes and making a mental map and solving case studies, making a mental map and solving case studies, making and presenting a seminar paper and two colloquia); b) during classes (active participation in classes and making a mental map and solving case studies, making and presenting a seminar paper) and taking exams (written and oral part of the exam). 							period; nental map and
3.2. Monitoring student work (enter the share of ECTS credits	.2. Monitoring student work Attendance			Written exam	2 (without coll	oquia)	Project	
for each activity so that the total	Experi	mental work		Research			Practical work	
number of ECTS points corresponds to the credit score	Essay			Report			Continuous examination	
of the course)	Colloq	uium 1 (without written and c exam)	oral	Seminar paper	1		Other	

	Class activity		Oral exam	1	Other				
3.3. Student workload	Obligation Hours (estimate) 1. Class attendance 45 2. Creating a seminar workshop 25 3. Preparation for the colloquium / exam through independent learning 20								
4. GRADE FORMING									
	Evaluation Element	Unsatisfactory	Satisfactory		Above a	average			
	Organization	The work is not organized in a logical order and lacks structure.	The paper is well structured with a clear distinction between the introduction, the main body of the text and the conclusion.		The paper is well structured with distinction between the introduct main body of the text and the co which are perfectly logically int	ion, the onclusion			
	Terminology, writing style	Unsatisfactory	Satisfactory	Ab	ove average				
4.1. Grading seminar papers		Words and expressions are not aligned with official terminology. The writing style is not appropriate, the sentences are too long, of modest vocabulary and with frequent and repeated grammatical errors.	Words and expressions are in lin terminology. The writing style is sentence structure is clear, the ve appropriate and there are few gra Words and expressions are align terminology and show an unders meaning.	e with official com s appropriate, the gra ocabulary is ammatical errors. red with official	e writing style is excellent, the se cise, the vocabulary is rich and t mmatical errors.				
	Citing and listing References	Sources are not listed at all. References do not fit the topic and show a superficial approach to researching the topic.	Sources are cited, but incomplete The references are relevant to the satisfactory research attitude.	e and with errors. cite e topic and show a and	e sources are accurately, complete d. The references are appropriate comprehensive and shows a deta roach.	e, their list is "rich"			

		Unsatisfactory			Satisfactory			Above average		
4.2. Grading colloquia/ written and oral exam	understanding of apply basic terms	by memory, without a deep the subject. Does not know , concepts and knowledge, e content of the subject wit	rect. Does not know how to tots and knowledge, nor is at of the subject with Reproduces the basic concepts and without difficulty explains the terms and concepts supported with examples.			Knowledge is at the level of analysis, synthesis and evaluation. Observes the principles, accurately and thoroughly explains the content of the material, and logically connects and explains the terms and concepts supported with examples. Finds solutions that were not originally given. Notes correlations with related material.				
	E	2			3		4		5	
	Exercise assignment	50-62	2,4%	62	2,5-74,9%		75-87,4%	6 8	37,5-100%	
		15-18,72	2 points	18,75	-22,47 points	22,	5-26,22 p	points 26,	25-30 points	
4.3. Final grade according to evaluation elements	Colloquium / Writt part of the exam	en 2			3		4		5	
evaluation elements	part of the chain	50-62	2,4%	62	2,5-74,9%		75-87,4%	6 8	37,5-100%	
		35-43,48	3 points	43,75-52,43 points		52,5-61,18 points		points 61,	61,25-70 points	
4.4. Final grade according to	Percentage of acq knowledge, skills competences (teachin exam)		l Nun	nerical grade	ECTS grade					
absolute division		90 - 100% 80 - 89.9%		(excellent) very good)	AB					
		65 - 79,9%		3 (good) C						
5. ADDITIONAL COURSE I	NFORMATION	50 - 64,9%	2 (s	atisfactory)	D					
5.1. Compulsory literature (available in the library and			Tit	tle				Number of copies in the library	Availability via other media	
via other media)	1. Čavlek, ekonomsko	N., Bartolu e osnove i organizacijski	,	· ·	, , , , ,	2011). *Turi	izam —			
5.2. Additional literature (at the moment of changes and/or amended of study programme)	2. Ćorluka G. (2019)	Corluka G. (2019) *Organizacija turizma*:Materijali Sveučilište u Splitu, Sveučilišni odjel za stručne studije . Geić S (2007) * Politika i Organizacija turizma* . Sveučilište u Splitu					Available on the Intranet page of the course			

5.3. Quality as methods that e acquisition of skills and com	ensure the knowledge,	The control of students' work quality and the acquisition of necessary knowledge and skills will be ensured through interactive work. By keeping track of attendance and student activity during classes and provided information on students' progress through short colloquia and homework, information for further guidance to students will be provided in order to increase the efficiency of their work. Students will be informed about their rights and obligations as well as the methods of work and the required literature. Indicators of quality assurance system: Student survey, monitoring of annual data from the Croatian employment service on the annual state of student employment, surveys from employers and Alumni association.
5.4. Informing course and cor teacher		It is the responsibility of each student to be regularly informed about the course, the coursework, and the classroom activities. All notices of classes or possible adjournment will be published in a timely manner on the Intranet site of the course and on the website of the Šibenik University. Students can contact teachers during the consultation period (at least one hour per week), while for short questions and explanations they can be contacted during class. It is also possible to ask questions by e-mail (from the official e-mail address at @ vus.hr), which will be answered as soon as possible (no later than five working days after receiving the e-mail).

1. GENERAL INFORMA	FION								
1.1. Course title	Business English 1	1.8. Course code in ISVU	129813 201892						
1.2. Course lecturer	Goran Crnica, prof., Sen.Lec.	1.9. Course code in MOZVAG							
1.3. Assistants and/or associates	-	1.10. Forms of teaching (number of hours Lecturing +Practical exercises + Seminars + e learning)	(30+15+0+0)						
1.4. Study programme (specialist, undergraduate, graduate)	Professional undergraduate study of Tourism management	1.11. Level of e-learning application (1st, 2nd, 3rd level), percentage of online course performance (max. 20%)	1st, course materials are on-line, %						
1.5. Course status (obligatory, optional)	Obligatory	1.12. Number of course revisions	2						
1.6. Year of study	lst	1.13. Modernization	yes 🗆 no						
1.7. Credit score (ECTS)	3	1.14. Percentage estimate of course changes and/or supplements	Less than 20% More than 20 %						
2. COURSE DESCRIPTION									
2.1. Course objectives The aim of the course is to develop language structures, lexis and grammar from the business English language at the intermediate and higher level. Special attention is given to perfecting the techniques of listening, reading, speaking and writing. Professional vocabulary should be mastered at an intermediate and higher level. The objectives also include the repetition and determination of basic tenses, the adoption of professional vocabulary related to the language of information technologies, as well as international and intercultural economic issues.									

2.2. Terms of course entry and required competences	Four-y	year secondary education completed; possessing a Level 4.2 qualification according to the CROQF. Proficiency in English at minimum B1 level.										
		LO 1: To apply and link economic terms in more complex written and oral communication in Croatian and foreign language										
2.3. Learning outcomes on the	LO 3:	LO 3: To individually and responsibly search relevant literature for reaching solutions and conclusions in Croatian and foreign languages										
study programme level	and pr	LO 10: Develop team and interpersonal teamwork skills, master communication skills and presentation skills for assigned topics and tasks (case studies, projects, seminars) using advanced software tools for document creation, presentation and budget implementation										
2.4. Expected learning outcomes on the course level (4-10 learning outcomes)	1 2. 1 3. 1 4. 1 5. 1	ning outcomes according to Bloom's taxonomy: LO level: 1 - memory, 2 - understanding, 3 - application, 4 - analysis, 5 - evaluation, 6 - synthesis 1. To define and explain business English keywords 1,2 To explain and apply correctly grammatical structures and vocabulary in the field of Business English 1,2 Co create independently and present content in the field of Business English 3 Co analyse medium-sized professional texts and solve language tasks 4 To argue critically the views expressed and express your own views on the topic of Business English 5 To use part of the Common European Framework of Reference for Languages (CEF) level B2 language competences to generate new ideas 6										
		Constructive alignment										
	r.br.	Thematic topic of the lecture	Thematic topic of the language exercises	LO of the course	Content / teaching method	Evaluation	Hours needed					
2.5. Course content according to detailed curriculum schedule		Introduction into the course	Students introduce themselves to each other in English	3,5,6	Students listen to the lectures. They work independently on the computer, inform themselves about the course content and eLearning documents. Students get to know each other in small groups, discuss the reasons for choosing their studies and explain what they expect from the studies. Group representatives present to their colleagues the similarities and differences in the reasons for choosing their studies. Students are introduced to the Polytechnic's Code of Ethics.	In the oral part of the final exam, you introduce yourself or your colleagues. They express their opinion about their own linguistic progress and point out the shortcomings and strengths.	3					
	2.	Companies; A matter of choice	Company structure	1,4,5,6	Students listen to the lecture and take an active part by asking questions and answering questions. In the lectures,	At the colloquium or in the written part of the final exam, the pupils define and explain the most important terms of the learning units. They solve	3					

				students are encouraged to engage in dialogue and discussion, as well as to express opinions and points of view. The use of all language skills (listening, speaking, reading and writing) is recommended.	language exercises that demonstrate an understanding of the meaning of key terms. In the oral part of the final exam, the students critically discuss their views on the unit topics and texts and use part of the general language skills at level B2 of the Common European Framework of Reference for Languages by presenting their ideas and findings.	
3.	Grammar notes (present tenses)	Language check (present tenses)	2,3,4,6	Students listen to a lecture on grammar and spelling. The students exchange their own experiences on a certain topic and practice language structures by formulating their own examples.	Students apply grammar structures and solve grammar and spelling problems at the colloquium or in the written part of the final exam. In the oral part of the final exam, students use everyday examples to explain how to use certain grammatical structures.	3
4.	Leadership; when to terrorize talent	Reading, vocabulary, collocations	1,4,5,6	Students listen to the lecture and take an active part by asking questions and answering questions. In the lectures, students are encouraged to engage in dialogue and discussion, as well as to express opinions and points of view. The use of all language skills (listening, speaking, reading and writing) is recommended.	At the colloquium or in the written part of the final exam, the pupils define and explain the most important terms of the learning units. They solve language exercises that demonstrate an understanding of the meaning of key terms. In the oral part of the final exam, the students critically discuss their views on the unit topics and texts and use part of the general language skills at level B2 of the Common European Framework of Reference for Languages by presenting their ideas and findings.	3
5.	Past tenses	Language check (past tenses)	2,3,4,6	Students listen to a lecture on grammar and spelling. The students exchange their own experiences on a certain topic and practice language structures by formulating their own examples.	Students apply grammar structures and solve grammar and spelling problems at the colloquium or in the written part of the final exam. In the oral part of the final exam, students use everyday examples to explain how to use certain grammatical structures.	3
6.	Strategy; The big picture	Reading, vocabulary exercises	1,4,5,6	Students listen to the lecture and take an active part by asking questions and answering questions. In the lectures, students are encouraged to engage in dialogue and discussion, as well as to express opinions and points of view. The use of all language skills (listening, speaking, reading and writing) is recommended.	At the colloquium or in the written part of the final exam, the pupils define and explain the most important terms of the learning units. They solve language exercises that demonstrate an understanding of the meaning of key terms. In the oral part of the final exam, the students critically discuss their views on the unit topics and texts and use part of the general language skills at level B2 of the Common European Framework of Reference for Languages by presenting their ideas and findings.	3
7.	Grammar notes (future forms)	Career skills; Talking about your job	2,3,4,6	Students listen to a lecture on grammar and spelling. The students exchange their own experiences on a certain topic and practice language	Students apply grammar structures and solve grammar and spelling problems at the colloquium or in the written part of the final exam.	3

		[1			
					structures by formulating their own examples.	In the oral part of the final exam, students use everyday examples to explain how to use certain grammatical structures.	
8	8.	Articles	Case study	2,3,4,6	Students listen to a lecture on grammar and spelling. The students exchange their own experiences on a certain topic and practice language structures by formulating their own examples.	Students apply grammar structures and solve grammar and spelling problems at the colloquium or in the written part of the final exam. In the oral part of the final exam, students use everyday examples to explain how to use certain grammatical structures.	3
Ş	9.	Pay; the rewards of failure Review 1	Vocabulary; multi- part words	1,2,4,5,6	The students listen to the lecture and prepare individually for the exam. Before the colloquium, students are asked to ask questions about content or grammar.	At the colloquium or in the written part of the final exam, the pupils define and explain the most important terms of the learning units. They solve language exercises that demonstrate an understanding of the meaning of key terms. In the oral part of the final exam, the students critically discuss their views on the unit topics and texts and use part of the general language skills at level B2 of the Common European Framework of Reference for Languages by presenting their ideas and findings.	25
1	10.	Grammar notes (present perfect)	Career skills; Getting things done	2,3,4,6	Students listen to a lecture on grammar and spelling. The students exchange their own experiences on a certain topic and practice language structures by formulating their own examples.	Students apply grammar structures and solve grammar and spelling problems at the colloquium or in the written part of the final exam. In the oral part of the final exam, students use everyday examples to explain how to use certain grammatical structures.	3
	11.	Development; Prosperity or preservation	Vocabulary exercises; understanding	1,4,5,6	Students listen to the lecture and take an active part by asking questions and answering questions. In the lectures, students are encouraged to engage in dialogue and discussion, as well as to express opinions and points of view. The use of all language skills (listening, speaking, reading and writing) is recommended.	At the colloquium or in the written part of the final exam, the pupils define and explain the most important terms of the learning units. They solve language exercises that demonstrate an understanding of the meaning of key terms. In the oral part of the final exam, the students critically discuss their views on the unit topics and texts and use part of the general language skills at level B2 of the Common European Framework of Reference for Languages by presenting their ideas and findings.	3
1	12.	Language check; Modal verbs of likelihood	Career skills; Giving short presentations	2,3,4,6	Students listen to a lecture on grammar and spelling. The students exchange their own experiences on a certain topic and practice language structures by formulating their own examples.	Students apply grammar structures and solve grammar and spelling problems at the colloquium or in the written part of the final exam. In the oral part of the final exam, students use everyday examples to explain how to use certain grammatical structures.	3
1	13.	Marketing; Seducing the masses	Writing	1,4,5,6	Students listen to the lecture and take an active part by asking questions and answering questions. In the lectures, students are encouraged to engage in	At the colloquium or in the written part of the final exam, the pupils define and explain the most important terms of the learning units. They solve	3

					dialogue and discussion, express opinions and poi The use of all language s (listening, speaking, read writing) is recommended	nts of view. und kills In th ling and criti l. text leve Refe and	uage exercises that demonstrate an erstanding of the meaning of key terms. he oral part of the final exam, the students cally discuss their views on the unit topics and s and use part of the general language skills at d B2 of the Common European Framework of erence for Languages by presenting their ideas findings.			
	14.	Comparatives and superlatives	Skills; Considering alternatives	2,3,4,6	Students listen to a lectur grammar and spelling. Th exchange their own expe certain topic and practice structures by formulating examples.	he students grar riences on a or in e language In th g their own even	lents apply grammar structures and solve nmar and spelling problems at the colloquium n the written part of the final exam. ne oral part of the final exam, students use ryday examples to explain how to use certain nmatical structures.	3		
	15.	Review 2	Final discussion and signatures	1,2,4,5,6	The students listen to the prepare individually for t Before the colloquium, s asked to ask questions ab or grammar.	tudents are bout content grar or in In the even	lents apply grammar structures and solve nmar and spelling problems at the colloquium in the written part of the final exam. ne oral part of the final exam, students use ryday examples to explain how to use certain nmatical structures.	26		
3. EVALUATION OF STUDEN	TWO	RK								
3.1. Student obligations	 Following the Regulations on Studying and the Regulations on Student Assessment and Evaluation: for all full-time students, the required attendance is at least 70%. Part-time students are required to attend classes and teach at least 50%; they are also required to write homework. Students are required to bring writing materials (paper and pen/ballpoint pen) to the exercises. The student's acquired knowledge is tested during the course content. Students are evaluated during the teaching process, with particular attention being paid to the student's active participation in teaching and their presentation of homework. Of particular importance for the final grade are the two written tests that the student takes during the semester. If the student passes both exams, he/she is exempted from the written part of the final exam and is obliged to take the oral final exam. Students with 0 - 24.9% of ECTS credits - are graded with an F (unsuccessful) and cannot earn ECTS credits and must re-enrol the course in the next academic year; Students with 25 - 49.9% of ECTS credits - are graded FX (insufficient) and must pass the written exam (test). The written exam can be held in a regular or extraordinary exam period; Students with more than 50% of ECTS credits - students have the right to take the final exam. Students can pass the final exam in two ways: a) by passing the final exam consisting of a written and an oral exam during the regular or extraordinary exam; b) by passing the final exam consisting of a written and an oral exam during the regular or extraordinary exam. 									
3.2. Monitoring student work	Attend	ance	0,5	Writte	en exam	1 (without colloquia)	Project			
(enter the share of ECTS credits	Experi	mental work		Resea	urch		Practical work			
for each activity so that the total number	Essay			Repor	rt		Continuous evaluation			
of ECTS points corresponds to	Colloq	uium	1 (without written exa	m) Semin	nar paper		(Homework for part-time students)	0,5		
the credit score of the course)		participation	0,5	Oral			(Other)			

	The workload of s	students c	on all bases is 1 E	ECTS cre	dit point (30 seme	ester ho	urs) and is es	timated as:				
3.3. Student workload	Obligat				• • •		Hours (estin					
5.5. Student workload			d language exercises				45	,				
	2. Preparing	g colloquia o	or exams through ind	lividual wor	vork 45							
4. GRADING SYSTEM												
4.1. Grading seminar papers	-											
		Unsatisfactory					ictory		Al	oove average		
4.2. Grading colloquia/ written and oral exam	of the subject. Does r concepts and knowled	Student answers by memory, without deeper understanding of the subject. Does not know how to apply basic terms, concepts and knowledge, nor is able to support the content of the subject with examples.				Reproduces the basic concepts and without difficulty imparts new knowledge, understands the material, explains the terms and concepts supported with examples.						
	Active participation of lectures		70-74,9% of a	attendance	75-79,9	9% of atte	endance	80-89	9,9% of attendance	90-100% of attendance		
	and language exercises	s	2 points			5 points			10 points	20 points		
					3			4		5		
4.3. Final grade according to evaluation elements	Colloquia/Written exar	m	50-64,	9%	65-79,9%)	80-89,9%		90-100%		
			25 points		30 points		5	35 points		40 points		
	Oral exam		2			3			5	5		
	Ofarexam		25 poi	nts		30 points	5		35 points	40 points		
4.4. Final grade according to	knowle		age of acquired edge, skills and es (teaching + final exam)		Numerical grade		ECTS grade					
absolute division			0-100%		5 (excellent)		А					
			- 89,9%	4	(very good)		B					
			5 – 79,9% 0 – 64,9%	2.1	3 (good) (satisfactory)		C D					
		30	- 0+,9%	2 ((satistactory)	1	υ					

5. ADDITIONAL COURSE INFORMATION

5.1. Compulsory literature (Available in the library and	Title	Number of copies in the library	Availability via other media						
via other media)	1. "Intelligent Business", Coursebook, Intermediate Business English, Tonya Trappe, Graham Tullis, Pearson Longman								
5.2. Additional literature (at the moment of changes and/or amended of study programme)	 "Intelligent Business", Skills Book, Intermediate Business English, Tonya Trappe, Graham Tullis, Pearson Longman "Intelligent Business", Workbook, Intermediate Business English, Tonya Trappe, Graham Tullis, Pearson Longman 								
5.3. Quality assurance methods that ensure the acquisition of knowledge, skills and competences	he control of student work quality and the acquisition of necessary knowledge and skills will be ensured through interactive work. By keeping track of attendance and student activity during asses and provided information on student progress through short colloquiums and homework, information for further guidance to students will be provided to increase the efficiency of their ork. Students will be informed about their rights and obligations as well as the methods of work and the required literature. dicators of quality assurance system: Student survey, monitoring of annual data from the Croatian employment service on the annual state of student employment, surveys from employers and lumni association.								
5.4. Informing about the course and contacting the teacher	It is the responsibility of each student to be regularly informed about the course, the coursework, and classroom activities. All notices of classes or possible adjournment will be published on the on the Intranet site of the course and the website of the Šibenik University. Students can contact teachers during the consultation period (at least one hour per week), while for short questions a explanations they can be contacted during class. It is also possible to ask questions by e-mail (from the official e-mail address at @vus.hr), which will be answered as soon as possible (no la than five working days after receiving the e-mail).								

2. GENERAL INFORMA	TION							
1.1. Course title	Business German 1	1.8. Course code in ISVU	129818 201893					
1.2. Course lecturer	Goran Crnica, prof., Sen.Lec.	1.9. Course code in MOZVAG						
1.3. Assistants and/or associates	-	1.10. Forms of teaching (number of hours Lecturing +Practical exercises + Seminars + e learning)	(30+15+0+0)					
1.4. Study programme (specialist, undergraduate, graduate)	Professional undergraduate study of Tourist management	1.11. Level of e-learning application (1st, 2nd, 3rd level), percentage of online course performance (max. 20%)	1st, course materials are on-line, %					
1.5. Course status (obligatory, optional)	Optional	1.12. Number of course revisions	2					
1.6. Year of study	1st	1.13. Modernization	yes 🗆 no					
1.7. Credit score (ECTS)	3	1.14. Percentage estimate of course changes and/or supplements	Less than 20% More than 20 %					
2. COURSE DESCRIPTION								
2.1. Course objectives The aim of the course is to develop language structures, lexis and grammar from the business German language at elementary level. Special attention is given to perfecting the techniques of listening, reading, speaking and writing. Professional vocabulary should be mastered at an elementary level. The objectives also include the repetition and determination of basic tenses, the adoption of professional vocabulary related to the language of information technologies, as well as international and intercultural economic issues.								

2.2. Terms of course entry and required competences		year secondary education c atory.										
		: To apply and link econom ian and foreign language	ic terms in more complex w	written and oral	communication in							
2.3. Learning outcomes on the	LO 3	LO 3: To individually and responsibly search relevant literature for reaching solutions and conclusions in Croatian and foreign languages										
study programme level	and p	LO 10: To develop team and interpersonal teamwork skills, master communication skills and presentation skills for assigned topics and tasks (case studies, projects, seminars) using advanced software tools for document creation, presentation and budget implementation										
2.4. Expected learning outcomes on the course level (4-10 learning outcomes)	Lea	earning outcomes according to Bloom's taxonomy: 1. To define and explain business German keywords To explain and apply correctly grammatical structures and vocabulary in the field of Business German To create independently and present content in the field of Business German										
		 To analyse medium-sized professional texts and solve language tasks To argue critically the views expressed and express your own views on the topic of Business German 										
		 6. To use part of the Common European Framework of Reference for Languages (CEF) level A1-A2 language competences to generate new ideas 										
		Constructive alignment										
2.5. Course content according to detailed curriculum schedule	1	Wo leben Sie? Europa	Wortfolge; Nomen (Genus)	3,5,6	Students listen to the lectures. They work independently on the computer, inform themselves about the course content and eLearning documents. Students get to know each other in small groups, discuss the reasons for choosing their studies and explain what they expect from the studies. Group representatives present to their colleagues the similarities and differences of they have about German and other foreign languages.	In the oral part of the final exam, you introduce yourself or your colleagues. They express their opinion about their own linguistic progress and point out the shortcomings and strengths.	3					
	2.	Wo spricht man Deutsch?	Personalpronomen; Verben (regelmäßige und unregelmäßige)	1,4,5,6	Students listen to the lecture and take an active part by asking questions and answering questions. In the lectures, students are encouraged to engage in dialogue and discussion, as	At the colloquium or in the written part of the final exam, the pupils define and explain the most important terms of the learning units. They solve language exercises that demonstrate an understanding of the meaning of key terms.	3					

					well as to express opinions and points of view. The four language skills (listening, speaking, reading and writing) are used extensively.	In the oral part of the final exam, the students critically discuss their views on the unit topics and texts and use part of the general language skills at level A1 and A2 of the Common European Framework of Reference for Languages by presenting their ideas and findings.	
	3.	Wohin reisen die Deutschen?	Dativ für Ortsangaben und Akkusativ für Richtungen (wo – wohin)	2,3,4,6	Students listen to a lecture on grammar and spelling. The students exchange their own experiences on a certain topic and practice language structures by formulating their own examples.	Students apply grammar structures and solve grammar and spelling problems at the colloquium or in the written part of the final exam. In the oral part of the final exam, students use everyday examples to explain how to use certain grammatical structures.	3
	4.	Reiseziele	Präsens der Verben: sein, sprechen, lernen, können	1,4,5,6	Students listen to the lecture and take an active part by asking questions and answering questions. In the lectures, students are encouraged to engage in dialogue and discussion, as well as to express opinions and points of view. The four language skills (listening, speaking, reading and writing) are used extensively.	At the colloquium or in the written part of the final exam, the pupils define and explain the most important terms of the learning units. They solve language exercises that demonstrate an understanding of the meaning of key terms. In the oral part of the final exam, the students critically discuss their views on the unit topics and texts and use part of the general language skills at level A1 and A2 of the Common European Framework of Reference for Languages by presenting their ideas and findings.	3
	5.	Der Wert des Euro	Deklination der Nomen; Zahlen	2,3,4,6	Students listen to a lecture on grammar and spelling. The students exchange their own experiences on a certain topic and practice language structures by formulating their own examples.	Students apply grammar structures and solve grammar and spelling problems at the colloquium or in the written part of the final exam. In the oral part of the final exam, students use everyday examples to explain how to use certain grammatical structures.	3
	6.	Fremdenverkehr in Österreich	Präsens der Verben: haben und werden; Präteritum des Verbes sein	1,4,5,6	Students listen to the lecture and take an active part by asking questions and answering questions. In the lectures, students are encouraged to engage in dialogue and discussion, as well as to express opinions and points of view. The four language skills (listening, speaking, reading and writing) are used extensively.	At the colloquium or in the written part of the final exam, the pupils define and explain the most important terms of the learning units. They solve language exercises that demonstrate an understanding of the meaning of key terms. In the oral part of the final exam, the students critically discuss their views on the unit topics and texts and use part of the general language skills at level A1 and A2 of the Common European Framework of Reference for Languages by presenting their ideas and findings.	3
	7.	Eine Familie	Nomendeklination; Kasusfragen	2,3,4,6	Students listen to a lecture on grammar and spelling. The students exchange their own experiences on a certain topic and practice language structures by formulating their own examples.	Students apply grammar structures and solve grammar and spelling problems at the colloquium or in the written part of the final exam. In the oral part of the final exam, students use everyday examples to explain how to use certain grammatical structures.	3

8.	Lebensformen in Deutschland	Negation; Reflexivpronomen; Präsens der Verben arbeiten, wollen und müssen	2,3,4,6	Students listen to a lecture on grammar and spelling. The students exchange their own experiences on a certain topic and practice language structures by formulating their own examples.	Students apply grammar structures and solve grammar and spelling problems at the colloquium or in the written part of the final exam. In the oral part of the final exam, students use everyday examples to explain how to use certain grammatical structures.	3
9.	Arbeit und Arbeitslosigkeit; Kolloquium 1	Deklination der Reflexivpronomen	1,2,4,5,6	The students listen to the lecture and prepare individually for the exam. Before the colloquium, students are asked to ask questions about content or grammar.	At the colloquium or in the written part of the final exam, the pupils define and explain the most important terms of the learning units. They solve language exercises that demonstrate an understanding of the meaning of key terms. In the oral part of the final exam, the students critically discuss their views on the unit topics and texts and use part of the general language skills at level AI and A2 of the Common European Framework of Reference for Languages by presenting their ideas and findings.	25
10.	Eine Familie in Niederösterreich	Himmelsrichtungen	2,3,4,6	Students listen to a lecture on grammar and spelling. The students exchange their own experiences on a certain topic and practice language structures by formulating their own examples.	Students apply grammar structures and solve grammar and spelling problems at the colloquium or in the written part of the final exam. In the oral part of the final exam, students use everyday examples to explain how to use certain grammatical structures.	3
11.	Dienstleisungen	Adjektivdeklination	1,4,5,6	Students listen to the lecture and take an active part by asking questions and answering questions. In the lectures, students are encouraged to engage in dialogue and discussion, as well as to express opinions and points of view. The four language skills (listening, speaking, reading and writing) are used extensively.	At the colloquium or in the written part of the final exam, the pupils define and explain the most important terms of the learning units. They solve language exercises that demonstrate an understanding of the meaning of key terms. In the oral part of the final exam, the students critically discuss their views on the unit topics and texts and use part of the general language skills at level A1 and A2 of the Common European Framework of Reference for Languages by presenting their ideas and findings.	3
12.	Das Ansehen der Ärzte	Präsens des Verbes sollen	2,3,4,6	Students listen to a lecture on grammar and spelling. The students exchange their own experiences on a certain topic and practice language structures by formulating their own examples.	Students apply grammar structures and solve grammar and spelling problems at the colloquium or in the written part of the final exam. In the oral part of the final exam, students use everyday examples to explain how to use certain grammatical structures.	3
13.	Haushalt und Haushaltsarbeit	Präteritumvon des Verbes haben	1,4,5,6	Students listen to the lecture and take an active part by asking questions and answering questions. In the lectures, students are encouraged to engage in dialogue and discussion, as well as to express opinions and points of view. The four language	At the colloquium or in the written part of the final exam, the pupils define and explain the most important terms of the learning units. They solve language exercises that demonstrate an understanding of the meaning of key terms. In the oral part of the final exam, the students critically discuss their views on the unit topics and	3

	 14. Studentenleben 15. Eine Studentin über ihre Hilfe im Haushalt Kolloquium 2 	Verbform nochte; Wenn-,Dass-,Weil-	2,3,4,6	skills (listening, speaking, rea and writing) are used extensive Students listen to a lecture on grammar and spelling. The st exchange their own experience certain topic and practice lang structures by formulating their examples. The students listen to the lectr prepare individually for the examples. Before the colloquium, studen asked to ask questions about or	vely. level A1 Framewo presentin Udents gramman ces on a guage In the or everyday gramman tr and xam. nts are content In the or everyday	use part of the general language skills a and A2 of the Common European ork of Reference for Languages by getheir ideas and findings. apply grammar structures and solve and spelling problems at the colloquiun written part of the final exam. al part of the final exam, students use examples to explain how to use certain ical structures. apply grammar structures and solve and spelling problems at the colloquiun written part of the final exam. al part of the final exam. al part of the final exam. al part of the final exam.	3
3. EVALUATION OF STUDE		Sätze			grammat	ical structures.	
3.1. Student obligations	required to attend classes and t The student's acquired knowled in teaching and their presentati he/she is exempted from the w Student achievements: • Students with 0 - 24 • Students with 25 - 4 period; • Students with more Students can pass the final exa a) by passing two colloquia and	each at least 50%; they are also dge is tested during the course c on of homework. Of particular ritten part of the final exam and 4.9% of ECTS credits - are grad 49.9% of ECTS credits - are grad than 50% of ECTS credits - stu m in two ways: d an oral exam during the regula	prequired to we content. Studer importance for l is obliged to the led with an F (aded FX (insuft udents have the ar or extraordi	rite homework. Students are requits are evaluated during the teach r the final grade are the two write ake the oral final exam. unsuccessful) and cannot earn E ficient) and must pass the written e right to take the final exam.	uired to bring writing hing process, with pa ten tests that the stuc CTS credits and mus n exam (test). The w	e required attendance is at least 70%. Par g materials (paper and pen/ballpoint pen) irticular attention being paid to the stude lent takes during the semester. If the stude st re-enrol the course in the next academi ritten exam can be held in a regular or ex	to the exercises. nt's active participation ent passes both exams, c year;
3.2. Monitoring student work	Attendance	0,5	Writt	en exam 1 (w	ithout colloquia)	Project	
(enter the share of ECTS	Experimental work		Resea	arch		Practical work	
credits for each activity so that the total number	Essay		Repo	rt		Continuous evaluation	
of ECTS points corresponds to the credit score of the course)	Colloquium	1 (without written exam)	Semi	nar paper		(Homework for part-time students)),5
the credit score of the course)	Active participation	0,5	Oral	exam 1		(Other)	
3.3. Student workload	Obligation	s on all bases is 1 ECTS and language exercises	credit point	(30 semester hours) and i Hours (45	s estimated as: estimated)		

	2.	Preparing colloquia or exams through individual work	45

4. GRADING SYSTEM										
4.1. Grading seminar papers	-									
	Unsatisfactory				Satisfactory			Above average		
4.2. Grading colloquia/ written and oral exam	Student answers by memory, without deeper understanding of the subject. Does not know how to apply basic terms, concepts and knowledge, nor is able to support the content of the subject with examples.			r is expl	Reproduces the basic concepts and without difficulty imparts new knowledge, understands the material, explains the terms and concepts supported with examples.			Knowledge is at the level of analysis, synthesis and evaluation. Observes the principles, accurately and thoroughly explains the content of the material, and logically connects and explains the terms and concepts supported with examples. Finds solutions that were not originally given. Notes correlations with related material.		
	Active participation of lectures and language exercises		70-74,9% of attendance		75-79	9,9% of attendance	6 of attendance 80-89		90-100% of attendance	
			2 points			5 points		10 points	20 points	
	Colloquia/Written exam		2			3	4		5	
4.3. Final grade according to evaluation elements			50-64,9%			65-79,9%		80-89,9%	90-100%	
evaluation elements			25 points			30 points		35 points	40 points	
	Oral exam		2		3		5		5	
			25 points		30 points		35 points		40 points	
4.4. Final grade according to	cc	knowled ompetence	age of acquired dge, skills and s (teaching + final exam) 0 - 100%	Numeric 5 (exc	cal grade	ECTS grade				
absolute division		80	- 89,9%	4 (very	y good)	В				
			- 79,9% - 64,9%	3 (ge 2 (satist	ood) factory)	C D				

5. ADDITIONAL COURSE INFORMATION

5.1. Compulsory literature (Available in the library and	Title	Number of copies in the library	Availability via other media				
via other media)	1. Marčetić, T. (2005). Njemački u komunikaciji: uvod u jezik njemačke i austrijske svakodnevice i u jezik medija. Zagreb: Školska knjiga.	10					
5.2. Additional literature (at the moment of changes and/or amended of study programme)	 www.goethe.de – a well-known website about the German language learngerman.dw.com – a well-known website that, in addition to news in 30 different languages, also offers content for learning German 		Availability via e- learning platform				
5.3. Quality assurance methods that ensure the acquisition of knowledge, skills and competences	The control of student work quality and the acquisition of necessary knowledge and skills will be ensured through interactive work. By keeping track of attendance and student activity during classes and provided information on student progress through short colloquiums and homework, information for further guidance to students will be provided to increase the efficiency of their work. Students will be informed about their rights and obligations as well as the methods of work and the required literature. Indicators of quality assurance system: Student survey, monitoring of annual data from the Croatian employment service on the annual state of student employment, surveys from employers and Alumni association.						
5.4. Informing about the course and contacting the teacher	It is the responsibility of each student to be regularly informed about the course, the coursework, and classroom activities. All notices of classes or possible adjournment will be published on time on the Intranet site of the course and the website of the Šibenik University. Students can contact teachers during the consultation period (at least one hour per week), while for short questions and explanations they can be contacted during class. It is also possible to ask questions by e-mail (from the official e-mail address at @vus.hr), which will be answered as soon as possible (no later than five working days after receiving the e-mail).						

1. GENERAL INFORMATION								
1.1. Course lecturer	PhD, Ivana Kardum Goleš, college professor	1.8. Course code in ISVU	129820 201895					
1.2. Course title	Business Italian Language I	1.9. Course code in MOZVAG						
1.3. Assistants and/or associates	Sunčića Petrović prof., asistent	1.10. Forms of teaching (number of hours Lecturing +Practical exercises + Seminars + e learning)	(30+15+0+0)					
1.4. Study programme (specialist, undergraduate, graduate)	Professional Undergraduate study of Tourism management	1.10.1.11. Level of e- learning application (1 st , 2 nd , 3 rd level), percentage of on-line course performance (max. 20%)	1 st , course materials are on-line, 0%					
1.5. Course status (obligatory, optional)	Optional	1.11.1.12. Number of course revisions	2					
1.6. Year of study	1 st	1.13. Modernization	Yes					
1.7. Credit score (ECTS)	3	1.14. Percentage estimate of course changes and/or supplements	Less than 20%X□More than 20 %□					
2. COURSE DESC	CRIPTION							
2.1. Course objectives	Include class students are introduced with new communication systems, enabling their easier and more direct involvement in world events and getting acquainted with							
2.2. Terms of course entry and required competences	Knowledge of basic Italian language is welcome but not indispensable.							
2.3. Learning outcomes on the study programme level	LO1: To apply and link economic terms in more complex written and oral communication in Croatian and foreign languages LO3: To individually and responsibly search relevant literature for reaching solutions and conclusions in Croatian and foreign languages							

2.4. Expected learning outcomes on the course level		ng outcomes according to the Bloom`s taxonomy	Level of LO: 1- remembering, 2- understanding, 3- application, 4-analysis, 5-evaluation, 6-synthesis					
		understand and apply basic concepts from profess	1, 2, 3					
		describe the activities and most important occupation	1,3					
	4. to	describe the most important sectors and business or recognize and apply basic grammatical structures rel A1 and A2	2,3 1,3					
		explain the specifics of Italy in the context of etym	3,4					
		be able to read and analyse simple texts in the area	4,5					
		be able to listen to short conversations individuall				3,4		
	8. to	be able to communicate on a basic level in a forei	gn language	within the subjects of the course		6		
2.5. Course content according to detailed curriculum schedule	Numb er	Thematic unit	LO of the course	Content/teaching method	Evaluation	Time needed		
	1.	Introduction into the course and detailed plan.	-	Listen to lectures. Work independently on computer, get to know course content and e-learning documents.	-	2 hours		
	2.	In cerca di lavoro – i mestieri I verbi essere ed avere	2,4	Listen to lectures and read literature. Use multimedia and internet. Solve exercises.	describe the acti occupations related apply basic gram assignments using	the colloquium or the written and oral exam they can cribe the activities and the most important upations related to tourism in Italian, identify and ly basic grammatical structures on texts and ignments using part of the general language npetences at A1 and A2 level		
	3.	Gli annunci per lavoro – I nomi	2,4	Listen to lectures and read literature. Use multimedia and internet. Solve exercises.	describe the activitie occupations related apply basic gramma assignments using p	he colloquium or the written and oral exam they can ribe the activities and the most important pations related to tourism in Italian, identify and y basic grammatical structures on texts and mments using part of the general language petences at A1 and A2 level		
	4.	Come scrivere il CV- gli articoli	1, 2, 4	Listen to lectures and read literature. Use multimedia and internet. Solve exercises.	At the colloquium o understand and appl terminology related describe the activiti occupations related apply basic gramma assignments using p competences at A1	4 hours		
	5.	L`Italia, origine del nome, posizione, storia – come presentarsi	1, 2, 4, 5	Listen to lectures and read literature. Use multimedia and internet. Solve exercises. Participate in discussions.	At the colloquium o understand and appl terminology related	4 hours		

				describe the activities and the most important occupations related to tourism in Italian, identify and apply basic grammatical structures on texts and assignments using part of the general language competences at A1 and A2 level and explain the specifics of Italy in the context of etymology, history, geography and culture.	
6.	Corrispondenza – introduzione – le tre coniugazioni	1, 4	Listen to lectures and read literature. Use multimedia and internet. Solve exercises.	At the colloquium or the written and oral exam they can understand and apply the basic terms in professional terminology related to business and tourism in Italian, identify and apply basic grammatical structures on texts and assignments using part of the general language competences at A1 and A2 level	4 hours
7.	Il colloquio di lavoro – i verbi irregolari, presente	1, 4, 6	Listen to lectures and read literature. During lectures individually research the content of this thematic field by searching data bases, present acquired knowledge, express their own ideas and ways of problem solving. Brainstorming, discussion. Solve exercises.	At the colloquium or the written and oral exam they can understand and apply the basic terms in professional terminology related to business and tourism in Italian, identify and apply basic grammatical structures on texts and assignments using part of the general language competences at A1 and A2 level and are able to read and analyse simple texts in the areas that are discussed during the course.	6 hours
8.	La cultura degli affari – il colloquio perfetto, i pronomi Revisione, il testo	1, 4, 5, 6	Listen to lectures and read literature. Use multimedia and internet. Solve exercises and colloquium.	At the colloquium or the written and oral exam they can understand and apply basic concepts in professional terminology related to business and tourism in Italian, to be able to independently read and analyse simpler texts in the fields and areas covered during the course, to explain the specificities of Italy in the context of etymology, history, geography, culture, identify and apply basic grammatical structures to texts and tasks using part of the general language competencies at A1 and A2 level	10 hours
9.	I pasti degli italiani	1, 4, 5, 6	Listen to lectures and read literature. Use multimedia and internet. Solve exercises.	At the colloquium or the written and oral exam they can understand and apply basic concepts in professional terminology related to business and tourism in Italian, to be able to independently read and analyse simpler texts in the fields and areas covered during the course, to explain the specificities of Italy in the context of etymology, history, geography, culture, identify and apply basic grammatical structures to texts and tasks using part of the general language competencies at A1 and A2 level	6 hours
10.	La cittá eterna - Roma	1, 4, 5, 6, 7	Listen to lectures and read literature. Use multimedia and internet. Solve exercises. Participate in discussion.	At the colloquium or the written and oral exam they can understand and apply basic concepts in professional terminology related to business and tourism in Italian, to be able to independently read and analyse simpler texts in the fields and areas covered during the course, to explain the specificities of Italy in the context of	6 hours

				etymology, history, geography, culture, identify and apply basic grammatical structures to texts and tasks using part of the general language competencies at A1 and A2 level, listen to short conversations individually and work on solving tasks	
11.	La cittá del Vaticano, il passato prossimo	1, 4, 5, 6	Listen to lectures and read literature. Use multimedia and internet. Solve exercises.	At the colloquium or the written and oral exam they can understand and apply basic concepts in professional terminology related to business and tourism in Italian, to be able to independently read and analyse simpler texts in the fields and areas covered during the course, to explain the specificities of Italy in the context of etymology, history, geography, culture, identify and apply basic grammatical structures to texts and tasks using part of the general language competencies at A1 and A2 level	10 hours
12.	Entriamo in azienda – fare le presentazioni	1, 2, 3, 4, 8	Listen to lectures and read literature. Use multimedia and internet. Solve exercises.	At the colloquium or the written and oral exam they can understand and apply basic concepts in professional terminology related to business and tourism in Italian, to be able to independently read and analyse simpler texts in the fields and areas covered during the course, to explain the specificities of Italy in the context of etymology, history, geography, culture, identify and apply basic grammatical structures to texts and tasks using part of the general language competencies at A1 and A2 level	10 hours
13.	La struttura di un azienda, le preposizioni	1, 2, 3, 4, 6, 8	Listen to lectures and read literature. During lectures individually research the content of this thematic field by searching data bases, presentt acquired knowledge, express their own ideas and ways of problem solving. Brainstorming, discussion. Solve exercises.	At the colloquium or the written and oral exam they can understand and apply the basic terms in professional terminology related to business and tourism in Italian, describe the activities and the most important occupations related to tourism in Italian, describe the most important sectors and elements of business within companies, be able to read and analyse independently texts in the areas and areas covered during the class, identify and apply basic grammatical structures on texts and assignments using part of general language competences at A1 and A2 level, be able to communicate at the basic level in a foreign language within the course topics	4 hours
14.	La Fiat, L`italiano al telefono, le preposizioni articolate	1, 2, 3, 4, 5, 6, 8	Listen to lectures and read literature. During lectures individually research the content of this thematic field by searching data bases, present acquired knowledge, express their own ideas and ways of problem solving. Brainstorming, discussion. Solve exercises.	At the colloquium or the written and oral exam they can understand and apply the basic terms in professional terminology related to business and tourism in Italian, describe the activities and the most important occupations related to tourism in Italian, describe the most important sectors and elements of business within companies, be able to read and analyse independently texts in the areas and areas covered during the class, identify and apply basic grammatical structures on texts	6 hours

							and assignments using part of general competences at A1 and A2 level, be a communicate at the basic level in a fo within the course topics	ble to			
	15.	Revisione - Il testo		1,2,3,4,5,6, 8	Solve exercises.		terminology related to business and to describe the activities and the most im occupations related to tourism in Italia most important sectors and elements of companies, be able to read and analys texts in the areas and areas covered du identify and apply basic grammatical and assignments using part of general competences at A1 and A2 level, be a	rstand and apply the basic terms in professional inology related to business and tourism in Italian, ribe the activities and the most important pations related to tourism in Italian, describe the important sectors and elements of business within panies, be able to read and analyse independently in the areas and areas covered during the class, tify and apply basic grammatical structures on texts assignments using part of general language petences at A1 and A2 level, be able to municate at the basic level in a foreign language			
3. EVALUATION OF STUDENTS` WORK											
3.1. Students` obligations	 In accordance with the Regulations on Studying and the Regulations on Student Assessment and Evaluation: for all full-time students' attendance of at least 70% is required. Part-time students are required to attend classes at least 50%. The students' acquired knowledge is tested during the course classes. Special consideration is given to the student's evaluation during the course of the teaching process, with particular attention being paid to the student's active participation in teaching as well as his/her presentation of the written word that the student produces for homework. Of particular importance for the final evaluation are the two written tests that students take during the semester. If the student successfully passes both exams, he / she is exempted from the written part of the final exam and is obliged to take the oral exam only. The final exam consists of a written and an oral part. Ways to check learning outcomes are: essays, objective type assignments, discussion, roleplay, presentation creation, etc. The obligation of each student is to regularly inform oneself about the course. All notices about maintenance or eventual postponement of teaching will be published on the web site of the Šibenik and the Intranet page of the course, where all the information on the course as well as the teaching materials and the list of literature are also available. 										
3.2. Monitoring student work	Attendar	nce	0,5	Writ	ten exam	1 (without colloqui	a) Project				
(enter the share of ECTS credits for	Experim	ental work		Rese	arch		Practical work				
each activity so that the total	Essay	Essay		Repo	ort		Continuous examination				
number of ECTS points	Colloqui	um	1 (without written exam)	Semi	inar paper		Other				
corresponds to the credit score of the course)	Class act	tivity	0,5	Oral	exam	1	Other				

3.3. Student workload		ing classes and	exercises 45				nated as:					
4. GRADING SYS	TEM											
4.1. Grading seminar papers	-											
	U	Insatisfactory		l	Satisfactor	y		Above average				
4.2. Grading colloquia/ written and oral exam	understanding o know how to ap and knowledge,	by memory, without deeper the subject. Does not ly basic terms, concepts nor is able to support the bject with examples.						lains the lains the lutions that				
			70-75%	of attendance	1	76-86% of attenda	nce	87-100% of attendance	Max. points			
	Active course at	ttendance	3	points		7 points		20 points	20 points	20 points		
4.3. Final grade	Seminar paper	-										
according to evaluation			2		3			4	5			
elements	Colloquia/ Write	ten exam	50-	-64,9%	65-79,9%		80-89,9%		90-100%			
			25	25 points 30 poir		30 points		35 points	40 points			
				2		3		4				
	Oral exam	Ī	25	points		30 points		35 points	40 points			
		Percentage of knowledge, s competences (tea exam	skills and ching + final	Numerical	grade	ECTS g	rade					
according to absolute division		90 - 10	0%	5 (excelle	/	A						
absolute division		<u>80 - 89</u> 65 - 79	,	4 (very go 3 (good	,	,						
		50 - 64		2 (satisfac								

5. ADDITIONAL COURSE INFORMATION									
5.1. Compulsory literature	Title	Number of copies in the library	Availability via other media						
(available in the library and via other media)	L'ITALIANO IN AZIENDA, Giovanna Pelizza, Marco Mezzadri; GUERRA EDIZIONI, 2003. (selected chapters)	10	Х						
5.2. Additional literature (at the moment of changes and/or amended of study programme)	 L'ITALIANO PER GLI AFFARI, N. Cherubini, Bonacci Editore, 2000. Dizionario italiano-croato, M.Deanović, J.Jernej, Školska knjiga Zagreb 	10	X (e-learning, handouts)						
5.3. Quality assurance methods that ensure the acquisition of knowledge, skills and competences	The control of students' work quality and the acquisition of necessary knowledge and skills will be ensured through interactive work. By keeping track of attendance and student activity during classes and provided information on students` progress through short colloquiums and homework, information for further guidance to students will be provided in order to increase the efficiency of their work. Students will be informed about their rights and obligations as well as the methods of work and the required literature. Indicators of quality assurance system: Student survey, monitoring of annual data from the Croatian employment service on the annual state of student employment, surveys from employers and Alumni association.								
5.4. Informing about the course and contacting the teacher	It is the responsibility of each student to be regularly informed about the course, the coursework, and the classroom adjournment will be published in a timely manner on the Intranet site of the course and on the website of the Šibenik U the consultation period (at least one hour per week), while for short questions and explanations they can be contacted dur e-mail (from the official e-mail address at @ vus.hr), which will be answered as soon as possible (no later than five work	niversity. Students can con ing class. It is also possible	tact teachers during to ask questions by						

II. SEMESTAR

1. GENERAL INFORMATION AB	OUT THE SUBJECT		
1.1. Title	ECONOMY OF COMPANIES IN TOURISM	1.8. ISVU course code	
1.2. Lecturer	Divna Goleš, Master in Econ, Sen.Lec.	1.9. MOZVAG course code	
1.3. Assistants and/or associates	None	1.10. Forms of teaching (number of hours Lecturing +Practical exercises + Seminars + e learning)	(45+0+15+0)
1.4. Study programme (specialist, undergraduate, graduate)	Professional Undergraduate study of Tourism Management	1.11. Level of e- learning application (1 st , 2 nd , 3 rd level), percentage of on-line course performance (max. 20%)	1 st – materials available On-line, 0%
1.5. Course status (obligatory, optional)	Obligatory	1.12. Number of course revisions	5.
1.6. Study year	lst	1.13. Modernization	• yes 🗆 no
1.7. Credit score (ECTS)	6	1.14. Percentage estimate of course changes and/or supplements	Less than 20% More than 20 %

2. COURSE DESCRIPTION	
2.1. Course objectives	The aim of the course is to familiarize students with the market conditions in which businesses operate, the assumptions that need to be fulfilled for the purpose of realizing the business for which they have been founded and the understanding of basic concepts related to the business, entrepreneur, entrepreneurship and their interdependence. Furthermore, the aim of the course is to enable students to acquire theoretical and practical knowledge of

	business assets, types of costs and their movements depending on the degree of utilization of the capacity and the calculation of price business performance on the market.	s and indicators of					
2.2. Terms of course entry and required competences	No conditions.						
	LO1: To apply and connect economic terms in more complex written and oral communication in Croatian and foreign languages.						
	LO2: To develop team and interpersonal skills in team work, master communication skills and presentation skills of given topics and	tasks.					
	LO3: To independently and responsibly search the relevant literature for decision making and conclusion in Croatian and foreign lang	guages.					
	LO6: To apply basic legal and economic principles in organization and management.						
	LO7: To interpret business and financial reports and suggest solutions for improvement.						
	Learning outcomes towards Bloom's taxonomy: (Up to two verbs per LO)	LO Level:7.Recapture,8.Understanding,9.Application,10.Analysis,11.Evaluation,12.Synthesis					
	1. To analyse the basics of the economy of companies, entrepreneurs and entrepreneurship, and to assess their interdependence and prerequisites for the establishment and successful operation of a company	4,5					
2.4. Expected learning outcomes on the course level	2. To differentiate the basic concepts of company assets, types, duration and method of transferring value to new products and services	4					
	3. To assess the necessary funds for the operation of a company in tourism, choose a method for calculating the depreciation of fixed assets and, for example, valorise the calculation of depreciation, necessary working capital and the degree of capacity utilization	4,5					
	4. To differentiate the types of costs, places and bearers of costs, as well as the dependence on the degree and changes in capacity utilization, and using the example of companies in tourism to valorise the impact of costs on the company's financial result	4,5					
	5. To propose calculation methods for calculating the price of products and services, and analyse measures of business success6. To present a seminar paper in which the business of a company is dealt with.	5,6 6					

2.5. Course content according to detailed curriculum schedule	Cons	tructive alignment				
	No:	Thematic ensemble / Lecture Topic	Course LO	Content / Teaching Method	Evaluation	Time needed

6	61	roduction to the course and a ailed performance plan.	-	Listen to the lecture. On seminary teaching, by independent work on the computer students get acquainted with course content and documents on the e-learning course page.	-	4 hours
6	62	roduction to business economics, acept and division of economics.	1,6	They listen to a lecture. They read the literature.	At the colloquium or the written and oral exam, they define the basic knowledge about the economics of enterprises and the division of economics.	6 hours
6	63. mar	ncept and type of business, nagement and business principles a company.	1,6	They listen to a lecture. They read the literature.	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit.	8 hours
6		siness policy, business planning l financing.	1,6	They listen to a lecture, they read the literature, present a seminar paper, followed by a discussion.	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit.	8 hours
6	65. asse	productions of business, long-term ets, maintenance and investment core assets	1,2,6	They listen to a lecture, they read the literature, present a seminar paper, followed by a discussion.	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit, then they should present and analyse the same on a concrete example.	12 hours
6	66. basi	nortization of core assets: concept, ic functions and depreciation culation systems, examples.	1,2,3,6	They listen to a lecture, they read the literature, solve examples, present a seminar paper, followed by a discussion.	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit, then they should present and analyse the same on a concrete example.	12 hours
6	67. calc	pacity to work: concept, type and culation of degree of utilization pacities, examples.	1,2,3,6	They listen to a lecture, they read the literature, solve examples, present a seminar paper, followed by a discussion.	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit, then they should present and analyse the same on a concrete example.	12 hours
6	68. bon	ort-term assets: concept, tribution and appearance forms, culation of the need for turnover, on coefficient and number of ading days, liquidity and solvency, umples	1,2,3,6	They listen to a lecture, they read the literature, solve examples, present a seminar paper, followed by a discussion.	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit, then they should present and analyse the same on a concrete example.	12 hours
6	69. cost Plar	st theory: concept and types of ts, places and cost bearers. nning and cost analysis, olloquium.	1,4,6	They listen to a lecture, they read the literature, present a seminar paper, followed by a discussion.	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit	16 hours
7		st dependency on capacity change e changes, examples.	1,3,4,6	They listen to a lecture, they read the literature, solve examples, present a seminar paper, followed by a discussion.	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit, then they should present and analyse the same on a concrete example.	12 hours
7	/	nt covers costs, relationship ween cost and revenue, examples.	1,2,3,4,6	They listen to a lecture, they read the literature, solve examples, present a	At the colloquium or the written and oral exam they define and explain the concepts that occur in this	12 hours

					seminar paper, followed discussion	l by a		hen they should present and analyse concrete example-	
	72.	Formation and price types and methods examples.		1,2,4,5,6	They listen to a lecture, literature, solve exampl seminar paper, followed discussion	es, present a	define and expl thematic unit, t	um or the written and oral exam they lain the concepts that occur in this then they should present and analyse concrete example.	12 hours
	73.	Successfulness and benchmarks of business performance: productivity, economy and profitability of business, accumulation and reproduction ability of businesses.		1,2,3,4,5,6	They listen to a lecture, they read the literature, present a seminar paper, followed by a discussion		At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit,		, 12 hours
	74.	Business results, n operations. Econo functions.	nonitoring business omics of business	1,2,3,4,5,6	They listen to a lecture, literature, present a sem followed by a discussio	inar paper,			12 hours
	75.	Final lecture, cours Colloquium	se signatures, II.	ures, II.They listen to a lecture and prepare independently for the exam.			30 hours		
3. EVALUATION OF STUDEN	T WO	RK							
3.1. Students` obligations	Student obligations are prescribed by the Regulations on Studying and the Regulations on Student Assessment and Evaluation. It is recommended that students actively participate in classes, which means participating in discussions, solving assignments, etc. Students who are unable to attend classes regularly should consult with the subject teacher during the consultation or via e-mail. It is the duty of every student to be regularly informed about the progress of classes. All information about the holding or possible postponement of classes will be published on the website of the Šibenik University of Applied Sciences or on the website of the course, which also contains all information about the course as well as teaching materials and a list of literature. Students can pass the final exam in two ways: a) during the course through continuous student attendance (active participation in the lessons, making and presenting the seminar paper, passing two colloquia); b) during the course (active participation in the lessons, creating and presenting the seminar) and passing the exam (written and oral exam).								
3.2. Monitoring student work	Attend	ance	1	Writt	en exam	2 (by submittin colloquiums th relieved of a w examination)	e student is	Project	
(enter the share of ECTS credits for each activity so that the total	Experi	mental work		Resea	arch			Practical work	
number of ECTS points	Essay			Repo	rt			Continuous examination	
corresponds to the credit score of the course)	Colloq	uium	3,5 (by submitting both colloquiums the student relieved of a written and examination)		nar paper	1		Other (inscribe)	

	Class activities	0,5	Oral exam	1,5 (by subn colloquiums relieved of a examination	the student is n oral	Other (ir	nscribe)			
3.3. Student workload	Commitment 3. Attending classes 4. Creating and Prese	3. Attending classes 60 4. Creating and Presenting seminar paper 15								
4. GRADING		1		1						
	Valuation Element	Poor		Satist	fying		Above a	8		
	Organization	The paper is not organize order and its structure is b		The paper is well structured with a clear distinction between the introduction, the main part of the text and the conclusion.		ear di the m on. th	The paper is well-structured with a clear distinction between the introduction, the main part of the text and the conclusions that are perfectly logically linked to one another			
4.1. Seminar paper grading	Terminology, writing style	Words and phrases are lo with official terminology not appropriate, sentence modest vocabulary, and f repeated grammatical mis	 Writing style is s are too long, frequent and 	Words and phrases are aligned with official terminology. The writing style is appropriate, the sentence structure is clear, the vocabulary is appropriate and has little grammatical errors.			Vords and phrases are erminology and show heir meaning. The wr scellent, the sentence poncise, the vocabular re no grammatical en	aligned with official n understanding of ing style is are clear and is rich and there rs.		
	Quoting and referencing	Sources are not specified references do not match t a superficial approach to	the topic and show	Sources are listed, but errors. The references the subject and show a attitude.	are appropriate	d with So e for co esearch th	ources are accurate, on onsistent. The reference in list is "rich" and on nows a robust researce	complete and nces are appropriate, comprehensive and		
	Po	or		Satisfying			Above avera	ıge		
4.2. Colloquium / exam grading	Student answers by memor understanding of the subject apply basic terms, concepts able to support the content examples.	ct. Does not know how to s and knowledge, nor is	new knowledge, u	terms, without difficulty transfers understands subject matter, explains the notions that substantiate by that i		evaluation. thoroughly logically lin that it encap originally g	wledge is at the level of analysis, synthesis and hation. It observes legitimacy, accurately and bughly explains the content of the subject, and ally links and explains the terms and concepts t encapsulates. Find solutions that are not nally given. There is a correlation with lative subjects.			
4.3. Creating a final grade according to evaluation	Active participation in the	70-75% of attendance	76-8	6% of attendance	87-100	-100% of attendance Solved		l case study and project		
elements	lessons	2 points		4 points	,	7 points		3 points		

		2	2		3				5
	Seminar paper	5 point	s		7 points	8 poin	ts		10 points
		2			3	4			5
	Colloquium / written	50-64,9	%		55-79,9%	80-89,9	9%		90-100%
	exam	25 poin	ts		30 points	35 poir	nts		40 points
		2			3	5			5
	Oral exam	25 poin	ts		30 points	35 poir	nts		40 points
4.4. Creating a final grade according to absolute allocation		Percentage of adopted knowledge, skills and ompetences (teaching + final exam) 90 - 100% 80 - 89,9% 65 - 79,9% 50 - 64,9%	$\begin{array}{c c} \hline centage of adopted \\ \hline owledge, skills and \\ ences (teaching + final exam) \\ \hline 90 - 100\% \\ \hline 80 - 89,9\% \\ \hline 65 - 79,9\% \\ \hline 3 (good state) \\ \hline 5 (excell state) \\ \hline 3 (good state) \\ \hline 5 (good st$		ECTS grade				
5. ADDITIONAL INFORMAT	TION ABOUT THE (COURSE					Number of co	aios in the	Availability via
5.1. Compulsory literature			Title				librar		other media
(available in the library and through other media)	1. Goleš D.(2016).*Ekonomika poduzeća*, script, Veleučilište u Šibeniku, Šibenik								e- learning
unougn outer media)	2. Dobre R.(2005).* Ekonomika poduzeća*, VŠTM, Šibenik, (selected chapters)						10		
5.2. Additional literature (at the moment of changes and/or amended of study programme)	1. Karić M. (2009). *Ekonomika poduzeća*, , Grafika d.o.o. Osijek, Faculty of Economics in Osijek22. Grubišić D.(2007). *Poslovna ekonomija*, (second supplement edition), Faculty of Economics in Split23. Škrtić M. (2006). * Poduzetništvo*, Sinergija-nakladništvo d.o.o., Zagreb2								
5.3. Quality assurance methods that ensure the acquisition of knowledge, skills and competences	attendance and studer further guidance to st as well as the method Indicators of quality	The control of students' work quality and the acquisition of necessary knowledge and skills will be ensured through interactive work. By keeping track of ttendance and student activity during classes and provided information on students` progress through short colloquiums and homework, information for urther guidance to students will be provided in order to increase the efficiency of their work. Students will be informed about their rights and obligations s well as the methods of work and the required literature. Indicators of quality assurance system: Student survey, monitoring of annual data from the Croatian employment service on the annual state of student mployment, surveys from employers and Alumni association.							

	It is obligatory for every student to regularly inform about the course, teaching and teaching activities. All information about teaching or any delay in
5.4. information on the course	teaching will be published on the Intranet pages of the course and on the web pages of the Šibenik University. Students can contact the teachers during the
and contact with the teacher	consultation term (at least one hour per week), while brief questions and explanations can be addressed during classes. It is possible to ask questions by e-
	mail (from the official e-mail address from the domain @ vus.hr) that will be answered in a short time.

1. GENERAL INFORMATION	1. GENERAL INFORMATION ABOUT THE COURSE					
1.1. Course title	INFORMATICS	1.8. Course code in ISVU	201129			
1.2. Course lecturer	Zvonimir Klarin, mag.ing.comp., lecturer	1.9. Course code in MOZVAG				
1.3. Assistants and/or associates	-	1.10. Forms of teaching (number of hours Lecturing + Practical exercises + Seminars + e-learning)	(15 + 30 + 0 + 0)			
1.4. Study programme (professional undergraduate, and professional graduate)	Professional Undergraduate study of Tourism management	1.11. Level of e- learning application (1 st , 2 nd , 3 rd level), percentage of on-line course performance (max. 20%)	1 st , course materials are on-line, 0%			
1.5. Course status (obligatory, optional)	Obligatory	1.12. Number of course revisions	4.			
1.6. Year of study	1 st	a. Modernization	X yes □ no			
1.7. Credit score (ECTS)	4	1.14. Percentage estimate of course changes and/or supplements	Less than 20%XMore than 20 %□			

2. COURSE DESCRIPTION					
2.1. Course objectives	The aim of the course is to familiarize with the role and organization of information systems, as well as the application of information technologies in work and business as well as to acquire basic technical knowledge of IT. Future managers in tourism are trained for direct communication with technical staff or business partners responsible for procurement, maintenance, and introduction of new technologies or updating the existing IT structure. Students will use the knowledge of basic IT applications, the role of computer IT systems in production, communication, and the living environment, and independently use IT infrastructure for interactive learning and mastering the study program.				
2.2. Terms of course entry and required competences	No conditions.				
	LO2: To develop team and interpersonal skills for teamwork, master communication skills, and skills for presenting assigned to	pics and tasks.			
2.3. Learning outcomes on the	LO3: To independently and responsibly search relevant literature to make solutions and conclusions in Croatian and foreign languages.				
study programme level	LO4: To apply methods from the fields of mathematics, statistics, and informatics in the processing and analysis of data in the field of economics.				
	LO14: To use information and communication technology in tourism business operations.				
	Learning outcomes according to the Bloom's taxonomy: (up to two verbs per LO)				

		2- understanding,
		3- application,
		4- analysis,
		5- evaluation,
		6- synthesis
2.4. Expected learning outcomes	1. To evaluate key aspects of information technology, computer architecture, and operating systems.	4
on the course level	2. To apply basic and advanced functions of Microsoft Office suite for business communication and organization.	3
	3. To create documents, presentations, and diagrams using appropriate tools.	4
	4. To manage email and calendar in a business environment.	4
	5. To apply functions and formulas in spreadsheets for data analysis and visualization.	3
	6. To create simple databases and use queries and reports for data analysis.	5

	Cons	onstructive alignment					
	no	Thematic unit	LO of the course	Content/teaching methods	Evaluation	Time needed	
2.5. Course content according to detailed curriculum schedule	76.	Introduction to the course and detailed syllabus. Exercises: Familiarization with the e-learning system and webmail.	-	Attend lectures. Work on the computer to familiarize themselves with the course content and documents on the e- learning platform.	-	2 h	
	77.	Introduction to information technology, history, and basics of computer architecture. Exercises: MS Word – Creating and formatting a seminar paper.	1, 2	Attend lectures and read literature. Work on the computer.	In the midterm or written and oral exam, they know how to create and format a seminar paper in MS Word.	4 h	
	78.	Operating systems, software installation and management. Exercises: MS Word – Using styles and templates.	1, 2	Attend lectures and read literature. Work on the computer.	In the midterm or written and oral exam, they know how to use styles and templates in MS Word.	4 h	
	79.	Cloud computing technologies and their application.	1, 2	Attend lectures and read literature. Work on the computer.	In the midterm or written and oral exam, they know how to use advanced formatting and work with images in MS Word.	4 h	

		Exercises: MS Word –				
		Advanced formatting and				
		working with images.				
		Basics of creating presentations.			In class/exercises and the oral exam, they	
	80.	Exercises: MS PowerPoint –	2, 3	Attend lectures and read literature.	know how to create a presentation by	4 h
	00.	Creating a presentation by	2, 5	Work on the computer.	editing the slide master in MS PowerPoint.	
		editing the slide master.			culturg the shde master in wis rowerromt.	
		Effective management of				
		business communication and			In class/exercises and the oral exam, they	
	81.	organization.	2, 4	Attend lectures and read literature.	know how to manage email and calendar	4 h
		Exercises: MS Outlook –		Work on the computer.	in MS Outlook.	
		Managing email and calendar.				
		Introduction to diagram creation			In class/exercises and the oral exam, they	
	82.	tools. Exercises: MS Visio –	2, 3	Attend lectures and read literature.	know how to create a flowchart using MS	4 h
	02.	Creating a flowchart.	Work on the computer.		Visio.	
-		Preparation for the midterm			V 1810.	
	07	-	1, 2, 3, 4	Attend lectures and read literature. Work on the computer.	The midterm exam is taken on the computer.	30 h
	83.	exam.				
		Midterm Exam 1.		-		
		Introduction to creating and				
		formatting spreadsheets.		Attend lectures and read literature.	In the midterm or written and oral exam, they know how to create and format a worksheet in MS Excel.	
	84.	Exercises: MS Excel – Creating	2, 5	Work on the computer.		4 h
		and formatting Excel		work on the computer.		
		spreadsheet.				
		Using formulas and functions in				
		spreadsheets.			In the midterm or written and oral exam,	
	85.	Exercises: MS Excel –	2, 5	Attend lectures and read literature.	they know how to apply basic functions	4 h
		Applying formulas and	,	Work on the computer.	and formulas in MS Excel.	
		functions.				
-		Data analysis and organization				
		in spreadsheets.		Attend lectures and read literature.	In the midterm or written and oral exam,	
	86.	Exercises: MS Excel – Sorting,	2, 5	Work on the computer.	they know how to sort, filter, and analyse data in MS Excel.	4 h
		6.		work on the computer.		
filtering, and analysing data.						

	87.	Data visualization in spreadsheets. Exercises: MS Excel – Cr charts based on worksheet	U	6	Attend lectures a Work on the com	nd read literature. puter.	In the midterm or written an they know how to create cha worksheet data in MS Excel	arts based on	4 h
	88.	Introduction to databases. Exercises: MS Access – Creating a simple database	2, e	б	Attend lectures and read literature. Work on the computer.		In the midterm or written and oral exam, they know how to create a simple database in MS Access.		4 h
	89.	Using queries and reports databases. Exercises: MS Access – U queries and reports.	Sing 2, 0	6	Attend lectures and read literature. Work on the computer.		In the midterm or written and oral exam, they know how to use queries and create reports in MS Access.		4 h
	90. 2.5.6 individually for the exam. Take the		The midterm exam is taken on the computer.		40 h				
3. EVALUATION OF STUDEN	TS` W	ORK							
3.1. Students` obligations	In accordance with the Regulations on Studying and the Regulations on Student Assessment and Evaluation: for all full-time students' attendance of at least 70%. Part-time students are required to attend classes at least 50%. All students are required to carry USB memory stick and their <u>AAI@EduHr</u> password. Students who have during the course achieved: from 0 - 24,9% ECTS credits- are rated F (unsuccessful) and cannot obtain ECTS credits, and must re-enrol in the next academic year; from 25 - 49,9% - are assessed by FX (insufficient) and must pass the written exam (test). Written exam (test) can be held in a regular or extraordinary exam period; more than 50% - students have the right to take the final exam. Students can take the final exam from the course in two ways: a) during the course of teaching through continuous monitoring of students (active participation in classes and through two colloquia); b) by passing the exam (written and oral part of the exam).								
		dance		Writter	n exam	2 (without colloquia)	Project		
3.2. Monitoring student work (enter the share of ECTS credits	Exper work	imental		Resear	ch		Practical work		
for each activity so that the total number of ECTS points	Essay			Report			Continuous examination		
corresponds to the credit score of the course))	Collo	quium 2 (without v exam)	vritten	Semina	ar paper		Other		
	Class	activity 1		Oral ex	am	1	Other		

3.3. Student workload	1. Attending	on all bases for 1 ECTS credit is classes and exercises 45 hours colloquia or exams through indi	30 hours in a semester and is estir vidual work 75 hours	nated as:			
4. GRADING SYSTEM							
4.1. Grading seminar papers	-						
	ι τ	Unsatisfactory	Satisfactory			Above average	
4.2. Grading colloquia/ written and oral exam	Student answers by memory, without deeper understanding of the subject. Does not know how to apply basic terms, concepts and knowledge, nor is able to support the content of the subject with examples.		Reproduces the basic concepts and without difficulty imparts new knowledge, understands the material, explains the terms and concepts supported with examples.				
	Activities in	70-74,9% of attendance	75-79,9% of attendance	80-89,9% of	attendance	90-100% of attendance	
	class	2 points	5 points	10 pc	oints	20 points	
	Colloquia/ Written exam	2	3	4		5	
4.3. Final grade according to evaluation elements		50-64,9%	65-79,9%	80-89	9,9%	90-100%	
evaluation elements		25 points	30 points	35 points		40 points	
	Oraliana	2	3	5		5	
	Oral exam	25 points	30 points	35 po	oints	40 points	
	-	cquired knowledge, skills and es (teaching + final exam)	Numerical grade		ECT	'S grade	
4.4. Final grade according to		90 - 100%	5 (excellent)			А	
absolute division		80 - 89,9%	4 (very good)		В		
		65 - 79,9%	3 (good)			C	
		50 - 64,9%	2 (satisfactory)		D		

5. ADDITIONAL COURSE INI	FORMATION			
5.1. Compulsory literature (available in the library and via	Title	Number of copies in the library	Availability via other media	
other media)	1. Foulkes, L. (2020). Learn Microsoft Office 2019: A comprehensive guide to getting started with Word, PowerPoint, Excel, Access, and Outlook. Birmingham: Packt Publishing Ltd.	5	-	
5.2. Additional literature (at the moment of changes and/or	 Habraken, J. (2021). Microsoft Office inside out (Office 2021 and Microsoft 365) (1st ed.). Microsoft Press. 	-		
amended of study programme)	 Brookshear, J. G., & Brylow, D. (2019). Computer science: An overview (13th ed., Global ed.). Pearson. 	5		
5.3. Quality assurance methods that ensure the acquisition of knowledge, skills and competences	The control of students' work quality and the acquisition of necessary knowledge and skills will be ensured through interactive work. By keeping track of attendance and student activity during classes and provided information on students' progress through short colloquiums and homework, information for further guidance to students will be provided in order to increase the efficiency of their work. Students will be informed about their rights and obligations as well as the methods of work and the required literature. Indicators of quality assurance system: Student survey, monitoring of annual data from the Croatian employment service on the annual state of student employment, surveys from employers and Alumni association.			
5.4. Informing about the course and contacting the teacher	It is the responsibility of each student to be regularly informed about the course, the coursework, and possible adjournment will be published in a timely manner on the Intranet site of the course and on the contact teachers during the consultation period (at least one hour per week), while for short questions and It is also possible to ask questions by e-mail (from the official e-mail address at @ vus.hr), which will be working days after receiving the e-mail).	e website of the Šibenik U l explanations they can be	University. Students can contacted during class.	

4. GENERAL COURSE INFO	4. GENERAL COURSE INFORMATION						
1.1. Course title	Introduction to selective forms of tourism	1.8. Course code in ISVU	201479				
1.2. Course lecturer	Slavica Dino, mag.oec., lecturer	1.9. Course code in MOZVAG					
1.3. Associates		1.10. Forms of teaching (number of hours Lecturing +Practical exercises + Seminars + e learning)	(30+0+15+0)				
1.4. Study programme (specialist, undergraduate, graduate)	Professional Undergraduate study of Tourism management	1.11. Level of e- learning application (1 st , 2 nd , 3 rd level), percentage of on-line course performance (max. 20%)	1.st level – materials available On- line, 20%				
1.5. Course status (obligatory, optional)	Obligatory	1.12. Number of course revisions	2				
1.6. Year of study	1st	b. Modernization	Yes				
1.7. Credit score (ECTS)	3	1.14. Percentage estimate of course changes and/or supplements	Less than 20% X□ More than 20 % □				

2. COURSE DESCRIPTION	
2.1. Course objectives	 Based on theoretical knowledge and case studies the goal is for the students to: Define basic concepts related to selective forms of tourism; Understand the relationship between tourism travel motives, tourism market segmentation and selective forms of tourism; Learn to recognize the potential resource base for the development of selective forms of tourism; Critically review the development of selective forms of destination tourism; Apply the learned content of this course in business practice.

2.2. Terms of course entry and required competences	Com	Completed four years of high school education; possession of a qualification at level 4.2 according to the CROQF.								
2.3. Learning outcomes on the study programme level	LO3: LO6: LO10 studie	LO1: To use and connect professional terms related to selective forms of tourism in written and oral communication in Croatian and English. LO3: To independently and responsibly search, interpret and integrate the relevant literature needed to draw conclusions. LO6: To analyse and link the resource base with selective forms of tourism. LO10: To develop team and interpersonal teamwork skills, master communication skills and presentation skills of assigned topics and tasks (case studies, projects, seminars) using advanced software tools for document development, presentations and budget implementation. LO12: To design and apply a selective form of tourism in a tourist destination.								
2.4. Expected learning outcomes		ning outcomes according to the Bloom`	·			Level of LO: 1- remembering, 2- understanding, 3- application, 4-analysis, 5-evaluation, 6-synthesis				
on the course level	1. to demonstrate knowledge and understanding of the course content by defining and connecting basic concepts in the field of selective forms of tourism, 2. to describe and analyse the characteristics of selective forms of tourism,									
	 2. to describe and analyse the characteristics of selective forms of tourism, 3. to choose an adequate selective form of tourism and adjust it to the resource base in the destination, 									
	4. to anticipate market trends in the tourism market and recommend the development of selective forms of tourism,									
	5.to comment on and critically judge the relevance of the development of a particular selective form of tourism in the destination,									
	6. to use materials and tools for searching scientific and professional literature in the mother tongue and in English,									
	7	. to present the acquired knowledge, ideas, proble	ms and solutions	s independently and in a team.		6				
	Cons	tructive alignment								
	no	Thematic unit	LO of the course	Content/teaching methods	Evaluation	Time				
2.5. Course content according to detailed curriculum schedule	91.	Introduction to the course and a detailed syllabus.		They listen to lectures. In seminar classes, they get acquainted with the content of the course and documents on the e-learning page of the course by working independently on a computer.		2 h				
	92.	Contemporary trends in tourism	1, 5, 6, 7	They listen to lectures and read literature. In the seminar classes, they individually research the content of this thematic area by searching the database, and on the basis of it and the read literature, they make a seminar workshop in which they present their own ideas on the mentioned topic.	At the colloquium or written exam, they define ar explain the terms that appear in this thematic unit then they should present and analyse the same on concrete example, critically judge based on the presented problem and propose a solution to the same problem.					

93.	Definition, classification and development of selective forms of tourism	1, 3, 6, 7	They listen to lectures and read literature. In the seminar classes, they individually research the content of this thematic area by searching the database, and on the basis of it and the read literature, they make a seminar workshop in which they present their own ideas on the mentioned topic.	At the colloquium or written exam, they define and explain the terms that appear in this thematic unit, then they should present and analyse the same on a concrete example, critically judge based on the presented problem and propose a solution to the same problem.	4h
94.	Resource basis of a tourist destination - the basis for the development of selective forms of tourism.	1, 2, 5, 6, 7	They listen to lectures and read literature. In the seminar classes, they individually research the content of this thematic area by searching the database, and on the basis of it and the read literature, they make a seminar workshop in which they present their own ideas on the mentioned topic.	At the colloquium or written exam, they define and explain the terms that appear in this thematic unit, then they should present and analyse the same on a concrete example, critically judge based on the presented problem and propose a solution to the same problem.	8h
95.	Summer holiday tourism	1, 2, 3, 4, 5, 6, 7	They listen to lectures and read literature. In the seminar classes, they individually research the content of this thematic area by searching the database, and on the basis of it and the read literature, they make a seminar workshop in which they present their own ideas on the mentioned topic.	At the colloquium or written exam, they define and explain the terms that appear in this thematic unit, then they should present and analyse the same on a concrete example, critically judge based on the presented problem and propose a solution to the same problem.	8h
96.	Introduction to health tourism	1, 2, 3, 4, 5, 6, 7	They listen to lectures and read literature. In the seminar classes, they individually research the content of this thematic area by searching the database, and on the basis of it and the read literature, they make a seminar workshop in which they present their own ideas on the mentioned topic.	At the colloquium or written exam, they define and explain the terms that appear in this thematic unit, then they should present and analyse the same on a concrete example, critically judge based on the presented problem and propose a solution to the same problem.	8h
97.	Introduction to sports and recreational tourism	1, 2, 3, 4, 5, 6, 7	They listen to lectures and read literature. In the seminar classes, they individually research the content of this thematic area by searching the database, and on the basis of it and the read literature, they make a seminar workshop in which they present their own ideas on the mentioned topic.	At the colloquium or written exam, they define and explain the terms that appear in this thematic unit, then they should present and analyse the same on a concrete example, critically judge based on the presented problem and propose a solution to the same problem.	8h

98.	Introduction to nautical tourism	1, 2, 3, 4, 5, 6, 7	They listen to lectures and read literature. In the seminar classes, they individually research the content of this thematic area by searching the database, and on the basis of it and the read literature, they make a seminar workshop in which they present their own ideas on the mentioned topic.	At the colloquium or written exam, they define and explain the terms that appear in this thematic unit, then they should present and analyse the same on a concrete example, critically judge based on the presented problem and propose a solution to the same problem.	8h
99.	1st Colloquium/ Introduction to camping tourism	1, 2, 3, 4, 5, 6, 7	They listen to lectures and read literature. In the seminar classes, they individually research the content of this thematic area by searching the database, and on the basis of it and the read literature, they make a seminar workshop in which they present their own ideas on the mentioned topic.	At the colloquium or written exam, they define and explain the terms that appear in this thematic unit, then they should present and analyse the same on a concrete example, critically judge based on the presented problem and propose a solution to the same problem.	8h
100.	Introduction to urban tourism	1, 2, 3, 4, 5, 6, 7	They listen to lectures and read literature. In the seminar classes, they individually research the content of this thematic area by searching the database, and on the basis of it and the read literature, they make a seminar workshop in which they present their own ideas on the mentioned topic.	At the colloquium or written exam, they define and explain the terms that appear in this thematic unit, then they should present and analyse the same on a concrete example, critically judge based on the presented problem and propose a solution to the same problem.	8h
101.	Introduction to rural tourism	1, 2, 3, 4, 5, 6, 7	They listen to lectures and read literature. In the seminar classes, they individually research the content of this thematic area by searching the database, and on the basis of it and the read literature, they make a seminar workshop in which they present their own ideas on the mentioned topic.	At the colloquium or written exam, they define and explain the terms that appear in this thematic unit, then they should present and analyse the same on a concrete example, critically judge based on the presented problem and propose a solution to the same problem.	8h
102.	Introduction to ecotourism	1, 2, 3, 4, 5, 6, 7	They listen to lectures and read literature. In the seminar classes, they individually research the content of this thematic area by searching the database, and on the basis of it and the read literature, they make a seminar workshop in which they present their own ideas on the mentioned topic.	At the colloquium or written exam, they define and explain the terms that appear in this thematic unit, then they should present and analyse the same on a concrete example, critically judge based on the presented problem and propose a solution to the same problem.	8h

	103.	Introduction to cul	tural tourism	1, 2, 3, 6, 7	4, 5,	They listen to lectures at literature. In the seminar classes, ti individually research the this thematic area by sea database, and on the bas read literature, they mak workshop in which they own ideas on the mentic	ney e content of rching the is of it and the e a seminar present their ned topic.	explain the terr then they shoul concrete examp	Im or written exam, they define and is that appear in this thematic unit, d present and analyse the same on a le, critically judge based on the em and propose a solution to the	8h
	104.	Introduction to rel	igious tourism	1, 2, 3, 6, 7	4, 5,	They listen to lectures a literature. In the seminar classes, ti individually research the this thematic area by sea database, and on the bas read literature, they mak workshop in which they own ideas on the mentio	ney e content of rching the is of it and the e a seminar present their	explain the terr then they shoul concrete examp	Im or written exam, they define and is that appear in this thematic unit, d present and analyse the same on a ile, critically judge based on the em and propose a solution to the	8h
	105.	Concluding remar	ks, 2nd Colloquium	1, 2, 3, 6, 7	4, 5,			explain the terr then they shoul concrete examp	arm or written exam, they define and his that appear in this thematic unit, d present and analyse the same on a he, critically judge based on the em and propose a solution to the	20h
3. EVALUATION OF STUDEN	TS` W	ORK								
3.1. Students` obligations	least 70 • • Studen solving	0%. Part-time students ar from 0 - 24,9% ECT, from 25 - 49,9% - ar more than 50% - stud ts can pass the final exan g case studies, making and	S credits- are rated F (unsu e assessed by FX (insuffici lents have the right to take a from the course in two w	s at least accessful ient) and the final rays: a) do out and two	50%. A) and ca must p l exam. uring cl vo collo	Il students must have a m unnot obtain ECTS credit: ass the written exam (test asses through continuous oquia); b) during classes (inimum grade o s, and must re-er). Written exam monitoring of s	f 50% on exercis rrol in the next ac (test) can be held tudents (active pa	es. Students who have during the cour	eriod; ental map and
3.2. Monitoring student work	Attend	ance			Writter	n exam	2 (without colle	oquia)	Project	
(enter the share of ECTS credits	Experi	mental work			Resear	ch			Practical work	
for each activity so that the total number of ECTS points	Essay				Report				Continuous examination	
corresponds to the credit score of the course))	Colloq	uium	1 (without written and or exam)	l (without written and oral semina semina		nar paper 1			Other	
	Class a	ctivity			Oral ex	am	1		Other	
3.3. Student workload	0	ation Hours (estima ass attendance 45	te)	·						

	2. Preparation for the colloquium / exam through independent learning 45									
4. GRADE FORMING										
	Evaluation Element	Unsatisfactory	Satisfactory	Above average						
	Organization	The work is not organized in a logical order and lacks structure.	The paper is well structured with a clear distinction between the introduction, the main body of the text and the conclusion.	The paper is well structured with a clear distinction between the introduction, the main body of the text and the conclusion which are perfectly logically interconnected.						
	Terminology, writing style	Unsatisfactory	Satisfactory	Above average						
4.1. Grading seminar papers		Words and expressions are not aligned with official terminology. The writing style is not appropriate, the sentences are too long, of modest vocabulary and with frequent and repeated grammatical errors.	Words and expressions are in line with official terminology. The writing style is appropriate, the sentence structure is clear, the vocabulary is appropriate and there are few grammatical errors. Words and expressions are aligned with official terminology and show an understanding of their meaning.	The writing style is excellent, the sentences are clear and concise, the vocabulary is rich and there are no grammatical errors.						
	Citing and listing References	Sources are not listed at all. References do not fit the topic and show a superficial approach to researching the topic.	Sources are cited, but incomplete and with errors. The references are relevant to the topic and show a satisfactory research attitude.	The sources are accurately, completely and consistently cited. The references are appropriate, their list is "rich" and comprehensive and shows a detailed research approach.						

		Unsa	tisfactory			Satisfactory			Ab	ove average	
4.2. Grading colloquia/ written and oral exam	understanding of apply basic terr	Student answers by memory, without deeper understanding of the subject. Does not know how to apply basic terms, concepts and knowledge, nor is able to support the content of the subject with examples.			Reproduces the basic concepts and without difficulty imparts new knowledge, understands the material, explains the terms and concepts supported with examples.			evalua thorou logical concep that we	Knowledge is at the level of analysis, synthesis and evaluation. Observes the principles, accurately and thoroughly explains the content of the material, and logically connects and explains the terms and concepts supported with examples. Finds solutions that were not originally given. Notes correlations with related material.		
			2			3		4			5
	Exercise assignment	ients	50-62,49	%	62	2,5-74,9%		75-87,4	%	8	7,5-100%
			15-18,72 p	oints	18,75	5-22,47 points	22,	5-26,22	points	26,	25-30 points
4.3. Final grade according to evaluation elements						3		4			5
evaluation elements	part of the exam		50-62,4%		62,5-74,9%		75-87,4%		87,5-100%		
		35-43,48 points		oints	43,75-52,43 points		52,	52,5-61,18 points 61		61,	25-70 points
4.4. Final grade according to		kno	centage of acquired owledge, skills and ences (teaching + final exam)	Nun	nerical grade	ECTS grade					
absolute division			90-100%		(excellent)	А					
			80 – 89,9% 65-79,9%	4 (very good) 3 good	BC					
			50-64,9%	2 (s	atisfactory)	D					
5. ADDITIONAL COURSE IN	FORMATION										
5.1. Compulsory literature (available in the library and				Tit	lle				Number of the lib	-	Availability via other media
via other media)	2. Čorak, S.,	Mikačić, V	/., (ur.) (2006) Hrvatski t	urizam: plav	o, bijelo, zeleno, Zag	greb: Institut za turizam					
5.2. Additional literature (at the moment of changes and/or amended of study programme)	3. Kušen, E.	 Pančić Kombol, T. (2000) Selektivni turizam, Matulji: TMCP Sagena d.o.o. Kušen, E. (2002) Turistička atrakcijska osnova, Zagreb: Institut za turizam, Geić, S. (2011) Menadžment selektivnih oblika turizma, Split: University of Split, University Study Centre for Professional 						Available on the Intranet pages of the Šibenik University			

5.3. Quality assurance methods that ensure the acquisition of knowledge, skills and competences	The control of students' work quality and the acquisition of necessary knowledge and skills will be ensured through interactive work. By keeping track of attendance and student activity during classes and provided information on students' progress through short colloquiums and homework, information for further guidance to students will be provided in order to increase the efficiency of their work. Students will be informed about their rights and obligations as well as the methods of work and the required literature. Indicators of quality assurance system: Student survey, monitoring of annual data from the Croatian employment service on the annual state of student employment, surveys from employers and Alumni association.
5.4. Informing about the course and contacting the teacher	It is the responsibility of each student to be regularly informed about the course, the coursework, and the classroom activities. All notices of classes or possible adjournment will be published in a timely manner on the Intranet site of the course and on the website of the Šibenik University. Students can contact teachers during the consultation period (at least one hour per week), while for short questions and explanations they can be contacted during class. It is also possible to ask questions by e-mail (from the official e-mail address at @ vus.hr), which will be answered as soon as possible (no later than five working days after receiving the e-mail).

2. GENERAL INFORM	IATION							
1.1. Course lecturer	Assoc. Prof. PhD Dragan Zlatović, college professor with tenue	1.8. Course code in ISVU	201477 201915					
1.2. Course title	Commercial Law in Tourism	1.9. Course code in MOZVAG						
1.3. Assistants and/or associates	Mario Dominik Burić mag.iur., assistant	1.10. Forms of teaching (number of hours Lecturing +Practical exercises + Seminars + e learning)	(45+0+15+0)					
1.4. Study programme (specialist, undergraduate, graduate)	Professional Undergraduate study of Tourism management	1.11. Level of e- learning application (1 st , 2 nd , 3 rd level), percentage of on-line course performance (max. 20%)	1 st , course materials are on-line, 0%					
1.5. Course status (obligatory, optional)	Obligatory	1.12. Number of course revisions	1					
1.6. Year of study	1 st	c. Modernization	Yes					
1.7. Credit score (ECTS)	6	1.14. Percentage estimate of course changes and/or supplements	Less than 20% X□ More than 20 % □					
2. COURSE DESCRIPTIO	DN							
2.1. Course objectives		ic law institute and to acquire basic knowledge of commercial law, com nants of the organization of tourism and hospitality in the Republic of ontracts in tourism.						
2.2. Terms of course entry and required competences	4-year secondary education complete	d; qualification level 4.2 according to the CROQF.						
2.3. Learning outcomes on the study programme level	 4-year secondary education completed; qualification level 4.2 according to the CROQF. LO1: To apply and link economic and business terms in more complex written and oral communication in Croatian and foreign languages. LO2: To organize and lead team work, and critically evaluate the opinions and attitudes of team stakeholders LO3: To independently and responsibly search relevant literature for decisions and conclusions in Croatian and foreign languages LO9: To link basic terms and apply content related to the field of law for drafting company or organization related legal acts (contracts, regulations) 							

	Learning outcomes according to the Bloom	Level of LO: 1- remembering, 2- understanding, 3- application, 4-analysis, 5-evaluation, 6-synthesis							
		1. To define and analyse company law and commercial law, especially in the context of tourism, their relationship with each other and relations with other branches of law.							
2.4 Encoded locations	2. To classify the types of compar similarities and differences betwe for the existence of companies, as and interpret the peculiarities of la	en individual t well as the right	ypes of companies in Croatia and ts and obligations of contracting pa	the EU and the practical reasons	3,5,6				
2.4. Expected learning outcomes on the course level	3. To determine the applicable law, j organization and management of contractual solutions of commen establishment, organization and o	y in tourism, choose the optimal sm and propose the method of	5,6						
	4. To choose procedures for establish	4. To choose procedures for establishing legally relevant facts and deciding issues in the area of company law and commercial contract law, and apply relevant law to established facts							
	5. To select and check different data decisions on various legal issues r	 To select and check different databases on legal sources, case law and relevant legal literature and propose decisions on various legal issues related to corporate governance and commercial contract law in tourism. 							
	 To justify and draw up drafts of si well as individual trade contracts tourism. 	5,6							
	7. To argument and recommend prop of tourism workers for a particular		nal forms of companies and contra	ctual relations and employment	5,6				
	Constructive alignment								
	no Thematic unit	LO of the course	Content/teaching methods	Evaluation	Time				
2.5. Course content according to detailed curriculum schedule	¹ Introduction into the course and detailed plan.	-	Listen to lectures. Work independently on computer, get to know course content and e-learning documents.	-	4 h				
	2. COMMERCIAL LAW, COMPAN LAW AND LABOR LAW TOURISM - Commercial La Company Law, Labour Law, Leg	N w, 1,3,5	They listen to a lecture, browse databases and read literature	The colloquium or written / oral define basic concepts of law firm management companies, as well basics and principles of labour la analyse the principles in this area	as the 6 h w. They				

	Sources, Corporate Governance, Tourism Law Development			Establish and interpret the legal framework for the organization of companies.	
3.	GENERAL CHARACTERISTICS OF COMPANY - trader, trade association, the difference compared to other forms of enterprises (crafts, etc.), pre-company, branches, business activity, company, address, entry into the register, conditions for the start of operations;	1-7	They listen to a lecture, browse databases and read literature. They listen to a lecture and read literature. At the exercises, independently and in a team, they analyse case studies and draw conclusions on the application of legal regulations to a specific factual situation, and draw up acts related to the registration of companies in the court register, or registration of trades. In group work on exercises, the brainstorming method is used and the method of discussing particular forms of company representation and trade name protection modalities.	Students can enumerate, differentiate and give an example of the basic common characteristics of companies in the colloquium or the written / oral exam, especially in relation to the protection of the company and representation of the companies, and the distinction in relation to the craft. Practical work created and presented (using computer programs independently).	8 h
4.	CRAFTS - content, method and conditions for performing crafts, types of crafts, rights and obligations of craftsmen, education and training for performing related crafts, institute of domestic craft and secondary profession, legal entity that performs crafts, organization of crafts FAMILY FARMING (OPG) - conditions for performing the agricultural economic activity and related supplementary activities	1-7	They listen to a lecture and read literature. At the exercises, they independently and in a team analyse practical examples and draw conclusions on the application of legal regulations to a specific factual situation, and draw up acts relating to the establishment and registration of crafts and family farms.	At the colloquium or written / oral exam, they can define crafts and family farms, indicate their common and different characteristics in relation to companies, or analyse and explain the modalities of managing these entrepreneurial forms. Practical work drafted and presented (using computer programs and sources of case law and other legal practice independently).	14 h

	carried out on the family agricultural holding as an organizational form, manner and conditions for entry in the register				
5.	PERSONAL SOCIETIES - the concept of company of persons, partnership, public company PERSONAL SOCIETIES - limited partnership, secret society, economic interest association	1-6	They listen to a lecture and read literature. At the exercises, independently and in a team, they analyse case studies and draw conclusions on the application of legal regulations to a specific factual situation, and draw up acts relating to the establishment of certain types of companies of persons	At the colloquium or the written / oral exam, they can define the societies of persons, indicate their common and distinctive characteristics, or analyse and explain the modalities of managing these societies. Practical work drafted and presented (using computer programs and sources of case law and other legal practice independently).	12 h
6.	LIMITED LIABILITY COMPANY - term, incorporation, legal relations between members, bodies, simple limited liability company;	1-7	They listen to a lecture and read literature. They exercise case studies independently and, in a team, and draw conclusions on the application of legal regulations to a specific factual situation, and draw up acts relating to the establishment of joint stock companies.	At the colloquium or the written / oral exam they can define the companies of the capital, state their common and different characteristics, that is, analyse and explain the modalities of management of the limited liability companies. Practical work drafted and presented (using computer programs and sources of case law and other legal practice independently).	14 h
7.	JOINT STOCK COMPANY - term, share capital, shares, incorporation;	1-7	They listen to a lecture and read literature. They exercise case studies independently and, in a team, and draw conclusions on the application of legal regulations to a specific factual situation, and draw up acts relating to the establishment of joint stock companies.	At the colloquium or the written / oral examination, they can define the companies of the capital, state their common and different characteristics, that is, analyse and explain the modalities of founding joint stock companies and explain the term shareholding. Practical work drafted and presented (using computer programs and sources of	14 h

8.	JOINT STOCK COMPANY - monistic and dualistic structure of corporate governance, termination of joint stock companies;	1-7	They listen to a lecture and read literature. They exercise case studies independently and, in a team, and draw conclusions on the application of legal regulations to a specific factual situation, and draft acts related to corporate governance modalities. They listen to a lecture and	case law and other legal practice independently). At the colloquium or the written / oral exam they can define the companies of the capital, state their common and different characteristics, that is, analyse and explain the modalities of management and termination of the joint stock companies. Practical work drafted and presented (using computer programs and sources of case law and other legal practice independently).	14 h
9.	EUROPEAN COMPANY LAW - Legal Wells, European Society (SE), European Economic Interest Association, European Cooperative Society; STATUS CHANGE AND TERMINATION OF TRADING COMPANIES - Status changes, transformation, bankruptcy, ways of termination of companies;	1-7	read literature. They use multimedia and networking. The types and peculiarities of European society (SE) and EGIU, the status changes of companies are presented and acts related to the implementation of status changes are elaborated. Modalities for termination of companies are analysed, including bankruptcy proceedings and the impact of bankruptcy on corporate governance. In the group work on seminar teaching, the brainstorming method and the discussion method on the topic are applied.	At the colloquium or the written / oral exam, they can define and interpret the specificities of European societies and the status changes and transformation of societies. Suggest a specific status change depending on specific business and other indicators. Practical work drafted and presented (using computer programs and sources of case law and other legal practice independently).	10 h
10.	TOURISM LABOR LAW - employment contract, other forms of	1-7	They listen to a lecture and read literature.	At the colloquium or written / oral exam, they know how to determine and	10 h

	employment of staff in tourism, seasonal work, student employment, working hours, flexible forms of work, vacations and leave, wages, termination of employment, protection of workers' rights, collective labour, encouragement employment in tourism		At the exercises, they demonstrate the process of hiring tourism workers and exercising their employment rights.	interpret the peculiarities of the working relationships of workers in the tourism and catering sector. Prepared and presented practical work (independently using computer programs and sources of judicial and other legal practice).	
11	HOTELS AND RESTAURANTS - Legal Sources, Catering Facilities - Classification and Categorization, Conditions for Performing Catering Services, Legal Framework for Hotel Management	1-6	They listen to a lecture and read literature. They use multimedia and networking. In group work on exercises, the brainstorming method and the discussion method on the topic are applied.	At the colloquium or the written / oral exam they can define the legal framework for catering. Practical work drafted and presented (using computer programs and sources of case law and other legal practice independently).	10 h
12	TOURISM SERVICES - tourism services and entities, legal framework for tourism services	1-7	They listen to a lecture and read literature. They use multimedia and networking. In group work on exercises, the brainstorming method and the discussion method on the topic are applied.	At the colloquium or written / oral exam, they can categorize and define the provision of services of a travel agency, tour guide, travel companion, tourist animator, travel agent, tourist services in nautical tourism, tourist services in a farm or family farm, tourist services in other forms of tourist offers and other services provided to tourists in connection with their travel and stay. Practical work drafted and presented (using computer programs and sources of case law and other legal practice independently).	12 h
13	COMMERCIAL CONTRACT LAW AND CONTRACTS IN TOURISM - term, legal sources, general part of obligatory law, principles of obligatory law, conclusion of contracts, types of commercial contracts	1-7	At the exercises, independently and in a team, they analyse examples from contractual practice and draw conclusions about the rights and obligations of the contracting parties, as well as	At the colloquium or the written / oral exam, they can define the basic concepts of compulsory law and propose a specific contract for a specific prana and business situation. Practical work drafted and presented (using computer programs and sources of	12 h

			optimal contractual solutions for a concrete relationship between the parties. At the exercises, they demonstrate the process of drawing up simple contracts.	case law and other legal practice independently).	
14.	TOURISM CONTRACTS 1 - direct hotel service contract, catering contract, food and beverage service contract, camping services contract, accommodation agreement for tourist apartments	1-6	They listen to a lecture and read literature. At the exercises, independently and in a team, they analyse examples from contractual practice and draw conclusions about the rights and obligations of the contracting parties, as well as optimal contractual solutions for a concrete relationship between the parties. At the exercises, they demonstrate the process of drawing up simple contracts.	At the colloquium or the written / oral exam, they can define the basic concepts of compulsory law and propose a specific contract for a specific prana and business situation. Practical work drafted and presented (using computer programs and sources of case law and other legal practice independently).	12 h
15.	TOURISM CONTRACTS 2 - travel contract, hotel agency agreement, allotment agreement, catering facility lease agreement, catering facility time agreement, franchising agreement, other tourism contracts	1-6	They listen to a lecture and prepare individually for the exam. At the exercises, independently and in a team, they analyse examples from contractual practice and draw conclusions about the rights and obligations of the contracting parties, as well as optimal contractual solutions for a concrete relationship between the parties. At the exercises, they demonstrate the process of drawing up simple contracts.	- At the colloquium or the written / oral exam, they can define the basic concepts of compulsory law and propose a specific contract for a specific prana and business situation. Practical work drafted and presented (using computer programs and sources of case law and other legal practice independently).	20 h

3. EVALUATION OF STU	JDENTS` WORK								
3.1. Students' obligations	 In accordance with the Regulations on Studying and the Regulations on Student Assessment and Evaluation: for all full-time students' attendance of at least 70%. Part-time students are required to attend classes at least 50%. All students are required to carry calculator and formulae list. Students who have during the course achieved: from 0 - 24,9% ECTS credits- are rated F (unsuccessful) and cannot obtain ECTS credits, and must re-enrol in the next academic year. from 25 - 49,9% - are assessed by FX (insufficient) and must pass the written exam (test). Written exam (test) can be held in a regular or extraordinary exam period. more than 50% - students have the right to take the final exam. Students can take the final exam from the course in two ways: a) during the course of teaching through continuous monitoring of students (active participation in classes and through three colloquia); b) by passing the exam (written and oral part of the exam). 								
2.2. Manitanin a student	Attendance	2	Written exam	3 (withou	t colloquia)	Project			
3.2. Monitoring student work (enter the share of	Experimental work		Research			Practical work	0,5	0,5	
ECTS credits for each activity so that the total number of ECTS points	Essay	Essay				Continuous examination			
corresponds to the credit score of the course)	Colloquium	3,5 (without written exam)	Seminar paper	0,5		Other			
score of the course)	Class activity	0,5	Oral exam	0,5 (with	out colloquia)	Other			
3.3. Student workload 4. GRADING SYSTEM	Student workload on all bases for 1 ECTS credit is 30 hours in a semester and is estimated as: 60 hours 1. Attending classes 60 hours 2. Creation of practical work, seminar paper and presentation 15 hours 3. Preparing colloquia or exams through individual work 45 hours								
4.1. Grading seminar papers									
4.2. Grading colloquia/ written and oral exam	Unsatisfactory		Satisfactory		Above average				
	know how to apply basic terms, concepts		difficulty imparts new understands the material, expla	Reproduces the basic concepts and without ifficulty imparts new knowledge, nderstands the material, explains the terms nd concepts supported with examples.		Knowledge is at the level of analysis, synthesis and evaluation. Observes the principles, accurately and thoroughly explains the content of the material, and logically connects and explains the terms and concepts supported with examples. Finds solutions that were not originally given. Notes correlations with related material.			

	Active course attendance	70-74,9% of attendance	75-79,9% of attendance	80-89,9% of attendance	90-100% of attendance	
		2 points	5 points	10 points	20 points	
	Colloquia/ Written exam Oral exam	2	3	4	5	
4.3. Final grade according to evaluation elements		50-64,9%	65-79,9%	80-89,9%	90-100%	
		25 points	30 points	35 points	40 points	
		2	3	5	5	
		25 points	30 points	35 points	40 points	

4.3. Final grade according		Percentage of acquired knowledge, skills and competences (teaching + final exam)	Numerical grade	ECTS grade			
to absolute division		90-100%	5 (excellent)	А			
		80-89,9%	4 (very good)	В			
		65 - 79,9%	3 (good)	С			
		50 - 64,9%	2 (satisfactory)	D			
5. ADDITIONAL COURS	E INFORMATIO	DN					
5.1. Compulsory literature	,		Title			Number of copies in the library	Availability via other media
(available in the library and via other media)	ZLATOVIĆ, D., Upravljanje trgovačkim društvima, Libertin naklada, Rijeka, 2014. (Selected articles) 5						
	BOGDAN, LJ.,	Pravo u turizmu, Međimurs		on-line			
5.2. Additional literature (at the moment of changes and/or amended of study programme)	PETROVIĆ, S., CERONJA, P., Osnove prava društava, Pravni fakultet u Zagrebu, Zagreb, 2013. GORENC, V., ŠMID, V., Poslovno pravo u turizmu i ugostiteljstvu, Školska knjiga, Zagreb, 1999. Zakon o trgovačkim društvima Zakon o sudskom registru Zakon o obveznim odnosima Zakon o pružanju usluga u turizmu Zakon o ugostiteljskoj djelatnosti Zakon o turističkim zajednicama i promicanju hrvatskog turizma Zakon o radu Zakon o poticanju zapošljavanja Zakon o obavljanju studentskih poslova						

	The control of students' work quality and the acquisition of necessary knowledge and skills will be ensured through interactive work. By keeping track of
5.3. Quality assurance	attendance and student activity during classes and provided information on students` progress through short colloquiums and homework, information for further
methods that ensure the	guidance to students will be provided in order to increase the efficiency of their work. Students will be informed about their rights and obligations as well as
acquisition of knowledge,	the methods of work and the required literature.
skills and competences	Indicators of quality assurance system: Student survey, monitoring of annual data from the Croatian employment service on the annual state of student
	employment, surveys from employers and Alumni association.
	It is the responsibility of each student to be regularly informed about the course, the coursework, and the classroom activities. All notices of classes or possible
5.4. Informing about the	adjournment will be published in a timely manner on the Intranet site of the course and on the website of the Šibenik University. Students can contact teachers
course and contacting the	during the consultation period (at least one hour per week), while for short questions and explanations they can be contacted during class. It is also possible to
teacher	ask questions by e-mail (from the official e-mail address at @ vus.hr), which will be answered as soon as possible (no later than five working days after receiving
	the e-mail).

1. GENERAL INFORMATION ABOUT THE SUBJECT								
1.1. Title	Food and Nutrition	1.8. ISVU course code	201478 201917					
1.2. Lecturer	PhD Nikolina Gaćina, Sen.Lec.	1.9. MOZVAG course code						
1.3. Assistants and/or associates	None	1.10. Forms of teaching (number of hours Lecturing +Practical exercises + Seminars + e learning)	(45+0+15+0)					
1.4. Study programme (specialist, undergraduate, graduate)	Professional Undergraduate Studies of Tourism Management	1.11. Level of e- learning application (1 st , 2 nd , 3 rd level), percentage of on-line course performance (max. 20%)	1 st – materials available On-line, 0%					
1.5. Course status (obligatory, optional)	Obligatory	1.12. Number of course revisions	3.					
1.6. Study year	1 st	1.13. Modernization	yes 🗆 no					
1.7. Credit score (ECTS)	6	1.14. Percentage estimate of course changes and/or supplements	Less than 20% More than 20 %					
2. COURSE DESCRIPTION	2. COURSE DESCRIPTION							
2.1. Course objectives The goal is to provide students with theoretical knowledge and case studies: • To understand the basic classification of food and drink and its nutritional and energy specificities • To understand the importance of diet and the interaction of food intake and health • To learn to recognize the importance of Croatian indigenous foods, food and beverages and their application in tourism • To understand the importance of fluid intake • To apply the learned content of this course in business practice.								

2.2. Terms of course entry and required competences	Four-y	Four-year secondary education completed; qualification level 4.2 according to the CROQF.								
	LO 2: '	To organize and lead team work and critically evalu	ate the opinion	s and attitudes of team stakeholders						
2.3. Learning outcomes on the	LO 3: 7	Γο independently and responsibly search relevant li	iterature for dec	ision-making and conclusion in Croatian a	and foreign language					
study programme level	softwa	re tools for document preparation, presentation and	budget implem	entation	ned topics and tasks (case studies, projects, seminars)	-				
		LO 13: To analyse the new roles of organizations, systems, processes, products and services and quality standards in the enterprise and propose the valorisation of new trends in enterprise and organizations								
	Lear	ning outcomes towards Bloom's taxonon o two verbs per LO)	ny:		· · · · · · · · · · · · · · · · · · ·	CO Level: 3. Recapture, 4. Understanding, 5. Application, 6. Analysis, 7. Evaluation, 8. Synthesis				
2.4. Expected learning outcomes on the course level	1. To analyse and differentiate the function of food and individual nutrients in the human body									
	2. To analyse and differentiate the role of foods of animal origin, their energy and nutritional value									
	3. To analyse and distinguish between the role of foods of plant origin, their energy and nutritional value									
	4. To analyse and comment on the labelling of Croatian products, authentic Croatian food and drinks									
	5. To choose and compare methods for preserving, storing and packaging food.									
	6. To analyse and compare the production of wine, beer and spirits									
	7. To present the acquired knowledge, ideas, problems and solutions independently and in a team									
	8. To u	se materials and tools to search scientific and profe	essional literatur	e in their native and English languages		3, 4, 5, 6				
	Cons	tructive alignment								
	No:	Thematic ensemble / Lecture Topic	Course LO	Content / Teaching Method	Evaluation	Time needed				
2.5. Course content according to detailed curriculum schedule	1	Introduction to the course and detailed curriculum. Parameters for creating a seminar paper and selecting a topic for the paper.	-	Listen to the lecture.	-	2 hours				
		Digestion. Nutrition. Food.	1, 7, 8	They listen to a lecture, watch multimedia, present a seminar paper, followed by a discussion, and read literature.	At the colloquium or the written and oral exam they know: define the basic concepts of nutrition science, describe the course of food digestion.	6hours				
	2.	Nutrients. Carbohydrates, fats, proteins. Water. Daily food intake.	1, 7, 8	They listen to a lecture, present a seminar paper, followed by a discussion, and read literature.	At the colloquium or the written and oral exam they know: to define and classify basic macronutrients,	10 hours				

				explain their primary role in the human body and evaluate good nutritional sources of the same;	
3.	Vitamins and minerals. Essential nutrients.	1, 7, 8	They listen to a lecture, present a seminar paper, followed by a discussion, and read literature.	At the colloquium or the written and oral exam they know: to define and classify micronutrients, explain their primary role in the human body and evaluate good nutritional sources of them. They know how to list, distinguish and give an example of essential nutrients.	10 hours
4.	Milk and dairy products. Alternative milk. Croatian indigenous dairy products.	1, 2, 4, 7, 8	They listen to a lecture, present a seminar paper, followed by a discussion, and read literature.	At the colloquium or written and oral exam they know: to classify and describe types of milk and dairy products, to explain their energy and nutritional value, to enumerate and describe indigenous Croatian dairy products.	10 hours
5.	Meat and meat products. Eggs. Croatian indigenous meat products.	1, 2, 4, 7, 8	They listen to a lecture, present a seminar paper, followed by a discussion, and read literature.	At the colloquium or the written and oral exam they know: to classify and describe the types of meat and meat products, to explain their energy and nutritional value, to enumerate and describe the indigenous Croatian meat products.	8 hours
6.	Fish and fish products, molluscs, shellfish, crustaceans. 1. colloquium.	1, 2, 7, 8	They listen to a lecture, present a seminar paper, followed by a discussion, and read literature.	At the colloquium or the written and oral exam they know: to classify fish of sea and freshwater, to explain the role of fish and other seafood in human nutrition.	8 hours
7.	Vegetables and vegetable products.	1, 3, 4, 7, 8	They listen to a lecture, present a seminar paper, followed by a discussion, and read literature.	At the colloquium or the written and oral exam they know: to classify and describe particular groups of vegetables and their energy and nutritional value, to name and describe Croatian indigenous vegetable varieties.	10 hours
8.	Fruits and fruit products.	1, 3, 4, 7, 8	They listen to a lecture, watch multimedia, present a seminar paper, followed by a discussion, and read literature.	At the colloquium or the written and oral exam they know: to classify and describe particular groups of fruits and their energy and nutritional value, to name and describe Croatian indigenous fruit varieties.	10 hours
9.	Cereals and cereal products.	1, 3, 4, 7, 8	They listen to a lecture, watch multimedia, present a seminar paper, followed by a discussion, and read literature.	At the colloquium or the written and oral exam they know: to classify and describe individual cereals and pseudo-cereals, to explain their energy and nutritional value, to classify gluten-free and gluten- free cereals.	8 hours
10.	Vegetable fats and oils.	1, 3, 4, 7, 8	They listen to a lecture, present a seminar paper, followed by a discussion, and read literature.	At the colloquium or the written and oral exam they know: to classify and describe particular types of vegetable fats and oils, to explain their energy and nutritional value.	4 hours
11.	Confectionery products. 2. colloquium.	1, 3, 4, 7, 8	They listen to a lecture, present a seminar paper, followed by a discussion, and read literature.	At the colloquium or the written and oral exam they know: to classify and describe particular types of confectionery products, to compare them and to analyse their energy and nutritional value.	4 hours

	12.	Food preservation. Food pac	kaging.	1, 2, 3, 4, 5, 7, 8	They listen to a lecture, seminar paper, followed discussion, and read lite	i by a	can: define and methods, analy type of food pr preservation of life, analyse the individual meth	um or the written and oral exam they describe the types of preservation se the applicability depending on the oducts in terms of better nutritional value and longer shelf e advantages and disadvantages of nods and evaluate the combination of vation methods.	10 hours	
	13.	Wine technology. Wine class autochthonous wines.	sification. Croatian	1, 2, 3, 4, 5, 7, 8	They listen to a lecture, multimedia, present a su followed by a discussio literature.	eminar paper,	know: to define compare differe	um or the written and oral exam they e and describe types of wine, to ent technologies of wine production, ribe Croatian autochthonous wines.	10 hours	
	14.	Beer technology. Strong alco Croatian strong alcoholic bev colloquium.		1, 2, 3, 4, 5, 7, 8	They listen to a lecture, multimedia, present a s followed by a discussio literature.	eminar paper,	know: define as explain the bas enumerate and	um or the written and oral exam they nd describe types of beer and spirits, ic raw materials for their production, describe the specifics of Croatian spirits and world-renowned ages.	10 hours	
	15.	Concluding Observations / R preparing for the exam.	Repeat and		They listen to a lecture individually for the exa				40 hours	
3. EVALUATION OF STUDEN	T WO	RK								
		In accordance with the Regulations of Studying and the Regulations on Student Assessment and Evaluation: for all regular students attend at least 70% attendance. Part-time students have the obligation to attend at least 50% of lectures. All students must create, present and positively colloquy seminar paper.								
3.1. Students` obligations	Studen a) duri colloqu	From 25 – 49,9% ECTS cr More than 50% ECTS creates ts can pass the final exam in tw ng the course through continuo iia);	edits- is rated F (unsuc redits - is rated FX (in dits - students have th wo ways: pus student attendance	hadequate) and he right to acce	has to come out and pass ss the final exam of the su pation in the lessons, solv	the test (exam). bject.	A written exam of making and pres	an be held in a regular or extraordinates and be held in a regular or extraordinates and project senting the seminar paper and project	passing two	
	b) duri Attend			Ũ	ies, creating and presentir n exam	g the seminar pa 3 (without colle		and passing the exam (written and or Project	al exam).	
3.2. Monitoring student work (enter the share of ECTS credits	Experi	mental work		Resear	rch	-		Practical work		
for each activity so that the total number of ECTS points	Essay			Repor	t			Continuous examination		
corresponds to the credit score	Colloq	11111m	vithout the written and l exams)	l Semin	eminar paper 1			Other (inscribe)		
of the course)	Class a	activities 0, 5		Oral e	xam	1 (without colle	oquiums)	Other (inscribe)		

	The student's workload on	all basis's amounts to 1	ECTS point for 3	0 hours o	of work per semester and	is estima	ted as:	
	Commitment				Hours (estimate)			
3.3. Student workload	1. Attending classes				60			
	2. Creating and Presen	ting seminar paper			20			
	3. Preparation for the C	Colloquium / exam through sel	f-study		100			
4. GRADING								
	Valuation Element	Poor			Satisfying		Above average	
	Organization	The paper is not organize order and its structure is		distinct	he paper is well structured with a clear istinction between the introduction, the nain part of the text and the conclusion.		The paper is well-structured with a clear distinction between the introduction, the main part of the text and the conclusions that are perfectly logically linked to one another	
4.1. Seminar paper grading	Terminology, writing style	Words and phrases are lo with official terminology not appropriate, sentence modest vocabulary, and f repeated grammatical mi	. Writing style is s are too long, requent and	Words and phrases are aligned with official terminology. The writing style is appropriate, the sentence structure is clear, the vocabulary is appropriate and has little grammatical errors.		is clear,	Words and phrases are aligned with official terminology and show an understanding of their meaning. The writing style is excellent, the sentences are clear and concise, the vocabulary is rich and there are no grammatical errors.	
	Quoting and referencing	Sources are not specified references do not match to a superficial approach to	he topic and show	errors. T the subj	Sources are listed, but incomplete and with errors. The references are appropriate for the subject and show a satisfactory research attitude.		Sources are accurate, complete and consistent. The references are appropriate, their list is "rich" and comprehensive and shows a robust research approach.	
	Poo	or		Satisf	ying		Above average	
4.2. Colloquium / exam grading	Student answers by memory understanding of the subject apply basic terms, concepts able to support the content of examples.	t. Does not know how to and knowledge, nor is	new knowledge, understand		es basic terms, without difficulty transfers ledge, understands subject matter, explains and the notions that substantiate by		Knowledge is at the level of analysis, synthesis and evaluation. It observes legitimacy, accurately and thoroughly explains the content of the subject, and logically links and explains the terms and concepts that it encapsulates. Find solutions that are not originally given. There is a correlation with correlative subjects.	

	Active participation in the	70-75% of attendance	76-86% of attendance	87-100% of attendance	Case studies resolved
4.3. Creating a final grade	lessons	3 points	4 points	5 points	5 points
according to evaluation elements	Pasaarah napar	2	3	4	5
	Research paper	5 points	7 points	8 points	10 points

		2			3	4		5
	Colloquium / writter exam	n 50-64,9	%		65-79,9%	80-89,9	%	90-100%
	exam	25 poin	pints 35 points		40 poin	ts	50 points	
		2			3	5		5
	Oral exam	15 poin	ts		20 points	25 poin	ts	30 points
4.4. Creating a final grade		Percentage of adopted knowledge, skills and competences (teaching + final exam)	Numerou	ıs grade	ECTS grade		I	
according to absolute allocation	ļ	90-100%	5 (exce	,	A			
	-	80-89,9% 65-79,9%	4 (very 3 (go	0 /	B			
		50-64,9%	2 (suffi	/	D			
5. ADDITIONAL INFORMAT	TION ABOUT THE	E COURSE						
			Number of copies in the library	Availability via other media				
5.1. Compulsory literature	1. Gaćina, N. Šibenik.	(2013). Food and beverage t		Available on the Intranet pages of the Šibenik University				
(available in the library and through other media)	2. Katalinic, V Split.	V. (2011). Basic nutrition kno		On-line				
unougn outer media)		B. (2008). Groceries. nutrition elected chapters)	8					
	 Mandic, M. Osijek. 	. (2007). Nutrition science. J.		On-line				
5.2. Additional literature (at	1. Gaćina, N. (20	016). Nutrition and Tourism:		Available on the Intranet pages of the Šibenik University				
the moment of changes and/or		(2012). Nutrition trends. Facu		•	ty Management, Opatij	a.	4	
amended of study		eho, L. (2009). 21st Century					1	
programme)		G. (2008). The healthiest food			<u>e</u>		3	
	5. Mahan, K. Luise, Miss	L., Esoot Stumo, S. (2008). H souri.	1					
5.3. Quality assurance methods that ensure the acquisition of knowledge, skills and competences	classes and provided info of their work. Students v	work quality and the acquisitior formation on students` progress t will be informed about their right urance system: Student survey, r	hrough short colle is and obligations	oquiums and ho as well as the n	mework, information for a nethods of work and the re	further guidance to stude equired literature.	ents will be provided in order to	o increase the efficiency

	tion on the course with the teacher	It is obligatory for every student to regularly inform about the course, teaching and teaching activities. All information about teaching or any delay in teaching will be published on the Intranet pages of the course and on the web pages of the Šibenik University. Students can contact the teachers during the consultation term (at least one hour per week), while brief questions and explanations can be addressed during classes. It is possible to ask questions by e-mail (from the official e-mail address from the domain @ vus.hr) that will be answered in a short time (no later than five working days from the receipt of e-mail).
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1. GENERAL INFORMATION									
1.1. Course lecturer	Ivana Bratić, prof., Sen. Lec.	1.8. Course code in ISVU	129824						
1.2. Course title	Business English 2	1.9. Course code in MOZVAG							
1.3. Assistants and/or associates		1.10. Forms of teaching (number of hours Lecturing +Practical exercises + Seminars + e learning)	(30+15+0+0)						
1.4. Study programme (specialist, undergraduate, graduate)	Professional Undergraduate Study of Tourism Management	1.11. Level of e-learning application (1 st , 2 nd , 3 rd level), percentage of on-line course performance (max. 20%)	1 st , course materials are on-line, 0%						
1.5. Course status (obligatory, optional)	Obligatory	1.12. Number of course revisions	2						
1.6. Year of study	1 st	a. Modernization	Yes						
1.7. Credit score (ECTS)	3	1.14. Percentage estimate of course changes and/or supplements	Less than 20%X□More than 20 %□						
2. COURSE DESCRIPTION									
2.1. Course objectives		English 2 is to master basic vocabulary in English related to the least s in spoken and written English. Mastering new lexical units and c competences at B1 level.							
2.2. Terms of course entry and required competences	Four-year secondary education comp level.	leted; Possession of a Level 4.2 qualification according to the CRO	QF. Proficiency in English at minimum B1						
2.3. Learning outcomes on the study programme level	LO2: To organize and lead team wor LO3: To independently and responsil LO6: To analyse and relate basic con LO10: To develop team and interpe	level. LO1: To apply and link economic terms in more complex written and oral communication in Croatian and foreign languages. LO2: To organize and lead team work, and critically evaluate the opinions and attitudes of team stakeholders. LO3: To independently and responsibly search the relevant literature for decision-making and conclusion in Croatian and foreign languages. LO6: To analyse and relate basic concepts and apply content related to economics, management, accounting and finance. LO10: To develop team and interpersonal teamwork skills, master communication and case study skills (case studies, projects, seminars) using advanced software tools for document preparation, presentation and budget implementation.							

	Lear	rning outcomes according to the Bloo	om`s taxon	omy: (up to two verbs per LO)			embering, erstanding, ication, esis, pation,		
		o understand and apply the basic term			Ŭ.		2,3		
2.4. Expected learning outcomes on		solve and apply grammatical structu		*	en language		3		
the course level		solve and interpret grammatical task					3	+	
		b develop and demonstrate a brief pre- b analyse and compare differences in			in The all th		3	\square	
		7 1		6	in English		4 5	+	
	6. To	select and evaluate one of the topics	within the	course			5		
	7. To	explain and translate specific busine	ess text				6		
	8. To	. To prepare and compose an essay in English					6		
	Cons	Constructive alignment							
	no	Thematic unit	LO of the course	Content/teaching methods	Evaluation		Time		
	106.	Introduction into the course and detailed plan.	-	Listen to lectures. Work independently on computer, get to know course content and e-learning documents.	-		2 h		
2.5. Course content according to detailed curriculum schedule	107.	Outsourcing: "The great job migration " Offshoring, Collocations Making and responding to suggestions	1, 4, 6, 7, 8	Students go through the text in English. They deal with the new and / or unfamiliar vocabulary and professional terms, paraphrase them into English and offer adequate translation into Croatian. They answer the questions.	At the colloquium or the written and ora students are able to explain in their own concepts of outsourcing and offshoring a argue the reasons for outsourcing. Stude able to paraphrase new professional Eng into English and use them correctly in sp writing.	words the and to nts will be lish terms beaking and	4 h		
	108.	Modal verbs Sentence competition and translation	2, 3, 4, 6	Students listen to a lecture. They solve tasks.	In the colloquium or the written and oral students know how to use English modal correctly in the context of a sentence in s writing.	l verbs	4 h		
	109.	Conditionals; Type 1 The conditional sentences, practice	2, 3, 5	Students listen to a lecture. They solve tasks.	In the colloquium or the written and oral students are able to properly structure as a suitable type 1, use a condition 1 in spe writing, and explain the formation and m	sentence of eech and	4 h		

110.	Conditional sentence; Type 2 and Type 3	2,3,5	Students listen to a lecture. They solve tasks.	St the colloquium or the written and oral exam, students are able to properly structure the sentences of the appropriate type 2 and 3. They will be able to use them in speech and writing and to explain the formation and meaning.	4 h
111.	Passive voice	2, 3, 5	Students listen to a lecture. They solve tasks related to mixed verb tenses.	At the colloquium or the written and oral exam, students can translate the active sentence into passive and vice versa in speech and writing, taking care of the correct use of verb tenses, pronouns and adverbs of tense.	4 h
112.	Review 1	1, 3, 4, 5, 6, 7, 8	Students solve grammar tasks and tasks related to understanding, translation and paraphrasing.	Students are able to complete grammar assignments in writing related to grammar units processed during the course. With regard to vocabulary exercises, they will be able to accurately use new vocabulary and phrases in the text.	6 h
113.	Recruitment; Hiring for the future Relative pronouns Word-building	1, 4, 6, 7, 8	Students go through the text in English. They deal with the new and / or unfamiliar vocabulary and professional terms, paraphrase them into English and offer adequate translation into Croatian. They answer the questions.	At the colloquium or the written and oral exam students can explain the term "recruitment" and other professional vocabulary related to the same term. They know how to identify new and / or unfamiliar vocabulary and professional expressions in a new context, paraphrase the same expressions into English and find an adequate translation into Croatian. As a verification of understanding, they are able to independently translate the text in English and answer the questions asked.	4 h
114.	Relative pronouns	2, 3, 5	Students listen to a lecture. They solve tasks.	Students may use (in speech and writing) relative pronouns in the colloquium or the written and oral exam.	4 h
115.	Counterfeiting Imitating property is theft Prefixes Career skills; Giving reasons	1, 4, 6., 7, 8	Students go through the text in English. They deal with the new and / or unfamiliar vocabulary and professional terms, paraphrase them into English and offer adequate translation into Croatian. They answer the questions.	At the colloquium or the written and oral exam students can explain the term "counterfeiting" and what is the difference between the term patent, copyright and trademark and other professional vocabulary related to the topic. Know how to spot new and / or unfamiliar vocabulary and vocabulary in the text, paraphrase the same expressions into English and find an adequate translation into Croatian, and retell the text in English and answer the questions asked.	10 h
116.	Markets; "Going, going, gone"	1, 4, 6., 7, 8	Students go through the text in English. They deal with the new and / or unfamiliar vocabulary and professional terms, paraphrase them into English and offer adequate translation into Croatian. They answer the questions.	At the colloquium or the written and oral exam students can explain the term "marketplace", the terms negotiation, price setting, suppy / demand and electronic marketplace and other professional vocabulary related to the topic. You will be able to identify new and / or unfamiliar vocabulary and professional expressions in the text, paraphrase the same expressions into English and find an adequate	10 h

					translation into Croatian. As a verification of understanding, they will be able to independently translate the text in English and answer the questions asked.	
	117.	Lobbies Vocabulary and language check	1, 4, 6., 7, 8	Students go through the text in English. They deal with the new and / or unfamiliar vocabulary and professional terms, paraphrase them into English and offer adequate translation into Croatian. They answer the questions.	At the colloquium or the written and oral exam students can explain the term "lobbies" and other professional terminology. They will be able to manage themselves in a new context, notice new and / or unfamiliar vocabulary and professional expressions in the text, paraphrase the same expressions into English and find an adequate translation into Croatian. As a verification of understanding, they will be able to independently translate the text in English and answer the questions asked.	10 h
	118.	Reported speech Reported sentence formation	2, 3, 5	Students listen to a lecture. They solve tasks.	At the colloquium or the written and oral exam, students know how to translate a sentence from administrative into unprompted speech. They know how to form inappropriate sentences in statement, interrogative and exclamation points (in writing and speaking).	4 h
	119.	Communication "Coping with infoglut" Information overload	1, 4, 6, 7, 8	Students go through the text in English. They deal with the new and / or unfamiliar vocabulary and professional terms, paraphrase them into English and offer adequate translation into Croatian. They answer the questions.	At the colloquium or the written and oral exam students can explain the term "information overload" and the terms and professional vocabulary related to the topic. Know how to spot new and / or unfamiliar vocabulary and vocabulary in the text, paraphrase the same terms into English, and find an adequate translation into Croatian. As a verification of understanding, they will be able to independently translate the text in English and answer the questions asked.	4 h
	120.	Review 2	1, 2, 3, 4, 5, 6, 7, 8,	Students solve grammar tasks and tasks related to comprehension, translation and paraphrasing.	Students know how to complete grammar assignments in writing related to grammar units processed during the course. With regard to vocabulary exercises, they will be able to use new vocabulary and phrases accurately in the text.	15 h
3. EVALUATION OF STUDENTS						
3.1. Students` obligations	least 7 Studen	0%. Part-time students are required to att ts who have during the course achieved:	end classes a	at least 50%. All students are requ	nd Evaluation: for all full-time students atten ired to carry calculator and formulae list. edits, and must re-enroll in the next academic	

	 from 25 - 49,9% - are assessed by FX (insufficient) and must pass the written exam (test). Written exam (test) can be held in a regular or extraordinary exam period; more than 50% - students have the right to take the final exam. Students can take the final exam from the course in two ways: a) during the course of teaching through continuous monitoring of students (active participation in classes and through three colloquia); b) by passing the exam (written and oral part of the exam). 							
	Attendance 0,5		Writter	n exam	1 (without	colloquia)	Project	
3.2. Monitoring student work (enter	Experimental work		Resear	ch			Practical wor	rk
the share of ECTS credits for each activity so that the total number of ECTS points corresponde to the	Essay		Report				Continuous examination	
ECTS points corresponds to the credit score of the course)	COLLOGIIIIIIM	2 (without written exam)	Semina	ar paper			Other	
	Class activity	0,5	Oral ex	kam	1 (without	colloquia)	Other	
3.3. Student workload	lent workload on all bases for 1 ECTS credit is 30 hours in a semester and is estimated as: 3. Attending classes and exercises 45 hours 4. Preparing colloquia or exams through individual work 45 hours							
4. GRADING SYSTEM	• • •	•	•					
4.1. Grading seminar papers								
	Unsatis	actory	Satisfactory			Above average		
4.2. Grading colloquia/ written and oral exam	Student answers by memory, without deeper understanding of the subject. Does not know how to apply basic terms, concepts and knowledge, nor is able to support the content of the subject with examples.		Reproduces the basic concepts and without difficulty imparts new knowledge, understands the material, explains the terms and concepts supported with examples.			e, content of the material, and logically connects and explains the		
		70-74,9% of	attendance	75-79,9% of atte	endance	80-89,9% of	attendance	90-100% of attendance
4.3. Final grade according to	Active course attendan	ce 2 poin	,			10 points		20 points
evaluation elements	Colloquia/ Written exa	m 2		3		4		5
	Conoquia written exa	50-64,	9%	65-79,9%	ó	80-89	9,9%	90-100%

		25 points		30 poi	nts	35 po	ints	40	points
	Oral exam	2		3		5			5
		25 poin	ts	30 poi	nts	35 points		40	points
4.3. Final grade according to	knowle	age of acquired dge, skills and es (teaching + final exam)	Numer	rical grade	ECT	TS grade			
absolute division		0-100%	- (-	xcellent)		A			
		0-89,9% 5-79.9%		(good)		B C			
) – 64,9%		isfactory)		D			
5. ADDITIONAL COURSE INFOR	RMATION								
	Title							umber of copies in the library	Availability via other media
5.1. Compulsory literature (available in the library and via other media)	1. "Intelligent Business", Coursebook, Intermediate Business English, Tony Trappe, Graham Tullis, Pearson Longman (the mandatory part relates only to the topics described in this implementation plan)						an)	5	Available on the Intranet pages of the Šibenik University
other media)	 Bratić, I., "Osnovna gramatika engleskog jezika", Veleučilište u Šibeniku (e-edition) (the mandatory part relates only to the topics described in this implementation plan) 								
5.2. Additional literature (at the moment of changes and/or amended of study programme)									
5.3. Quality assurance methods that ensure the acquisition of knowledge, skills and competences	The control of students' work quality and the acquisition of necessary knowledge and skills will be ensured through interactive work. By keeping track of attendance and student activity during classes and provided information on students' progress through short colloquiums and homework, information for further guidance to students will be provided in order to increase the efficiency of their work. Students will be informed about their rights and obligations as well as the methods of work and the required literature. Indicators of quality assurance system: Student survey, monitoring of annual data from the Croatian employment service on the annual state of student employment, surveys from employers and Alumni association.								
5.4. Informing about the course and contacting the teacher	It is the responsibility of each student to be regularly informed about the course, the coursework, and the classroom activities. All notices of classes of possible adjournment will be published in a timely manner on the Intranet site of the course and on the website of the Šibenik University. Students can contact teachers during the consultation period (at least one hour per week), while for short questions and explanations they can be contacted durin class. It is also possible to ask questions by e-mail (from the official e-mail address at @ vus.hr), which will be answered as soon as possible (no lat than five working days after receiving the e-mail).					versity. Students can be contacted during			

1. GENERAL INFORMAT	TON							
1.1. Course title	Business German II	1.8. Course code in ISVU	129819 201920					
1.2. Course lecturer	Goran Crnica, prof., Sen.Lec.	1.9. Course code in MOZVAG						
1.3. Assistants and/or associates	-	1.10. Forms of teaching (number of hours Lecturing +Practical exercises + Seminars + e learning)	(30+15+0+0)					
1.4. Study programme (specialist, undergraduate, graduate)	Professional Undergraduate study of Tourism management	1.11. Level of e-learning application (1st, 2nd, 3rd level), percentage of online course performance (max. 20%)	1st, course materials are on-line, %					
1.5. Course status (obligatory, optional)	Optional	1.12. Number of course revisions	2					
1.6. Year of study	1st	1.13. Modernization	yes 🗆 no					
1.7. Credit score (ECTS)	3	1.14. Percentage estimate of course changes and/or supplements	Less than 20% More than 20 %					
2. COURSE DESCRIPTION								
2.1. Course objectives The aim of the course is to develop language structures, lexis and grammar from the business German language at elementary level. Special attention is given to perfecting the techniques of listening, reading, speaking and writing. Professional vocabulary should be mastered at an elementary level. The objectives also include the repetition and determination of basic tenses, the adoption of professional vocabulary related to the language of information technologies, as well as international and intercultural economic issues.								

2.2. Terms of course entry and required competences	Four-year secondary education completed; possessing a Level 4.2 qualification according to the CROQF. Knowledge of German at a minimum basic level (A1-A2) is desirable but not mandatory.							
	LO 1: To apply and link economic terms in more complex written and oral communication in Croatian and foreign language							
2.3. Learning outcomes on the	LO 3: To individually and responsibly search relevant literature for reaching solutions and conclusions in Croatian and foreign languages							
study programme level	LO 10: To develop team and interpersonal teamwork skills, master communication skills and presentation skills for assigned topics and tasks (case studies, projects, seminars) using advanced software tools for document creation, presentation and budget implementation							
2.4. Expected learning outcomes on the course level (4-10	Learning outcomes according to Bloom's taxonomy:	LO level: 1 - memory, 2 - understanding, 3 - application, 4 - analysis, 5- evaluation, 6 - synthesis						
learning outcomes)	1. To define and explain business German keywords	1,2						
rearing outcomes)	2. To explain and apply correctly grammatical structures and vocabulary in the field of Business German	2,3						
	3. To create independently and present content in the field of Business German	3						
	4. To analyse medium-sized professional texts and solve language tasks	4						
	5. To argue critically the views expressed and express your own views on the topic of Business German	5						
	6. To use part of the Common European Framework of Reference for Languages (CEF) level A1-A2 language competences to generate new ideas	6						

	Cons	Constructive alignment									
	r.br.	Thematic topic of the lecture	Thematic topic of the language exercises	LO of the course	Content / teaching method	Evaluation	Hours needed				
2.5. Course content according to detailed curriculum schedule	1	Wohnungssituation in Deutschland	Maskuline Nomen für Lebewesen; Substantivierte Adjektive	3,5,6	Students listen to the lectures. They work independently on the computer, inform themselves about the course content and eLearning documents. Students get to know each other in small groups, discuss the reasons for choosing their studies and explain what they expect from the studies. Group representatives present to their colleagues the similarities and differences of they have about German and other foreign languages.	In the oral part of the final exam, you introduce yourself or your colleagues. They express their opinion about their own linguistic progress and point out the shortcomings and strengths.	3				

2.	Sozialer Wohnungsbau in Wien	Präpositionen mit dem Dativ; Präsens von nehmen	1,4,5,6	Students listen to the lecture and take an active part by asking questions and answering questions. In the lectures, students are encouraged to engage in dialogue and discussion, as well as to express opinions and points of view. The four language skills (listening, speaking, reading and writing) are used extensively.	At the colloquium or in the written part of the final exam, the pupils define and explain the most important terms of the learning units. They solve language exercises that demonstrate an understanding of the meaning of key terms. In the oral part of the final exam, the students critically discuss their views on the unit topics and texts and use part of the general language skills at level A1 and A2 of the Common European Framework of Reference for Languages by presenting their ideas and findings.	3
3. Straßen un Verkehr in deutschen		Trennbare Verben	2,3,4,6	Students listen to a lecture on grammar and spelling. The students exchange their own experiences on a certain topic and practice language structures by formulating their own examples. Students apply grammar structures and solve grammar and spelling problems at the colloquium or in the written part of the final exam. In the oral part of the final exam, students use everyday examples to explain how to use cert grammatical structures.		3
4.	Keine Autos in der Innenstadt	Präpositionen mit Dativ und Akkusativ	1,4,5,6	Students listen to the lecture and take an active part by asking questions and answering questions. In the lectures, students are encouraged to engage in dialogue and discussion, as well as to express opinions and points of view. The four language skills (listening, speaking, reading and writing) are used extensively.	At the colloquium or in the written part of the final exam, the pupils define and explain the most important terms of the learning units. They solve language exercises that demonstrate an understanding of the meaning of key terms. In the oral part of the final exam, the students critically discuss their views on the unit topics and texts and use part of the general language skills at level A1 and A2 of the Common European Framework of Reference for Languages by presenting their ideas and findings.	3
5.	DasMobiltelefon verändert den Alltag	Komparativ und Superlativ	2,3,4,6	Students listen to a lecture on grammar and spelling. The students exchange their own experiences on a certain topic and practice language structures by formulating their own examples.	Students apply grammar structures and solve grammar and spelling problems at the colloquium or in the written part of the final exam. In the oral part of the final exam, students use everyday examples to explain how to use certain grammatical structures.	3
6.	Das mobile Fernsehen	Präteritum von Dürfen; Nebensätze	1,4,5,6	Students listen to the lecture and take an active part by asking questions and answering questions. In the lectures, students are encouraged to engage in dialogue and discussion, as well as to express opinions and points of view. The four language skills (listening,	At the colloquium or in the written part of the final exam, the pupils define and explain the most important terms of the learning units. They solve language exercises that demonstrate an understanding of the meaning of key terms. In the oral part of the final exam, the students critically discuss their views on the unit topics and texts and use part of the general language skills at level A1 and A2 of the Common	3

Γ						speaking, reading and writing) are	European Framework of Reference for	
						used extensively.	Languages by presenting their ideas and	
						used extensivery.	findings.	
		7.	Was essen die Deutschen?	Deklination der Adjektive ohne Artikel	2,3,4,6	Students listen to a lecture on grammar and spelling. The students exchange their own experiences on a certain topic and practice language structures by formulating their own examples.	Students apply grammar structures and solve grammar and spelling problems at the colloquium or in the written part of the final exam. In the oral part of the final exam, students use everyday examples to explain how to use certain grammatical structures.	3
		8.	Essen früher und heute	Präsens von essen; Perfekt von sagen und kommen	2,3,4,6	Students listen to a lecture on grammar and spelling. The students exchange their own experiences on a certain topic and practice language structures by formulating their own examples.	Students apply grammar structures and solve grammar and spelling problems at the colloquium or in the written part of the final exam. In the oral part of the final exam, students use everyday examples to explain how to use certain grammatical structures.	3
		9.	Lebensqualität und Lebensstandard Kolloquium 1	Verwendeung von Perfekt und Präteritum; Partizipformen	1,2,4,5,6	The students listen to the lecture and prepare individually for the exam. Before the colloquium, students are asked to ask questions about content or grammar.	At the colloquium or in the written part of the final exam, the pupils define and explain the most important terms of the learning units. They solve language exercises that demonstrate an understanding of the meaning of key terms. In the oral part of the final exam, the students critically discuss their views on the unit topics and texts and use part of the general language skills at level A1 and A2 of the Common European Framework of Reference for Languages by presenting their ideas and findings.	25
		10. Folgen des zu großen Konsums	Folgen des zu großen Konsums	Rektion der Verben; Rektion der Nomen	2,3,4,6	Students listen to a lecture on grammar and spelling. The students exchange their own experiences on a certain topic and practice language structures by formulating their own examples.	Students apply grammar structures and solve grammar and spelling problems at the colloquium or in the written part of the final exam. In the oral part of the final exam, students use everyday examples to explain how to use certain grammatical structures.	3
		11.	Öffentliche Verkehrsmittel	Passiv: im Präsens und Präteritum der dritten Person Singulat	1,4,5,6	Students listen to the lecture and take an active part by asking questions and answering questions. In the lectures, students are encouraged to engage in dialogue and discussion, as well as to express opinions and points of view. The four language skills (listening, speaking, reading and writing) are used extensively.	At the colloquium or in the written part of the final exam, the pupils define and explain the most important terms of the learning units. They solve language exercises that demonstrate an understanding of the meaning of key terms. In the oral part of the final exam, the students critically discuss their views on the unit topics and texts and use part of the general language skills at level A1and A2 of the Common European Framework of Reference for	3

						Languages by presenting their ideas and findings.				
	12.	Transrapid, die schnelle Magnetbahn	Präsens des Verbes sollen	2,3,4,6	Students listen to a lecture on grammar and spelling. The students exchange their own experiences on a certain topic and practice language structures by formulating their own examples.	Students apply grammar structures and solve grammar and spelling problems at the colloquium or in the written part of the final exam. In the oral part of the final exam, students use everyday examples to explain how to use certain grammatical structures.	3			
	13.	Haushalt und Haushaltsarbeit	Nebensätze mit ob eingeleitet	1,4,5,6	Students listen to the lecture and take an active part by asking questions and answering questions. In the lectures, students are encouraged to engage in dialogue and discussion, as well as to express opinions and points of view. The four language skills (listening, speaking, reading and writing) are used extensively.	At the colloquium or in the written part of the final exam, the pupils define and explain the most important terms of the learning units. They solve language exercises that demonstrate an understanding of the meaning of key terms. In the oral part of the final exam, the students critically discuss their views on the unit topics and texts and use part of the general language skills at level A1 and A2 of the Common European Framework of Reference for Languages by presenting their ideas and findings.	3			
	14.	Fremdsprachen lernen	Konjunktiv Präteritum: von sein, haben, können, müssen, sollen, wollen	2,3,4,6	Students listen to a lecture on grammar and spelling. The students exchange their own experiences on a certain topic and practice language structures by formulating their own examples.	Students apply grammar structures and solve grammar and spelling problems at the colloquium or in the written part of the final exam. In the oral part of the final exam, students use everyday examples to explain how to use certain grammatical structures.	3			
	15.	Sprachen in der EU Kolloquium 2	Finalsätze mit um, zu, und dem Infinitiv; würde + Infinitiv	1,2,4,5,6	The students listen to the lecture and prepare individually for the exam. Before the colloquium, students are asked to ask questions about content or grammar.	Students apply grammar structures and solve grammar and spelling problems at the colloquium or in the written part of the final exam. In the oral part of the final exam, students use everyday examples to explain how to use certain grammatical structures.	26			
3. EVALUATION OF STUDE	ENTW	ORK								
3.1. Student obligations	requir The st partici passes Studen	 WORK Ilowing the Regulations on Studying and the Regulations on Student Assessment and Evaluation: for all full-time students, the required attendance is at least 70%. Part-time students are quired to attend classes and teach at least 50%; they are also required to write homework. Students are required to bring writing materials (paper and pen/ballpoint pen) to the exercises. e student's acquired knowledge is tested during the course content. Students are evaluated during the teaching process, with particular attention being paid to the student's active rticipation in teaching and their presentation of homework. Of particular importance for the final grade are the two written tests that the student takes during the semester. If the student sees both exams, he/she is exempted from the written part of the final exam and is obliged to take the oral final exam. Students with 0 - 24.9% of ECTS credits - are graded with an F (unsuccessful) and cannot earn ECTS credits and must re-enrol the course in the next academic year; Students with 25 - 49.9% of ECTS credits - are graded FX (insufficient) and must pass the written exam (test). The written exam can be held in a regular or extraordinary exam period; 								
							12/			

	Students can pass the final exam i a) by passing two colloquia and an	 Students with more than 50% of ECTS credits - students have the right to take the final exam. Students can pass the final exam in two ways: by passing two colloquia and an oral exam during the regular or extraordinary exam; by passing the final exam consisting of a written and an oral exam during the regular or extraordinary exam. 							
3.2. Monitoring student work	Attendance	0,5	Wri	itten exam	1 (without	colloquia)	Project		
(enter the share of ECTS credits for each	Experimental work		Res	search			Practical work		
activity so that the total	Essay		Rep	port			Continuous evaluat	tion	
number of ECTS points corresponds to the credit score	Colloquium	1 (without written exam)	Sen	ninar paper			(Homework for par students)	t-time	0,5
of the course)	Active participation	0,5	Ora	ıl exam	1		(Other)		
3.3. Student workload 4. GRADING SYSTEM	Obligation 1. Attending classes and	1. Attending classes and language exercises 45							
4.1. Grading seminar papers	-								
	Unsatisfa		Satisfa	ctory		Abo	ve avera	ge	
4.2. Grading colloquia/ written and oral exam	Student answers by memory, understanding of the subject. apply basic terms, concepts a able to support the content of examples.	imparts explains	Reproduces the basic concepts and without difficulty imparts new knowledge, understands the material, explains the terms and concepts supported with examples.			Knowledge is at the level of analysis, synthesis and evaluation. Observes the principles, accurately and thoroughly explains the content of the material, and logically connects and explains the terms and concepts supported with examples. Finds solutions that were not originally given. Notes correlations with related material.			
	Active participation of	70-74,9% of attend	ance	75-79,9% of	attendance	80-89	9,9% of attendance	90-1	00% of attendance
	lectures and language exercises	2 points		5 poi	nts		10 points		20 points
4.3. Final grade according to		2		3			4		5
evaluation elements	Colloquia/Written exam	50-64,9%		65-79	,9%	80-89,9%			90-100%
		25 points	25 points		30 points		35 points		40 points
				3		5			

	25 points	30 points	35 points	40 points

4.4. Final grade according to absolute division		Percentage of acquired knowledge, skills and competences (teaching + final exam) 90 – 100% 80 – 89,9% 65 – 79,9%	Numerical grade 5 (excellent) 4 (very good) 3 (good)	ECTS grade A B C	-				
		50-64,9%	2 (satisfactory)	D					
5. ADDITIONAL COURSE	INFORMATION								
5.1. Compulsory literature (available in the library and			Title			Number of copies in the library	Availability via other media		
via other media)	jezik medija. Zag	05). <i>Njemački u komunika</i> greb: Školska knjiga.							
5.2. Additional literature (at the moment of changes and/or amended of study programme)	3. www.goethe.de – a well-known website about the German language Available on the series of th								
5.3. Quality assurance methods that ensure the acquisition of knowledge, skills and competences	lity assurance that ensure the on of knowledge, The control of student work quality and the acquisition of necessary knowledge and skills will be ensured through interactive work. By keeping track of attendance and student activity during classes and provided information on student progress through short colloquiums and homework, information for further guidance to students will be provided to increase the efficiency of their work. Students will be informed about their rights and obligations as well as the methods of work and the required literature. Indicators of guality assurance system: Student survey, monitoring of annual data from the Croatian employment service on the annual state of student employment, surveys from employers and								
5.4. Informing about the course and contacting the teacher	It is the responsibility of each student to be regularly informed about the course, the coursework, and classroom activities. All notices of classes or possible adjournment will be published on time on the Intranet site of the course and the website of the Šibenik University. Students can contact teachers during the consultation period (at least one hour per week), while for short questions and explanations they can be contacted during class. It is also possible to ask questions by e-mail (from the official e-mail address at @vus.hr), which will be answered as soon as possible (no later than five working days after receiving the e-mail).						hile for short questions		

1. GENERAL I	NFORMATION								
1.1. Course lecturer	PhD, Ivana Kardum Goleš, College professor	1.8. Course code in ISVU	129821 201921						
1.2. Course title	Business Italian Language II	1.9. Course code in MOZVAG							
1.3. Assistants and/or associates	Sonica Petrović prof., assistant	1.10. Forms of teaching (number of hours Lecturing +Practical exercises + Seminars + e learning)	(30+15+0+0)						
1.4. Study programme (specialist, undergraduate, graduate)	Professional Undergraduate study of Tourism management2.10.1.11. Level of e- learning application (1 st , 2 nd , 3 rd level), percentage of on-line course performance (max. 20%)1 st , course materials are on-line, 0%								
1.5. Course status (obligatory, optional)	Optional	2.11.1.12. Number of course revisions	1						
1.6. Year of study	1 st	1.13. Modernization	Yes						
1.7. Credit score (ECTS)	3	1.14. Percentage estimate of course changes and/or supplements	Less than 20%X□More than 20 %□						
2. COURSE DESCRIP	TION								
2.1. Course objectives	2.1. Course objectives The aim of the course is to master basic language structures, lexicon and grammar from the Italian language. Particular attention is paid to improving the techniques of reading, understanding, writing and speaking in the field of tourism and management. Governing the vocabulary of the profession at a lower level. By attending a foreign language class, students are introduced with new communication systems, enabling their easier and more direct involvement in world events and getting acquainted with the elements of Italian culture and civilization of the Italian speaking world. Learning a foreign language is in line with the aspiration to preserve the richness of the diversity of multi-faceted Europe as well as with fostering the development of the culture of dialogue and civilization.								
2.2. Terms of course entry and required competences	Completed course Business Italian language I								
2.3. Learning outcomes on the study programme level		omplex written and oral communication in Croatian and foreign lang ant literature for reaching solutions and conclusions in Croatian and							

	Learn	ing outcomes according to the Bloom`s taxon	omy: (up to two	verbs per LO)		Level of LO: 1- remembering, 2- understanding, 3- application, 4-analysis, 5-evaluation, 6-synthesis		
	1.	to understand and apply basic concepts from			sm in Italian	2, 3		
2.4. Expected learning	2.			2,3				
outcomes on the course level	3.	to describe the national parks in Croatia, ac tourist destinations	2,3,4					
	4.	to recognize and apply basic grammatical st competences at level A1 and A2	ructures on texts	and tasks using a part of general langu	age	3,4		
	5.	3, 5						
	6.	to be able to read and analyse simple texts in	n the areas that a	re discussed during the course		3,4		
	7.	to be able to listen to short conversations inc				4,5		
	8.	to be able to communicate on a basic level in	n a foreign lang	age within the subjects of the course	1	6		
	Numb er	Thematic unit	LO of the course	Content/teaching method	Evaluation		Dura	tion
	1.	Introduction into the course and detailed plan.	-	Listen to lectures. Work independently on computer, get to know course content and e-learning documents.	-		2 hou	IS
2.5. Course content	2.	Facciamo pubblicitá – i verbi riflessivi	1, 2, 3	Listen to lectures and read literature. Use multimedia and internet. Solve exercises.	describe the activ occupations related apply basic gram	r the written and oral exam they can vities and the most important to tourism in Italian, identify and matical structures on texts and part of the general language and A2 level	4 hou	IS
according to detailed curriculum schedule	3.	I modelli di fare pubblicitá – marketing mix –l`imperfetto	1 2, 3	Listen to lectures and read literature. Use multimedia and internet. Solve exercises.	describe the activitie occupations related to apply basic gramma	r the written and oral exam they can es and the most important to tourism in Italian, identify and tical structures on texts and art of the general language and A2 level	4 hou	IS
	4.	Esigenze e caratteristiche principali di un prodotto, passato prossimo vs imperfetto	1, 2, 3	Listen to lectures and read literature. Use multimedia and internet. Solve exercises.	understand and appl terminology related describe the activitie occupations related apply basic gramma	r the written and oral exam they can y basic concepts from professional to business and tourism in Italian, es and the most important to tourism in Italian, identify and tical structures on texts and art of the general language and A2 level	4 hou	IS

5.	Croazia – struttura e amministrazione, revision	1, 2, 3, 4, 5, 6	Listen to lectures and read literature. Use multimedia and internet. Solve exercises. Participate in discussions.	At the colloquium or the written and oral exam they can understand and apply basic concepts from professional terminology related to business and tourism in Italian, describe the activities and the most important occupations related to tourism in Italian, identify and apply basic grammatical structures on texts and assignments using part of the general language competences at A1 and A2 level and explain the specifics of Italy in the context of etymology, history, geography and culture.	4 hours	S
6.	I rapporti personali introduzione, trapassato prossimo	1,2, 3	Listen to lectures and read literature. Use multimedia and internet. Solve exercises.	At the colloquium or the written and oral exam they can understand and apply the basic terms in professional terminology related to business and tourism in Italian, identify and apply basic grammatical structures on texts and assignments using part of the general language competences at A1 and A2 level	4 hours	s
7.	I tipi di turismo in Croazia, revisione di tempi passati	1, 2, 3,4,5,6	Listen to lectures and read literature. During lectures individually research the content of this thematic field by searching data bases, presentt acquired knowledge, express their own ideas and ways of problem solving. Brainstorming, discussion. Solve exercises.	At the colloquium or the written and oral exam they can understand and apply the basic terms in professional terminology related to business and tourism in Italian, identify and apply basic grammatical structures on texts and assignments using part of the general language competences at A1 and A2 level and are able to read and analyse simple texts in the areas that are discussed during the course.	6 hours	s
8.	Regole d`oro al telefono, il testo	1, 2	Listen to lectures and read literature. Use multimedia and internet. Solve exercises and colloquium.	At the colloquium or the written and oral exam they can understand and apply basic concepts in professional terminology related to business and tourism in Italian, to be able to independently read and analyse simpler texts in the fields and areas covered during the course, to explain the specificities of Italy in the context of etymology, history, geography, culture, identify and apply basic grammatical structures to texts and tasks using part of the general language competencies at A1 and A2 level	10 hou	rs
9.	La cultura degli affari – culture a confronto, il futuro semplice	1, 2, 6, 7, 8	Listen to lectures and read literature. Use multimedia and internet. Solve exercises.	At the colloquium or the written and oral exam they can understand and apply basic concepts in professional terminology related to business and tourism in Italian, to be able to independently read and analyse simpler texts in the fields and areas covered during the course, to explain the specificities of Italy in the context of etymology, history, geography, culture, identify and apply basic grammatical structures to texts and tasks using part of the general language competencies at A1 and A2 level	6 hours	S
10.	Preparare un viaggio, il futuro anteriore	1, 2, 3, 8	Listen to lectures and read literature. Use multimedia and internet. Solve exercises. Participate in discussion.	At the colloquium or the written and oral exam they can understand and apply basic concepts in professional terminology related to business and tourism in Italian,	6 hours	s

				to be able to independently read and analyse simpler texts in the fields and areas covered during the course, to explain the specificities of Italy in the context of etymology, history, geography, culture, identify and apply basic grammatical structures to texts and tasks using part of the general language competencies at A1 and A2 level, listen to short conversations individually and work on solving tasks		
11.	Promemoria e come fare l`agenda, l`infinito	1, 2,3	Listen to lectures and read literature. Use multimedia and internet. Solve exercises.	At the colloquium or the written and oral exam they can understand and apply basic concepts in professional terminology related to business and tourism in Italian, to be able to independently read and analyse simpler texts in the fields and areas covered during the course, to explain the specificities of Italy in the context of etymology, history, geography, culture, identify and apply basic grammatical structures to texts and tasks using part of the general language competencies at A1 and A2 level	10 sat	
12.	Parma e Langhirano – produzione dei prodotti tipici, il gerundio	1, 2, 3, 8	Listen to lectures and read literature. Use multimedia and internet. Solve exercises.	At the colloquium or the written and oral exam they can understand and apply basic concepts in professional terminology related to business and tourism in Italian, to be able to independently read and analyse simpler texts in the fields and areas covered during the course, to explain the specificities of Italy in the context of etymology, history, geography, culture, identify and apply basic grammatical structures to texts and tasks using part of the general language competencies at A1 and A2 level	10 ho	ars
13.	I parchi nazionali, revisone	1, 2, 3, 4, 5, 6	Listen to lectures and read literature. During lectures individually research the content of this thematic field by searching data bases, present acquired knowledge, express their own ideas and ways of problem solving. Brainstorming, discussion. Solve exercises.	At the colloquium or the written and oral exam they can understand and apply the basic terms in professional terminology related to business and tourism in Italian, describe the activities and the most important occupations related to tourism in Italian, describe the most important sectors and elements of business within companies, be able to read and analyse independently texts in the areas and areas covered during the class, identify and apply basic grammatical structures on texts and assignments using part of general language competences at A1 and A2 level, be able to communicate at the basic level in a foreign language within the course topics	4 hou	ts
14.	Il menu italiano, revisone	1, 2, 3, 4, 5, 6, 7, 8	Listen to lectures and read literature. During lectures individually research the content of this thematic field by searching data bases, present acquired knowledge, express their own ideas and ways of problem solving. Brainstorming, discussion. Solve exercises.	At the colloquium or the written and oral exam they can understand and apply the basic terms in professional terminology related to business and tourism in Italian, describe the activities and the most important occupations related to tourism in Italian, describe the most important sectors and elements of business within	6 hou	ts

							companies, be able to read and a texts in the areas and areas cove identify and apply basic gramm and assignments using part of g competences at A1 and A2 leve communicate at the basic level i within the course topics	red during the class, atical structures on texts eneral language l, be able to		
	15.	Revisione - Il testo		1,2,3,4,5,6,7, 8	Solve exercises.		At the colloquium or the writter understand and apply the basic t terminology related to business describe the activities and the m occupations related to tourism in most important sectors and elen companies, be able to read and a texts in the areas and areas cove identify and apply basic gramm and assignments using part of g competences at A1 and A2 leve communicate at the basic level i within the course topics	erms in professional and tourism in Italian, ost important I Italian, describe the eents of business within analyse independently red during the class, atical structures on texts eneral language l, be able to	10 hou	rs
3. EVALUATION OF	STUDEN	NTS` WORK								
3.1. Students` obligations	 In accordance with the Regulations on Studying and the Regulations on Student Assessment and Evaluation: for all full-time students' attendance of at least 70% is required. Part-time students are required to attend classes at least 50%. The students' acquired knowledge is tested during the course classes. Special consideration is given to the student's evaluation during the course of the teaching process, with particular attention being paid to the student's active participation in teaching as well as his/her presentation of the written word that the student produces for homework. Of particular importance for the final evaluation are the two written tests that students take during the semester. If the student successfully passes both exams, he / she is exempted from the written part of the final exam and 									
3.2. Monitoring	Attenda	nce	0,5	Written e	xam	1 (without colloquia)	Project			
student work (enter the share of ECTS	Experin	nental work		Research			Practical work			
credits for each activity so that the	Essay			Report			Continuous examination			
total number of ECTS points corresponds to	Colloqu	ium	1 (without written exam)	Seminar j	paper		Other			

the credit score of the course)	Class activity		0,5		Oral exam	1		Other		
3.3. Student workload	1. Attendi	 udent workload on all bases for 1 ECTS credit is 30 hours in a semester and is estimated as: 1. Attending classes and exercises 45 hours 2. Preparing colloquia or exams through individual work 45 hours 								
4. GRADING SYSTEM	1									
4.1. Grading seminar papers	nar -									
	U	nsatisfactory			Satisfactory		A	bove average		
4.2. Grading colloquia/ written and oral exam	Student answers by memory, without deeper understanding of the subject. Does not know how to apply basic terms, concepts and knowledge, nor is able to support the content of the subject with examples.Reproduces the basic concepts and without difficulty imparts new knowledge, understands the material, explains the terms 			lains the ains the utions that						
	Active course attendance		70-75%	of attendance	76-86% of atter	dance	87-1	00% of attendance		Max. Points
	Active course at	Active course attendance		points	7 points			20 points		20 points
	Seminar paper	Seminar paper								
4.3. Final grade according to				2	2 3			4		5
evaluation elements	Colloquia/ Writt	en exam	50	-64,9%	65-79,9%	65-79,9%		80-89,9%		90-100%
			25	points	30 points		35 points			40 points
	Oral exam			2	3		4			5
	Orai exam		25	points	30 points			35 points		40 points
4.3. Final grade		Percentage o knowledge, competences (te exan	skills and aching + final	Numerical	grade ECT	S grade	-			
according to absolute division		90 - 1	00%	5 (excell		A				
		80-89 65-79		4 (very g 3 (goo		B C				
		50-64		2 (satisfac	,	D				

5. ADDITIONAL COU	JRSE INFORMATION		
5.1. Compulsory literature (available in the library and via other media)	Title	Number of copies in the library	Availability via other media
	L`ITALIANO IN AZIENDA, Giovanna Pelizza, Marco Mezzadri; GUERRA EDIZIONI, 2003. (Selected chapters)	10	Х
5.2. Additional literature (at the moment of changes and/or amended of study programme)	 1. L'ITALIANO PER GLI AFFARI, N. Cherubini, Bonacci Editore, 2000. 2. Dizionario italiano-croato, M.Deanović, J.Jernej, Školska knjiga Zagreb 	10	Available on the Intranet pages of the Šibenik University
5.3. Quality assurance methods that ensure the acquisition of knowledge, skills and competences	The control of students' work quality and the acquisition of necessary knowledge and skills will be ensured through in and student activity during classes and provided information on students` progress through short colloquiums and h students will be provided in order to increase the efficiency of their work. Students will be informed about their ri work and the required literature. Indicators of quality assurance system: Student survey, monitoring of annual data from the Croatian employment serveys from employers and Alumni association.	nomework, information for ghts and obligations as we	further guidance to a the methods of
5.4. Informing about the course and contacting the teacher	It is the responsibility of each student to be regularly informed about the course, the coursework, and the classroo adjournment will be published in a timely manner on the Intranet site of the course and on the website of the Šib during the consultation period (at least one hour per week), while for short questions and explanations they can be c questions by e-mail (from the official e-mail address at @ vus.hr), which will be answered as soon as possible (no be e-mail).	enik University. Students contacted during class. It is	can contact teachers also possible to ask

	ORMATION ABOUT THE SUBJECT		
1.1. Title	MANAGEMENT	1.8. ISVU course code	214412 214413
1.2. Lecturer	Jasmina Sladoljev, univ.spec. oec., Sen.Lec.	1.9. MOZVAG course code	
1.3. Assistants and/or associates	None	1.10. Forms of teaching (number of hours Lecturing +Practical exercises + Seminars + e learning)	(30 + 0 + 30)
1.4. Study programme (specialist, undergraduate, graduate)	Professional Undergraduate study of Tourism management	1.11. Level of e- learning application (1 st , 2 nd , 3 rd level), percentage of online course performance (max. 20%)	Level 1 - Materials Available Online, 0%
1.5. Course status (obligatory, optional)	Obligatory	1.12. Number of course revisions	3.
1.6. Study year	2 nd	1.13. Modernization	□yes □no
1.7. Credit score (ECTS)	6	1.14. Percentage estimate of course changes and/or supplements	Less than 20% More than 20% □

III. SEMESTAR

2. COURSE DESCRIPTION

2.1. Course objectives	The aim of the course is to acquaint students with the specifics of the manager's work, his responsibilities through all management functions, and to direct students to design a project based on all management functions, and it is necessary to make a financial construction
2.2. Terms of course entry and required competences	Terms of passing the exams with the second year of study
2.3. Learning	1. To apply and link economic terms in complex written and oral communication in Croatian and foreign languages
outcomes on the study programme	2. To organize and lead team work, and critically evaluate the opinions and attitudes of team stakeholders
level	3. To independently and responsibly search the relevant literature for decision making and conclusion in Croatian and foreign language
	4. To use planning, organizing, leading and controlling methods using case studies and analysing the problem
	5. To analyse and integrate core concepts and apply content related to economics, management, accounting and finance
	6. To develop team and interpersonal teamwork skills, master communication and case presentation skills (case studies, projects, seminars) using advanced software tools for document creation, presentation and budget implementation
	7. To use software packages to manage business departments, processes, and organizations
	8. To design and economically evaluate entrepreneurial ideas, events, projects, products and services in the team and present the same
	 To analyse supply and resources (in organization, company, tourism, tourist destination) respecting the changing environment using key business indicators at global, national, regional and local levels, and develop development strategies to achieve competitiveness
	10. To use advanced software tools for document creation, presentation and budget implementation

2.4. Expected learning outcomes on the course level	Learning outcomes towards Bloom's taxonomy: (Up to two verbs per LO)	LO Level: Recapture, Understanding, Application, Analysis, Evaluation, Synthesis
	1. To define, explain and relate key terms related to management and manager	2, 5

	2. To analyse the impact of the ensystems, and the appropriate and			ses and	4, 6		
	3. To apply appropriate planning motivation techniques, and con	ntrols	-	ship and	4		
	4. To assess the importance of managing operations and processes 6 5. To assign a business development project, design products, define pricing, sales and cost projections, identify competitors, customers and suppliers, and make a financial construction of operating income and expenses 6						
	Constructive alignment						
	Thematic unit	IU course	Content / teaching method	Valuation		It takes time	
	Introductory lecture;	1	They listen to a lecture. In the course of the seminar, they are introduced to the course content and documents on the e-learning page of the course by working independently on a computer.	-	-		
2.5. Course content according to detailed curriculum	Tourism - classification, functions of tourism; Tourism as a system; Basic factors of tourism	1, 2,3 4	They listen to a lecture, present seminar papers	exam they def concepts that they need to s	m or the written and oral fine and explain the basic occur in this whole; then how and analyse the acrete example	6 hours	
schedule	Touristic destination and destination system; Tourism trends;	1, 2,3 4;8,	They listen to lectures, solve case studies, present seminar papers	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit, then they should present and analyse the same on a concrete example, critically judge based on the presented problem and propose a solution to the same problem.		8 hours	
	Planning as a function of managing a tourist destination; principles and characteristics of planning; subjective to you in	1, 2, 3, 4, 8	They listen to lectures, solve case studies, present seminar papers	At the colloque oral exam the concepts that unit, then they	ium or the written and y define and explain the occur in this thematic y should present and me on a concrete	10 hours	

the process of development planning tour with t Icke destination;			example, critically judge based on the presented problem and propose a solution to the same problem.	
Planning as a function of managing a tourist destination; local planning procedures; planning of tourist sites;	1, 2, 3, 6, 7, 8, 10, 12	They listen to lectures, solve case studies, present seminar papers	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit, then they should present and analyse the same on a concrete example, critically judge based on the presented problem and propose a solution to the same problem.	10 hours
Analysis of the macro environment and the tourist destination market; SWOT analysis, 1 colloquium	1, 2, 3, 5, 6,7, 10, 12	They listen to lectures, present seminar papers	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit, then they should present and analyse the same on a concrete example, critically judge based on the presented problem and propose a solution to the same problem.	10 hours
Study trip	11.12	They analyse the elements of the tourist destination and the role of the organizations and make concrete conclusions and suggestions	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit, then they should present and analyse the same on a concrete example, critically judge based on the presented problem and propose a solution to the same problem.	12 hours
Strategic destination management, Planning models and techniques for minimizing the negative effects of tourism	1, 2, 3, 5, 7,9, 10, 11, 12,	They listen to a lecture, solve case studies, present projects	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit, then they should present and analyse the same on a concrete example, critically judge based on the presented problem and propose a solution to the same problem.	12 hours

Strategic marketing planning as part of the overall development planning process	1, 2, 5, 7,9, 10, 11, 12	They listen to a lecture, solve case studies, present projects	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit, then they should present and analyse the same on a concrete example, critically judge based on the presented problem and propose a solution to the same problem.	12 hours
Organization of economic agents of tourist intermediation.	1, 2, 3, 5, 7,9, 10, 11, 12,	They listen to a lecture, solve case studies, present projects	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit, then they should present and analyse the same on a concrete example, critically judge based on the presented problem and propose a solution to the same problem.	16 hours
Managing the destination mix marketing tools	1, 2, 3, 5, 7,9, 10, 11, 12,	They listen to a lecture, solve case studies, present projects	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit, then they should present and analyse the same on a concrete example, critically judge based on the presented problem and propose a solution to the same problem.	16 hours
Destination organization and management structure	1, 2, 3, 5, 7,9, 10, 11, 12,	They listen to a lecture, solve case studies, present projects	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit, then they should present and analyse the same on a concrete example, critically judge based on the presented problem and propose a solution to the same problem.	16 hours
Learning and monitoring implementation plans	1, 2, 5 , 7,9, 10, 11, 12,	They listen to a lecture, solve case studies, present projects	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit, then they should present and analyse the same on a concrete	16 hours

					1		
				example, critically judge based on the			
				presented problem and propose a solution to the same problem.			
				At the colloquium or the written and			
				oral exam they define and explain the			
				concepts that occur in this thematic			
	Global Tourism Trends; Guest	1, 2, 5, 7,9,	They listen to a lecture, present	unit, then they should present and			
	lecture; Preparation for the colloquium	1, 2, 3, 7,9, 10, 11, 12	projects	analyse the same on a concrete	16 hours		
	lecture, rreparation for the conoquitant	10, 11, 12		example, critically judge based on the			
				presented problem and propose a			
				solution to the same problem.			
				At the colloquium or the written and			
				oral exam they define and explain the			
				concepts that occur in this thematic			
	Concluding Considerations,	11 12	present projects	unit, then they should present and	4		
	Signatures, 2nd Colloquium	11.12	1 1 5	analyse the same on a concrete	4		
				example, critically judge based on the			
				presented problem and propose a			
				solution to the same problem.			
3. EVALUATION	OF STUDENT WORK	-					
3.1. Students` obligations	In accordance with the Regulations on Studying a students have the obligation to attend at least 50%			all regular students attend at least 70% attendance.	Part-time		
	Students who have during the course achieved:						
	 From 0 – 24,9% ECTS credits- is rated F (unsuccessful) and cannot get ECTS credits and must re-enrol the subject in the next academic year. From 25 – 49,9% ECTS credits - is rated FX (inadequate) and has to come out and pass the test (exam). A written exam can be held in a regular or extraordinary exam period. More than 50% ECTS credits - students have the right to access the final exam of the subject. Students can pass the final exam in two ways: a) during the course through continuous student attendance (active participation in the lessons, solving case studies, making and presenting the seminar paper and project, passing two colloquia); b) during the course (active participation in the lessons, solving case studies, creating and presenting the seminar 						
	paper and project) and passing the exam (written a		auring the course (active participation in the	e ressons, solving case studies, creating and presenting	ng the semillar		

	3.2. Monitoring student work (enter the share of ECTS	Attending classes	0.5	Written exam	2 (no midterm)	Project	2
		Experimental work		Research		Practical work	

credits for each activity so that the total number of ECTS points corresponds to the credit score of the course)	Essay		Report			Continuous checking	
	Colloquiums	3 (without written and oral exam)	Seminar paper			(Other type)	
	Teaching activities	0.5	Oral exam	1 (no midterm)		(Other type)	
3.3. Student workload	Student workload on all base	s is 1 ECTS credit 30 semester h	ours and is estimated as:				
	Commitment		Hours (est			imated)	
	1. Attending classes						
	2. Creation of seminar work and project assignment and presentation						
	3. Preparation for the midterm / exam through self-study 105						
4. GRADING							

4.1. Seminar paper grading	Valuation Element			Satisfying		Above a	average		
	Organization			The paper is well st clear distinction bet introduction, the ma text and the conclus	ween the ain body of the	distinction between the introduction, the		n, the main	
	Terminology, writing style	line with official terminology. The is not appropriate sentences are too modest vocabular	terminology. The writing style is not appropriate, the sentences are too long, of a modest vocabulary and with frequent and repeated		Words and expressions are in line with official terminology. The writing style is appropriate, the sentence structure is clear, the vocabulary is appropriate and there are few grammatical errors.		Words and expressions are aligned with official terminology and show an understanding of their meaning. The writing style is excellent, the sentences are clear and concise, the vocabulary is rich and there are no grammatical errors.		
	Citing and referencing references	The sources are not listed at all. The references do not fit the topic and show a cursory approach to exploring the topic.		incomplete with err references are relev	The sources are accurately, or consistently listed. The references are relevant to the topic and show a satisfactory research titude. The sources are accurately, or consistently listed. The references are relevant to the topic and shows a satisfactory research titude.		ntly listed. The references ate, their list is "rich" and tensive and shows a detailed	are	
	Active attendance 70-7		70-75	% attendance	76-86% atten	idance	87-100% presence	Project assignment	

4.3. Creating a final grade according to							Solved case studies
evaluation elements			2 points		4 points	7 points	3 points
	Seminar paper		2		3	4	5
			5 points		7 points	8 points	10 points
			2		3	4	5
	Examination / Written examination		50 to 64.9%		65 to 79.9%	80 to 89.9%	90-100%
			25 points		30 points	35 points	40 points
	Oral part of the exam			2	3	5	5
				25 points	30 points	35 points	40 points
4.4. Creating a final		Percentage of acquir knowledge, skills ar competences (teachi + final exam)	nd	Number rating	ECTS grade		
grade according to absolute allocation	<u>90 - 100%</u> 80 - 89,9%		5 (excellent)		AND		
				4 (very good)	В		
		65 - 79,9%		3 (good)	С		
		50 - 64,9%		2 (sufficient)	D		

5. ADDITIONAL INFORMATION ABOUT THE COURSE								
5.1. Compulsory literature (available in the library and through	Title	Number of copies in the library	Availability through other media					
other media)	1. M. Buble, Menadžment, University of Economy in Split, Split, 2006.	5						
	2. Course materials available on the official website		Available on the Intranet pages of the Šibenik University					

5.2. Additional literature (at the moment of changes and/or amended of study programme)	 Sikavica, P., Bahtijarevic-Šiber F.:Menadžment – teorija menadžmenta i veliko empirijsko istraživanje u Hrvatskoj,Masmedia, Zagreb, 2004. Drucker, P.:Najvažnije o menadžmentu, M.E.P.Consult, Zagreb 2005. Weihrich, H., Koontz, H.: Menedžment, Mate, Zagreb, 1993. 	3 1 3				
5.3. Quality assurance methods that ensure the acquisition of knowledge, skills and competences	Quality control of students' work and the acquisition of necessary knowledge and skills will be ensured through interactive work. Keeping records of students' attendance and activity in the classroom and information obtained about student progress through the midterm will provide the information needed for further guidance to students in order to increase their work efficiency. Students will be instructed in their rights and obligations as well as working methods and required literature. Quality assurance system indicators: Student survey, monitoring of annual data with CES - on the annual student employment status, employer survey and Alumni Association.					
5.4. information on the course and contact with the teacher	It is the obligation of each student to be regularly informed about the course, the coursework and the classroom activities. All notices of classes or possible adjournment will be published in a timely manner on the Intranet site of the course and on the website of the Šibenik University. Students can contact teachers during the consultation period (at least one hour per week), while for short questions and explanations they can be contacted during class. It is also possible to ask questions by e-mail (from the official e-mail address at @ vus.hr), which will be answered as soon as possible (no later than five working days after receiving the e-mail).					

1. GENERAL INFORMATION AB	BOUT THE SUBJECT								
1.1. Title	Marketing in Tourism	1.8. ISVU course code	187571 201923						
1.2. Lecturer	Phd Jelena Šišara, Sen.Lec.	1.9. MOZVAG course code							
1.3. Assistants and/or associates		1.10. Forms of teaching (number of hours Lecturing +Practical exercises + Seminars + e learning)	(45+0+15+0)						
1.4. Study programme (specialist, undergraduate, graduate)	Professional Undergraduate study of Tourism management	1.11. Level of e- learning application (1 st , 2 nd , 3 rd level), percentage of online course performance (max. 20%)	1 st – materials available On-line, 0%						
1.5. Course status (obligatory, optional)	Obligatory	1.12. Number of course revisions	4.						
1.6. Study year	2 nd	1.13. Modernization	• yes 🗆 no						
1.7. Credit score (ECTS)	6	1.14. Percentage estimate of course changes and/or supplements	Less than 20% More than 20 %						
2. COURSE DESCRIPTION									
	2.1. Course objectives The aim of the course is to acquaint students with the specifics of applying the marketing concept in tourism in order to apply the acquired knowledge and skills in a real business environment.								
2.2. Terms of course entry and required competences Admission requirements for the 2nd year of study									

	LO1: 7	To apply and link economic terms in more complex	written and ora	l communication in Croatian and foreign l	anguages					
2.3. Learning outcomes on the	LO2: 1	Co organize and lead team work, and critically evalu	uate the opinion	s and attitudes of team stakeholders						
study programme level	LO3: 1	To independently and responsibly search relevant li	terature for deci	ision making and conclusion in Croatian ar	nd foreign language					
	LO10: To develop team and interpersonal teamwork skills, master communication and case study skills (case studies, projects, seminars) using advanced software too preparation, presentation and budget implementation									
2.4. Expected learning outcomes on the course level	Lear (Up t 1. To e 2. To a 3. To a 4. To d 5. To d	ing outcomes towards Bloom's taxonomy: I two verbs per LO) 2 plain and critically evaluate the basic concepts and characteristics of marketing in tourism; 2 alyse marketing strategies and to make them on concrete examples; 2 alyse the marketing environment on a concrete example; 5 sign specific marketing activities that create value in accordance with the needs and desires of customers / clients. 5 velop a marketing plan for a tourism company. 5 on the example provided, to critically evaluate marketing mix of a tourism company and to propose tools for e-marketing in tourism 5								
		tructive alignment	Ť							
	No:	Thematic ensemble / Lecture Topic	Course LO	Content / Teaching Method	Evaluation	Time needed				
	1	Introduction to the course and a detailed performance plan	-	Listen to the lecture. On seminary teaching, by independent work on the computer students get acquainted with course content and documents on the e-learning course page.	-	6 hours				
2.5. Course content according to detailed curriculum schedule	2.	Understanding of marketing processes in tourism	1,4	They listen to a lecture, solve case studies.	At the colloquium or the written and oral exam, they define the basic marketing concepts, explain the basic marketing concepts and marketing processes in tourism,	6 hours				
	3.	3. Features of tourism services		They listen to a lecture, solve case studies, present a seminar paper, followed by a discussion	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit, then they should present and analyse the same on a concrete example, critically judge on the basis of the presented problem and propose a solution to the same problem.	8 hours				
	4.	The role of marketing in strategic planning	1, 2, 4	They listen to a lecture, solve case studies, present a seminar paper, followed by a discussion	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit, then they should present and analyse the same on a concrete example, critically judge on	10 hours				

				the basis of the presented problem and propose a solution to the same problem.	
5.	Development of marketing opportunities and strategies in tourism	1, 2, 4	They listen to a lecture, solve case studies, present a seminar paper, followed by a discussion	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit, then they should present and analyse the same on a concrete example, critically judge on the basis of the presented problem and propose a solution to the same problem.	10 hours
6.	Marketing environment	1, 3, 4	They listen to a lecture, solve case studies, present a seminar paper, followed by a discussion	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit, then they should present and analyse the same on a concrete example, critically judge on the basis of the presented problem and propose a solution to the same problem.	10 hours
7.	Marketing plan	1, 4, 5	They listen to a lecture, solve case studies, develop a marketing plan for a tourism company	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit, then they should present and analyse the same on a concrete example, critically judge on the basis of the presented problem and propose a solution to the same problem.	12 hours
8.	8. Marketing Information System and Marketing Research, I. Colloquium		They listen to a lecture, solve case studies, develop a marketing plan for a tourism company	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit, then they should present and analyse the same on a concrete example, critically judge on the basis of the presented problem and propose a solution to the same problem.	12 hours
9.	Markets of final consumption and consumer behaviour	1, 4, 5	They listen to a lecture, solve case studies, develop a marketing plan for a tourism company	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit, then they should present and analyse the same on a concrete example, critically judge on the basis of the presented problem and propose a solution to the same problem.	12 hours
10.	Market segmentation and market positioning	1, 2, 3, 4, 5	They listen to a lecture, solve case studies, develop a marketing plan for a tourism company	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit, then they should present and analyse the same on a concrete example, critically judge on the basis of the presented problem and propose a solution to the same problem.	15 hours
11.	Development of marketing mix in tourism: production and product management	1, 2, 3, 4, 5, 6	They listen to a lecture, solve case studies, develop a marketing plan for a tourism company	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit, then they should present and analyse the same on a concrete example, critically judge on the basis of the presented problem and propose a solution to the same problem.	8 hours

	12.	Development of market price and placement	ting mix in tourism:	1, 2, 3, 4, 5, 6	They listen to a lecture, studies, develop a mark a tourism company		define and exp thematic unit, t the same on a c	um or the written and oral exam th lain the concepts that occur in this hen they should present and analys concrete example, critically judge of presented problem and propose a same problem.	e e hours
	13.	Development of the ma promotion	rketing mix in tourism:	1, 2, 3, 4, 5, 6	They listen to a lecture, studies, develop a mark a tourism company		At the colloqui define and exp thematic unit, t the same on a c	um or the written and oral exam th lain the concepts that occur in this hen they should present and analys concrete example, critically judge of presented problem and propose a	e e hours
	14.	Marketing management destination marketing	t in tourism and	1, 2, 3, 5, 6	They listen to a lecture, marketing plan	present a	define and exp thematic unit, t the same on a c the basis of the solution to the		e 15 hours
	15.	Final lecture, course sig	gnatures, II. colloquium		They listen to a lecture, marketing plan	present a	define and exp thematic unit, t the same on a c	um or the written and oral exam the lain the concepts that occur in this hen they should present and analys concrete example, critically judge of presented problem and propose a same problem.	e 4 hours
3. EVALUATION OF STUDEN	T WO	RK							
3.1. Students` obligations	to atter Studen Studen semina	nd at least 50% of lectures ts who have during the cc From 0 – 24,9% ECT From 25 – 49,9% EC More than 50% ECT ts can pass the final exam	s. All students must create purse achieved: IS credits- is rated F (unsu CTS credits - is rated FX (i S credits - students have t in two ways: a) during th ng two colloquia); b) duri	e, present and p uccessful) and inadequate) an the right to acc ne course throu	ositively colloquy seminar cannot get ECTS credits at d has to come out and pass ess the final exam of the su gh continuous student atte	r paper. nd must re-enrol s the test (exam). ıbject. ndance (active pa	the subject in the A written exam o rticipation in the	st 70% attendance. Part-time stude e next academic year; can be held in a regular or extraord e lessons, solving case studies, mak ting and presenting the seminar pa	nary exam period;
3.2. Monitoring student work (enter the share of ECTS credits	Attend	ance	1	Writt	en exam	2 (by submittin colloquiums th relieved of a w examination)	e student is	Project	1
for each activity so that the total number of ECTS points	Experi	mental work		Rese	arch			Practical work	
corresponds to the credit score of the course)	Essay			Repo	rt			Continuous examination	
or the course)	Colloq	uium	3 (by submitting both colloquiums the student	is Semi	nar paper	1		Other (inscribe)	

		relieved of a written and oral examination)								
	Class activities		Oral exam	1 (by submitting both colloquiums the student is relieved of an oral examination)	Othe	er (inscribe)				
		all basis's amounts to 1	ECTS point for 3) hours of work per semester and	l is estima	ated as:				
	Commitment Hours (estimate) 1. Attending classes 60									
3.3. Student workload	2. Creating and Presen	ting seminar paper		30						
	3. Preparation for the C	Colloquium / exam through self	f-study	90						
4. GRADING										
	Valuation Element	Poor		Satisfying		Above a	verage			
	Organization	The paper is not organize order and its structure is l		The paper is well structured with a distinction between the introduction main part of the text and the conclu	n, the	The paper is well-structured with a clear distinction between the introduction, the main part of the text and the conclusions that are perfectly logically linked to one another				
4.1. Seminar paper grading	Terminology, writing style	Words and phrases are lo with official terminology. not appropriate, sentences modest vocabulary, and f repeated grammatical mis	Writing style is s are too long, requent and	Words and phrases are aligned wit terminology. The writing style is appropriate, the sentence structure the vocabulary is appropriate and l grammatical errors.	is clear,	Words and phrases are terminology and show their meaning. The wri excellent, the sentence concise, the vocabular are no grammatical err	an understanding of iting style is s are clear and y is rich and there			
	Quoting and referencing	Sources are not specified references do not match t a superficial approach to	he topic and show	Sources are listed, but incomplete errors. The references are appropri the subject and show a satisfactory attitude.	ate for	ad with Sources are accurate, complete and consistent. The references are appropriate,				
	Poo)r		Satisfying		Above avera	ge			
4.2. Colloquium / exam grading	apply basic terms, concepts and knowledge, nor is able to support the content of the subject with			Reproduces basic terms, without difficulty transfers new knowledge, understands subject matter, explains the terms and the notions that substantiate by examples.		Knowledge is at the level of analysis, synthesis and evaluation. It observes legitimacy, accurately and thoroughly explains the content of the subject, and logically links and explains the terms and concepts that it encapsulates. Find solutions that are not originally given. There is a correlation with correlative subjects.				

	Active participation	in the	70-75% of	fattendance		76-86% of attendance	87-100%	of attendar	nce	Solved ca	se study and project
	lessons		2 p	oints		4 points	2	points		3 points	
			2			3 4		4			5
4.2 Creating a final	Seminar paper		5 p	oints		7 points	8	points			10 points
4.3. Creating a final grade according to				2		3		4			5
evaluation elements	Colloquium / written	n exam	50-6	54,9%		65-79,9%	8)-89,9%			90-100%
			25 g	points		30 points	3	5 points			40 points
				2		3		5			5
	Oral exam		25 g	points		30 points	3	5 points			40 points
4.4. Creating a final	know		ntage of adopted ledge, skills and ces (teaching + final exam)	Numerous grade	e	ECTS grade					
grade according to absolute allocation			90 - 100%	5 (excellent)		А	_				
absolute allocation			80 - 89,9% 4 (very good) 65 - 79,9% 3 (good) 50 - 64,9% 2 (sufficient)			B	_				
						<u> </u>	_				
5. ADDITIONAL INFO	ORMATION ABOUT		,	2 (summing)	L						
5.1. Compulsory literature (available –	Title								of copies in ibrary	Availability via other media	
in the library and	3. Kotler, P., Bowen, J. T., Makens, J. C. (2010). *Marketing u ugostiteljstvu, hotelijerstvu i turizmu*. Mate, Zagreb								1		
through other media)	4. Kotler, P. (2001). *Upravljanje Marketingom, Analiza, Planiranje, Primjena i Kontrola*. Informator, Zagreb									3	
5.2. Additional literature (at the moment of changes and/or amended of study programme)	5. Kotler, P., Armstrong, G. (2013). *Principles of Marketing*, Prentice Hall, Boston 0									0	
acquisition of	information on students about their rights and o	s` progress the bligations as	arough short colloquius s well as the methods of	ms and homework, infor of work and the required	mation for literature.	vill be ensured through interact r further guidance to students w roatian employment service on	vill be provided in orde	r to increase	the efficiency	of their work. S	tudents will be inform

5.4. Inform the course contact wit teacher	and	It is obligatory for every student to regularly inform about the course, teaching and teaching activities. All information about teaching or any delay in teaching will be published on the Intranet pages of the course and on the web pages of the Šibenik University. Students can contact the teachers during the consultation term (at least one hour per week), while brief questions and explanations can be addressed during classes. It is possible to ask questions by e-mail (from the official e-mail address from the domain @ vus.hr) that will be answered in a short time (no later than five working days from the receipt of e-mail).
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1. GENERAL	INFORMATION								
1.1. Course lecturer	Anita Grubišić	1.8. Course code in ISVU	146572 201924						
1.2. Course title	Fundamentals of Accounting, mag.oec., Sen.Lec.	1.9. Course code in MOZVAG							
1.3. Assistants and/or associates		1.10. Forms of teaching (number of hours Lecturing +Practical exercises + Seminars + e learning)	45 P + 30 P						
1.4. Study programme (specialist, undergraduate, graduate)	Professional Undergraduate study of Tourism management	a. 1.11. Level of e- learning application (1 st , 2 nd , 3 rd level), percentage of on-line course performance (max. 20%)	1 st , course materials are on-line, 0%						
1.5. Course status (obligatory, optional)	Obligatory	b. 1.12. Number of course revisions	3						
1.6. Year of study	П	1.13. Modernization	Yes						
1.7. Credit score (ECTS)	6	1.14. Percentage estimate of course changes and/or supplements	Less than 20% X□ More than 20 % □						
2. COURSE DES	CRIPTION								
2.1. Course objectives	accounting plan, asset accounting and amortiz accounting of business results, inventory of ass statements, management accounting, inflatior	g process and policies, international accounting standards and the envi ation, accounting for liabilities and equity, cost accounting, income account ets and liabilities, acquisitions and consolidated reports, financial statement accounting, accounting ethics. Exercises include solving characteristic er of the RRIF Accounting Plan for Entrepreneurs.	nting, hts, financial indicators, understanding of financial						
2.2. Terms of course entry and required competences	No conditions								
2.3. Learning outcomes on the	LO3: To independently and responsibly searc	n more complex written and oral communication in Croatian and foreign the relevant literature for decision making and conclusion in Croatian a matics, statistics and informatics in the processing and analysis of data in	nd foreign languages						

study programme level		LO6: To apply basic legal and economic principles in organization and management LO7: To interpret business and financial reports and suggest solutions for improvement										
2.4. Expected learning	Learnin	ng outcomes according to the Bloom`s taxonor	Level of LO: 1- remembering, 2- understanding, 3- application, 4-analysis, 5-evaluation, 6-synthesis									
outcomes on the course level	1. 2. 3. 4. 5.	To explain, link and analyse the features of accounting fo To analyse the effects of key business transactions on fin To classify business events. To compute and record business events in basic and auxi To understand, link and analyse financial statements.	4,5 4,5 3,4 5,6									
	Number	Thematic unit	LO of the course	Content/teaching method	Evaluation		Duration					
	1.	Introductory lecture, accounting concepts and content,	1,2,3	They listen to a lecture and read literature. They work on their own and in team workouts.	In the written and or concepts of account accounting informat	12						
2.5. Course	2.	Types of accounting, accounting information users, Basic models of balance sheet and income statement,	1,2,3	They listen to a lecture and read literature. They work on their own and in team workouts.	distinguish between example, with an u	d oral exam, they know how to a accounting categories and set an inderstanding of the positions of the l statements and the application of	12					
content according to detailed curriculum	3.	Accounting harmonization, accounting documents and controls, accounting types and accounts.	1,2,3	They listen to a lecture and read literature. They work on their own and in team workouts.	In the written and or and evaluate the cha	ral exam, they know how to analyse rrt of accounts and the chart of them correctly with the double ules.	12					
schedule	4.	Basic accounting categories, accounting accounts, Chart of accounts for entrepreneurs, Rules in double-entry bookkeeping system	1,2,3	They listen to a lecture and read literature. They work on their own and in team workouts.	the Legal Framewor	oral exam, they know how to apply the for Financial Accounting and the n for the preparation of business ancial statements.	12					
	5.	Legal accounting framework for financial accounting in Croatia, Fundamental financial statements, accounting records, Tax system in the Republic of Croatia,	1,2,3	They listen to a lecture and read literature. They work on their own and in team workouts.	the Legal Framewor	oral exam, they know how to apply ork for Financial Accounting and the n for the preparation of business ancial statements.	12					

6.	Recording of business changes following the chart of accounts, Preparation of annual accounts, Repetition for exam, allocation of signatures.	1,2,3	They listen to a lecture and read literature. They work on their own and in team workouts.	On the written and oral exam, they know how to apply the Legal Framework for Financial Accounting and the Croatian Tax System for the preparation of business books and basic financial statements.	12
7.	Exercises include solving characteristic task groups as part of a written part of exams through recording business events entries using RRIF Accounting Plan for Entrepreneurs. 1	4	They listen to a lecture and read literature. They work on their own and in team workouts.	They can evaluate and synthesize business changes in both the written and oral exam	12
8.	Exercises include solving characteristic task groups as part of a written part of exams through recording business events entries using RRIF Accounting Plan for Entrepreneurs. 2	4	They listen to a lecture and read literature. They work on their own and in team workouts.	They can evaluate and synthesize business changes in both the written and oral exam	12
9.	Exercises include solving characteristic task groups as part of a written part of exams through recording business events entries using RRIF Accounting Plan for Entrepreneurs. 3	4	They listen to a lecture and read literature. They work on their own and in team workouts.	They can evaluate and synthesize business changes in both the written and oral exam	12
10.	Exercises include solving characteristic task groups as part of a written part of exams through recording business events entries using RRIF Accounting Plan for Entrepreneurs. 4	4	They listen to a lecture and read literature. They work on their own and in team workouts.	They can evaluate and synthesize business changes in both the written and oral exam	12
11.	Exercises include solving characteristic task groups as part of a written part of exams through recording business events entries using RRIF Accounting Plan for 4Entrepreneurs. 5	4	They listen to a lecture and read literature. They work on their own and in team workouts.	They can evaluate and synthesize business changes in both the written and oral exam	12
12.	Exercises include solving characteristic task groups as part of a written part of exams through recording business events entries using RRIF Accounting Plan for Entrepreneurs. 6	4	They listen to a lecture and read literature. They work on their own and in team workouts.	They can evaluate and synthesize business changes in both the written and oral exam	12
13.	Exercises include solving characteristic task groups as part of a written part of	4	They listen to a lecture and read literature. They work on their own and in team workouts.	They can evaluate and synthesize business changes in both the written and oral exam	12

		entries using RRI Entrepreneurs. 7									
	14.	exams through re-	ask groups as part of a written part of exams through recording business events entries using RRIF Accounting Plan for Entrepreneurs. 8		They listen to a lecture and read literature. They work on their own and in team workouts.		They can evaluate and synthesize business changes in both the written and oral exam		12		
	15.	Exercises include solving characteristic task groups as part of a written part of exams through recording business events entries using RRIF Accounting Plan for Entrepreneurs. 9		4	They listen to a lecture and read literature. They work on their own and in team workouts.		They can evaluate and synthesize business changes in both the written and oral exam		12		
3. EVALUATION	N OF STU	TUDENTS` WORK									
3.1. Students` obligations	Attendan	ce (in accordance w	ith the Regulations on Stud	ying) and the pr	eparation of	homework assignments a	re required for signature.				
3.2. Monitoring student work	Attendan	ce	1	Written exam (theory + practical)		2 +2	Project				
(enter the share of ECTS credits	Experime	ental work		Research			Practical work				
for each activity so that the total	Essay			Report			Continuous examination	0,5			
number of ECTS points	Colloquiu	ım		Seminar paper			Other				
corresponds to the credit score of the course)	Class acti	vity	0,5	Oral exam			Other				
3.3. Student workload	Student workload on all bases for 1 ECTS credit is 30 hours in a semester and is estimated as: 1. Attending classes and exercises 60 hours 2. Preparing colloquia or exams through individual work 120 hours										
4. GRADING SY	STEM										
4.1. Grading seminar papers	-										

	U	nsatisfactory		5	Satisfactory			Above average	
4.2. Grading colloquia/ written and oral exam	thout deeper bes not concepts pport the pples.	Reproduces the basic concepts and without difficulty imparts new knowledge, understands the material, explains the terms and concepts supported with examples.			Knowledge Observes th content of th terms and co were not ori material.	ins the ins the tions that			
	Active course at	tandanaa	70-75%	of attendance	70	6-86% of attenda	nce	87-100% of attendance	Max. Points
	Active course at	tendance	4	points		7 points		210points	20 points
	Seminar paper								
4.3. Final grade									
according to evaluation			2			3		4	5
elements	Colloquia/ Writt	Colloquia/ Written exam		50-64,9%		65-79,9%		80-89,9%	90-100%
			24	241points		53 points		65 points	72 points
	Oral exam			2	3			4	5
	Orar exam		9	points		12 points		15 points	18 points
4.3. Final grade according to	• · · · · · · · · · · · · · · · · · · ·		skills and eaching + final	and Numerical of		grade ECTS grad			
absolute		90 - 1 80 - 8		5 (excelle	/	A B			
division		65 – 7	9,9%	4 (very go 3 (good	i)	C B			
		50-6	4,9%	2 (satisfac	tory)	D			

5. ADDITIONAL	L COURSE INFORMATION		
5.1. Compulsory literature	Title	Number of copies in the library	Availability via other media

(available in the library and via other media)	1. Grubišić, A.; Osnove računovodstva, Veleučilište u Šibeniku, 2016.		YES
5.2. Additional literature (at the moment of changes and/or amended of study programme)	1. Group of authors: Računovodstvo poduzetnika s primjerima knjiženja, X naklada, 2014, RRIF Plus, Zagreb	2	
5.3. Quality assurance methods that ensure the acquisition of knowledge, skills and competences	The control of students' work quality and the acquisition of necessary knowledge and skills will be ensured through interact student activity during classes and provided information on students' progress through short colloquiums and homework, it be provided in order to increase the efficiency of their work. Students will be informed about their rights and obligations a literature. Indicators of quality assurance system: Student survey, monitoring of annual data from the Croatian employment service surveys from employers and Alumni association.	nformation for further guid s well as the methods of w	ance to students will ork and the required
5.4. Informing about the course and contacting the teacher	It is the responsibility of each student to be regularly informed about the course, the coursework, and the classroom activities will be published in a timely manner on the Intranet site of the course and on the website of the Šibenik University. Studen period (at least one hour per week), while for short questions and explanations they can be contacted during class. It is als official e-mail address at @ vus.hr), which will be answered as soon as possible (no later than five working days after rece	nts can contact teachers du	ring the consultation

4.3. Final grade according to	Percentage of acquired knowledge, skills and competences (teaching + final exam)	Numerical grade	ECTS grade				
absolute division	90 - 100%	5 (excellent)	А				
	80 - 89,9%	4 (very good)	В				
	65 - 79,9%	3 (good)	С				
	50 - 64,9%	2 (satisfactory)	D				
5. ADDITIONAL COURSE INFORMATION							

5.1. Compulsory literature	Title	Number of copies in the library	Availability via other media
(available in the library and via other media)	 Upper Intermediate English Course Book MARKET LEADER (Third edition), D. Falvey, D. Cotton, S. Kent, Pearson Longman (2011) (the mandatory part only applies to the topics described in this performance plan) 	1	Available on the Intranet pages of the Šibenik University
5.2. Additional literature (at the moment of changes and/or amended of study programme)	1. Upper Intermediate English Practice File MARKET LEADER (Third edition), Pearson Longman12. Essential Business Grammar and Usage, Business English, MARKET LEADER, Peter Strutt, Pearson Longman1	Available on-line	
5.3. Quality assurance methods that ensure the acquisition of knowledge, skills and competences	The control of students' work quality and the acquisition of necessary knowledge and skills will be ensured through and student activity during classes and provided information on students` progress through short colloquiums and students will be provided in order to increase the efficiency of their work. Students will be informed about their right and the required literature. Indicators of quality assurance system: Student survey, monitoring of annual data from the Croatian employment se surveys from employers and Alumni association.	homework, information for the stand obligations as well a	or further guidance to s the methods of work
5.4. Informing about the course and contacting the teacher	It is the responsibility of each student to be regularly informed about the course, the coursework, and the opossible adjournment will be published in a timely manner on the Intranet site of the course and on the we contact teachers during the consultation period (at least one hour per week), while for short questions an class. It is also possible to ask questions by e-mail (from the official e-mail address at @ vus.hr), which we than five working days after receiving the e-mail).	bsite of the Šibenik Univ d explanations they can	versity. Students can be contacted during

1. GENERAL INFORMATION			
1.1. Course lecturer	Ivana Bratić, prof., Sen. Lec.	1.8. Course code in ISVU	140745
1.2. Course title	Business English 3	1.9. Course code in MOZVAG	
1.3. Assistants and/or associates		1.10. Forms of teaching (number of hours Lecturing +Practical exercises + Seminars + e learning)	(30+15+0+0)
1.4. Study programme (specialist, undergraduate, graduate)	Professional Undergraduate Study of Tourism Management	1.11. Level of e- learning application (1 st , 2 nd , 3 rd level), percentage of on-line course performance (max. 20%)	1 st , course materials are on-line, 0%
1.5. Course status (obligatory, optional)	Obligatory	1.12. Number of course revisions	2
1.6. Year of study	2 st	b. Modernization	Yes
1.7. Credit score (ECTS)	3	1.14. Percentage estimate of course changes and/or supplements	Less than 20%X□More than 20 %□
2. COURSE DESCRIPTION			
2.1. Course objectives	related to the world of business, glo communicating, and writing business The aim of the course is also to fami	s English 3 is to upgrade the learned grammar structures with new bal trends and intercultural diversity. Developing competence in re- s letters in English. liarize students with multicultural diversity at European and global ng skills, active listening, writing a business letter (business etiquett	eading and understanding professional texts, level and to develop competencies and skills
2.2. Terms of course entry and required competences	level.	leted; Possession of a Level 4.2 qualification according to the CRO	
2.3. Learning outcomes on the study programme level	LO2: To organize and lead team work LO3: To independently and responsib	ms in more complex written and oral communication in Croatian ar k, and critically evaluate the opinions and attitudes of team stakehol bly search the relevant literature for decision-making and conclusion cepts and apply content related to economics, management, account	ders. 1 in Croatian and foreign languages.

		To develop team and interpersonal tea eed software tools for document preparati			ase study skills (case studies, pro-	jects, semi	nars) using		
	Lear		mbering, rstanding, cation, sis, ation,						
	1. To	o understand and apply basic terms in	profession	al terminology of economic ch	aracter in English		2,3		
2.4. Expected learning outcomes on	2. To cours	o translate and interpret in English lar se	iguage texts	s of business and economic cha	aracter processed during the		2,3		
the course level	3. To	o develop and demonstrate (in front o	f fellow stu	dents) a brief presentation with	nin the topics of the course		3		
		o formulate and compose a business le	<u> </u>	lish			6		
	5. To	prepare and compose an essay in En	nglish				6 5		
	6. To	6. To select and evaluate one of the topics within the course							
	7. Ez		6						
	8. Oi	rganize and implement teamwork					6		
	Cons	1							
	no	Thematic unit	LO of the course	Content/teaching methods	Evaluation		Time		
	121.	Introduction into the course and detailed plan.	-	Listen to lectures. Work independently on computer, get to know course content and e-learning documents.	-		2 h		
2.5. Course content according to detailed curriculum schedule	122.	122.Communication Listening, reading1, 2, 3, 5, 7Students read the text in English. They notice new and / or unfamiliar vocabulary and professional expressions, paraphrase them into English and offer an adequate translation into Croatian. They express their opinions in written and spoken form.At the colloquia or the written and oral exa students are able to paraphrase new express related to the notion of a good communicate explain what are the characteristics of a suc communicator in today's global environme will know how to use professional vocabul idioms from the business world as well as to fin Croatian versions for the same.		essions cator and successful nent. They pulary and us to	4 h				
	123.	Good communicators "A quiet word beats sending e-mail "	1, 2, 3,5, 7	Students read the text in English. They understand new and / or unfamiliar vocabulary and professional terms, paraphrase them	At the colloquium or the written and ora students know to evaluate and explain he companies can handle the modern way o communication; whether the technology	ow f	4 h		

			into English and offer adequate	to establish successful communication or did the	
			translation into Croatian. They answer	principles of communication	
			the questions.	remain the same.	
124.	International marketing "Diego della Valle: Italian atmosphere is central to Tod's global expansion"	1, 2, 3,5, 7	Students read the text in English. They notice new and / or unfamiliar vocabulary and professional expressions, paraphrase them into English and offer an adequate translation into Croatian. They express their opinions in written and spoken form.	At the colloquium or the written and oral exam, students are able to express their opinions about well-known international brands and to explain in English what makes them successful. They will be able to explain terms and phrases related to creating a brand image and target market.	4 h
125.	How to market internationally Brainstorming, writing	1, 2, 3,5, 7, 8	Students read the text in English. They understand new and / or unfamiliar vocabulary and professional terms, paraphrase them into English and offer adequate translation into Croatian. They answer the questions.	At the colloquium or written and oral exam students are able to interpret marketing strategies that are used today in the global market and justify their opinion regarding their use. Furthermore, they will be able to explain the concept of "international marketeers" and "world learning" as well as the importance of the brainstorming skill.	4 h
126.	Building relationships Describing relations; multiword words	1, 2, 3, 5, 7	Students read the text in English. They understand new and / or unfamiliar vocabulary and professional terms, paraphrase them into English and offer adequate translation into Croatian. They answer the questions.	At the colloquium or the written and oral exam students can explain the term "business relationships" within the business milieu and adopt a new professional vocabulary related to the same. He will be able to defend his opinion in English on how companies can build a good relationship with consumers.	4 h
127.	Business partnerships "How East is meeting West" Networking	1, 3, 4, 5, 6, 7, 8	Students read the text in English. They notice new and / or unfamiliar vocabulary and professional expressions, paraphrase them into English and offer an adequate translation into Croatian. They express their opinions in written and spoken form.	The colloquium or written and oral exam students know and explain the term "networking" and the reasons why networking is important for establishing good business relationships. Students will be able to paraphrase the processed vocabulary. They will know how to recognize it in context and use it in writing and speaking.	6 h
128.	Revision 1		Students solve exercises. They write an essay.	The student is required to be proficient in the written text in terms of new vocabulary and expression, which implies; completing the sentences with the correct words, identifying synonyms for the English vocabulary, adequately translating the given business context sentences into English, presenting their opinions on one of the given topics dealt within the study.	4 h
129.	Writing business letters Formal vs. Informal writing Writing formal emails Arranging a meeting	1,4,8	Students listen to a lecture. They write a business letter.	At the colloquium or the written and oral exam students can write a business letter in English. They know how to differentiate formal from informal writing. They know how to use the basic parts of a	4 h

					business letter or e-mail and use the basic phrases needed to write a business letter.	
	130.	Writing requests Arranging a visit Giving news Writing a complaint	1,4,8	Students listen to a lecture. They write a business letter.	At the colloquium or the written and oral exam, students can make a formal inquiry in English, write a notice or a complaint.	10 h
	131.	Success Successful businesses Prefixes	1,2,3,5,7	Students read the text in English. They understand new and / or unfamiliar vocabulary and professional terms, paraphrase them into English and offer adequate translation into Croatian. They answer the questions.	At the colloquium or the written and oral exam students can explain the term "successful businesses" and the term <i>business success</i> . They know how to use new vocabulary in speaking and writing as well as the most commonly used prefixes in verbs relating to successful business.	4 h
	132.	Job satisfaction Staff motivation Working for the best companies	1,2,3,5,7	Students read the text in English. They understand new and / or unfamiliar vocabulary and professional terms, paraphrase them into English and offer adequate translation into Croatian. They answer the questions.	At the colloquium or the written and oral exam students know how to use new vocabulary related to the concept of business success. They will be able to give a critical review regarding business motivation.	10 h
	133.	Risk Describing risk Managing risks	1,2,3,5,7	Students read the text in English. They understand new and / or unfamiliar vocabulary and professional terms, paraphrase them into English and offer adequate translation into Croatian. They answer the questions.	At the colloquium or the written and oral exam students can learn to use in their speech and writing a new, professional vocabulary related to the issue of business risk.	4 h
	134.	Internationalisation – risk or opportunity? Reaching agreement	1,2,3,5,7	Students read the text in English. They understand new and / or unfamiliar vocabulary and professional terms, paraphrase them into English and offer adequate translation into Croatian. They express their opinions in written and spoken form.	At the colloquium or the written and oral exam, students are able to express their opinions on the different types of risks that have developed in the last thirty years in global international business.	4 h
	135.	Review 2	1,2,3,4,5,6, 7,8	Students solve grammar tasks and tasks related to comprehension, translation and paraphrasing.	Students know how to complete grammar assignments in writing related to grammar units studied during the course. With regard to vocabulary exercises, they will be able to use new vocabulary and phrases accurately in the text.	16 h
3. EVALUATION OF STUDENTS`	WOR	X				

3.1. Students` obligations	at least 70%. Part-time Students who have d from 0 - 24, from 25 - 4 extraordinat more than 5 Students can take th	 n accordance with the Regulations on Studying and the Regulations on Student Assessment and Evaluation: for all full-time students' attendance of tt east 70%. Part-time students are required to attend classes at least 50%. All students are required to carry calculator and formulae list. Students who have during the course achieved: from 0 - 24,9% ECTS credits- are rated F (unsuccessful) and cannot obtain ECTS credits, and must re-enrol in the next academic year; from 25 - 49,9% - are assessed by FX (insufficient) and must pass the written exam (test). Written exam (test) can be held in a regular or extraordinary exam period; more than 50% - students have the right to take the final exam. Students can take the final exam from the course in two ways: a) during the course of teaching through continuous monitoring of students (active participation in classes and through three colloquia); b) by passing the exam (written and oral part of the exam). 									
	Attendance	0,5	Written	exam	1 (without	colloquia)	Project				
3.2. Monitoring student work (enter	Experimental work		Researc	h			Practical wor	rk			
the share of ECTS credits for each activity so that the total number of	Essay		Report				Continuous examination				
ECTS points corresponds to the credit score of the course)	Colloquium	2 (without written exam)	Seminar	r paper			Other				
	Class activity	0,5	Oral exa	am	1 (without	colloquia)	Other				
3.3. Student workload4. GRADING SYSTEM	5. Attending c	all bases for 1 ECTS lasses and exercises 4 olloquia or exams thro	5 hours			nated as:					
4.1. Grading seminar papers											
	Unsati	sfactory		Satisfactory				oove average			
4.2. Grading colloquia/ written and oral exam	and understanding of the subject. Does not know how to apply basic terms, concepts and without difficulty imparts new knowledge, understands the material, explains the terms and concepts						e principles, acc ne material, and oncepts supporte	analysis, synthesis and evaluation purately and thoroughly explains the logically connects and explains the ed with examples. Finds solutions to lotes correlations with related	e e		
4.3. Final grade according to evaluation elements	Active course attenda	nce 70-74,9% of a	ittendance	75-79,9% of atte	endance	80-89,9% of	attendance	90-100% of attendance			

			2 point	ts	5 poi	nts	10 p	oints	20	points
			2		3		4		5	
	Colloquia/ Writte	en exam	exam 50-64,9%		65-79,9%		80-89,9%		90-100%	
			25 poin	ts	30 poi	nts	35 p	oints	40	points
	Oral exam		2		3		4	5		5
	Orai exain		25 poin	its	30 poi	nts	35 p	oints	40	points
4.3. Final grade according to		knowle competence	age of acquired dge, skills and es (teaching + final exam)		rical grade	ECT	TS grade			
absolute division			0 - 100% 0 - 89,9%		ery good)		A B	-		
		65			(good) isfactory)		C D	-		
5. ADDITIONAL COURSE INFOR	RMATION							•		
5.1. Compulsory literature	Title Number of copies in the library A							Availability via other media		
(available in the library and via other media)	 Upper Intermediate English Course Book MARKET LEADER (Third edition), D. Falvey, D. Cotton, S. Kent, Pearson Longman (2011) (the mandatory part only applies to the topics described in this performance plan) 							1	Available on the Intranet pages of the Šibenik University	
5.2. Additional literature (at the moment of changes and/or amended of study programme)	1. Upper Intermed 2. Essential Busine							ongman	1 Ava 1	ilable on-line
5.3. Quality assurance methods that ensure the acquisition of knowledge, skills and competences	of attendance and for further guida obligations as we Indicators of qua	The control of students' work quality and the acquisition of necessary knowledge and skills will be ensured through interactive work. By keeping track of attendance and student activity during classes and provided information on students` progress through short colloquiums and homework, information for further guidance to students will be provided in order to increase the efficiency of their work. Students will be informed about their rights and obligations as well as the methods of work and the required literature. Indicators of quality assurance system: Student survey, monitoring of annual data from the Croatian employment service on the annual state of student employment, surveys from employers and Alumni association.								
5.4. Informing about the course and contacting the teacher	It is the responsi possible adjourn contact teachers	bility of ea ment will l during the ossible to a	ch student to be be published in a consultation per ask questions by	regularly in timely man iod (at least e-mail (fror	formed about the ner on the Intra t one hour per	net site of th week), while	ne course and o e for short ques	n the we stions ar	classroom activities. All ebsite of the Šibenik Univ ad explanations they can will be answered as soon	versity. Students can be contacted during

1. GENERAL INFORMATION AB	1. GENERAL INFORMATION ABOUT THE SUBJECT									
1.1. Title	Use of DDD Measures and HACCP Standard in Hotel Industry	1.8. ISVU course code	214418 214419							
1.2. Lecturer	Tanja Radić Lakoš, MSc, s.lec.	1.9. MOZVAG course code								
1.3. Assistants and/or associates	None	1.10. Forms of teaching (number of hours Lecturing +Practical exercises + Seminars + e learning)	(30+0+15+0)							
1.4. Study programme (specialist, undergraduate, graduate)	Professional Undergraduate study of Tourism management	1.11. Level of e- learning application (1 st , 2 nd , 3 rd level), percentage of on-line course performance (max. 20%)	1 st – materials available On-line, 0%							
1.5. Course status (obligatory, optional)	Optional	1.12. Number of course revisions	5							
1.6. Study year	2 nd	1.13. Modernization	yes 🗆 no							
1.7. Credit score (ECTS)	3	1.14. Percentage estimate of course changes and/or supplements	Less than 20% More than 20 %							
2. COURSE DESCRIPTION	1		1							
2.2. Terms of course entry and required competences										
2.3. Learning outcomes on the study programme levelLO3. To individually and responsibly search relevant literature for reaching solutions and conclusions in Croatian and foreign languagesLO5. To use planning, organizing, management and control methods on practical examples, analyse the problem and propose appropriate solutions to problem situations										

			ocesses, produc	ts and services and quality standards in co	mpanies and propose valorisation of new trends in co	mpanies and				
2.4. Expected learning outcomes on the course level		 3. To predict the consequences of poor and inefficient cleaning, disinfection, disinfestation and derating and provide an example of measures for the implementation of personal hygiene, hygiene in the production process and environmental hygiene 4. To discuss and critically evaluate how to prevent food contamination by physical, chemical and biological hazards, 5. To establish the process and actively contribute to the protection of food from potential hazards; 								
	6. 7. 8.	To select and recommend appropriate commercial To use materials and tools to search scientific and To present accepted knowledge, ideas, problems a	professional lite	erature in Croatian and in English,		2,5 3 6				
	Cons No:	tructive alignment Thematic ensemble / Lecture Topic Introduction to the course and a detailed performance plan	Course LO	Content / Teaching Method Listen to the lecture. On seminary teaching, by independent work on the computer students get acquainted with course content and documents on the e-learning course page.	Evaluation -	Time needed 4 hours				
2.5. Course content according to detailed curriculum schedule	2.	DDD and HACCP concepts and definitions.	1, 3, 5, 8	Listen to the lecture and read the literature. At the seminar student individually or in pairs made mental map thus presenting the appropriateness of previously acquired knowledge and presenting adopted knowledge and ideas, discuss issues.	In an oral exam students can define concepts of DDD and HACCP, and concepts related to it. Created mental map	4 hours				
	3.	Legislative framework for the introduction of the HACCP system. HACCP team. CP / CCP. HACCP plan.	1, 3, 5, 8	Listen to the lecture and read the literature. At the seminar student individually, in pairs or Socrates threes solve case studies thus presenting the appropriateness of previously acquired knowledge and presenting adopted knowledge and ideas, discuss issues.	In an oral exam students can distinguish and name control points and critical control points, they know their role and importance and can present simple HACCP plan. Solved case study.	, 4 hours				

4.	Microorganisms - food and water poisoning agents. Intestinal parasites. Epidemic. Quarantine.	1, 2, 3, 4, 5, 7, 8	Listen to the lecture and read the literature. They use multimedia and network. At the seminar student individually explore the content of this topic area by searching the database and based on it and read literature students write seminar paper thus presenting the acquired knowledge and making their own ideas, and ways to solve problems. Methods of brain storm and discussion on the exposed topic is applied in the whole group.	In an oral exam students can define and describe the role of microorganisms in the environment, describe and explain the entrance pathways in host organisms, list some of the most common intestinal microorganisms responsible for food and water poisoning. Students can discus about some epidemic in history and importance of quarantine. Created and Presented seminar paper (by independent use of computer programs).	8 hours
5.	Hygiene of water. Purification of drinking water and waste water.	1, 2, 3, 4, 5, 7, 8	Listen to the lecture and read the literature. They use multimedia and network at the seminar student individually explore the content of this topic area by searching the database and based on it and read literature students write seminar paper thus presenting the acquired knowledge and making their own ideas, and ways to solve problems. Methods of brain storm and discussion on the exposed topic is applied in the whole group.	In an oral exam students can define and describe the underlying concepts of water pollution, enumerate and distinguish natural and anthropogenic sources of water pollution, predict the effects of polluted water and the consequences analyse the impact of water pollution on the human health, plant and animal life and environment in general. Created and Presented seminar paper (by independent use of computer programs).	4 hours
б.	Sanitation. Personal Hygiene. Hygiene of handling and preparation of food.	1, 2, 3, 4, 5, 7, 8	Listen to the lecture and read the literature. They use multimedia and network At the seminar student individually explore the content of this topic area by searching the database and based on it and read literature students write seminar paper thus presenting the acquired knowledge and making their own ideas, and ways to solve problems. Methods of brain storm and discussion on the exposed topic is applied in the whole group.	In an oral exam they can define, describe and present methods of hygienic procedures for personal and working space hygiene. They understand and distinguish concept of cross- contamination and cold chain. Created and Presented seminar paper (by independent use of computer programs).	6 hours
7.	Organization of food processing plant. Obtaining and preventing food poisoning. Models of food contamination.	1, 2, 3, 4, 5, 7, 8	Listen to the lecture and read the literature. They use multimedia and network At the seminar student individually explore the content of this topic area by searching the database and based on it and read literature students write seminar paper thus presenting the	In an oral exam they can define and describe the types, role and mode of food storage, enumerate and describe members of food chain (from field to table), choose the most appropriate ways of food transportation and interpret the choice, analyse the conditions in warehouses in terms of storage capacity, development of new technologies and science.	6 hours

			1	acquired treamled as and matrix - their	Created and Dresented cominer nemer (h	
				acquired knowledge and making their own ideas, and ways to solve	Created and Presented seminar paper (by independent use of computer programs).	
				problems. Methods of brain storm and	independent use of computer programs).	
				discussion on the exposed topic is		
				applied in the whole group.		
				Listen to the lecture and read the		
				literature. They use multimedia and		
				network.		
				At the seminar student individually		
				explore the content of this topic area		
				by searching the database and based	In an oral exam they can define and describe the	
	8.	Allergens in food.	1, 7, 8	on it and read literature students write	types of food allergens. Created and Presented seminar paper (by independent use of computer	4 hours
		Ū.		seminar paper thus presenting the	programs).	
				acquired knowledge and making their	programs).	
				own ideas, and ways to solve		
				problems. Methods of brain storm and		
				discussion on the exposed topic is		
				applied in the whole group.		
				Listen to the lecture and read the		
				literature. At the seminar student individually		
				explore the content of this topic area	In a colloquy or written and oral exam students can	
				by searching the database and based	define and describe importance of disinfection	
		Disinfection – introduction	1, 2, 3, 4, 5,	on it and read literature students write	methods, to analyse, compare and select type of	
	9.	(mechanical, physical, chemical or	6, 7, 8	seminar paper thus presenting the	disinfection method in case of food processing,	8 hours
		biological methods of disinfection).	0, 7, 0	acquired knowledge and making their	working space maintenance, transport, surrounding	
				own ideas, and ways to solve	area (environment). Created and Presented seminar	
				problems. Methods of brain storm and	paper (by independent use of computer programs).	
				discussion on the exposed topic is		
				applied in the whole group.		
				Listen to the lecture and read the		
				literature. At the seminar student	In a colloquy or written and oral exam students can	
				individually explore the content of	describe types of disinfectant and their application	
				this topic area by searching the	in various area (air, water, soil, and solid surfaces)	
		Disinfection constrainty 1		database and based on it and read	and equipment. They can discuss about sanitation	
	10.	Disinfection – sanitation procedures.	1, 2, 3, 4, 5,	literature students write seminar paper	procedures in hotel industry, every day	6 hours
		Disinfectant (chemical agent) choice.	6, 7, 8	thus presenting the acquired	surroundings and extraordinary circumstances like	
				knowledge and making their own	natural catastrophes or state of epidemic. Created	
				ideas, and ways to solve problems.	and Presented seminar paper (by independent use	
				Methods of brain storm and	of computer programs).	
				discussion on the exposed topic is		
				applied in the whole group. Listen to the lecture and read the	In an oral exam students can define and describe	
				Listen to the lecture and read the literature. At the seminar student	In an oral exam students can define and describe the role of insects in the environment, list some of	
	11	Disinfectation	1, 2, 3, 4, 5,	individually explore the content of	the most common insects in human environment	8 hours
	11.		6, 7, 8	this topic area by searching the	(on fields and warehouses) describe and explain the	8 hours
			y - y -	database and based on it and read	basic structure, life cycle, and infestation.	
			I	unabase and based on it and read	ousie su ucture, me cycle, and miestation.	

					literature students write thus presenting the acqu knowledge and making ideas, and ways to solve Methods of brain storm discussion on the expos applied in the whole gro	their own e problems. and ed topic is	disinfestation m select type of di processing, wor surrounding are	and describe importance of ethods, to analyse, compare and sinfestation method in case of fooc king space maintenance, transport, a (environment). Created and nar paper (by independent use of ams).	
	12.	Derating	1, 2, 6, 7, 1	3, 4, 5, 8	Listen to the lecture and literature. At the semina individually explore the this topic area by search database and based on i literature students write thus presenting the acqu knowledge and making ideas, and ways to solv Methods of brain storm discussion on the expos applied in the whole gro	I read the ar student content of ing the t and read seminar paper ther own e problems. and ed topic is	In an oral exam the role of rode the most comm (on fields and v basic structure, They can define derating methoo type of derating working space area (environme	students can define and describe nts in the environment, list some of on rodents in human environment varehouses) describe and explain the life cycle, and infestation. and describe importance of ls, to analyse, compare and select method in case of food processing naintenance, transport, surrounding ent). Created and Presented semina endent use of computer programs).	e 8 hours
	13.	Application of HACCP s food industry	system in 1, 2, 5 6, 7, 5	3, 4, 5, 8	Field training		Experience lear	ning.	4 hours
	14.	Tour of the hotel industr and sanitation in the faci treatment, bait-laying).		3, 4, 5, 8	Field training		Experience lear	ning.	4 hours
	15.	Concluding Consideration Repeating and Preparing		3, 4, 5, 8	Listen to the lecture and preparation for the exam				14 hours
3. EVALUATION OF STUDEN	T WO	RK							
 3.1. Students` obligations In accordance with the Regulations on studying and the Regulations on Student Assessment and Evaluation: for all regular students attend at least 70% attendance. Part-time students have the obligation to attend at least 50% of lectures. All students must create, present and positively colloquy seminar paper. Students who have during the course achieved: From 0 – 24,9% ECTS credits - is rated F (unsuccessful) and cannot get ECTS credits and must re-enrol the subject in the next academic year; From 25 – 49,9% ECTS credits - is rated FX (inadequate) and has to come out and pass the test (exam). A written exam can be held in a regular or extraordinary exam period; More than 50% ECTS credits - students have the right to access the final exam of the subject. Students can pass the final exam in two ways: a) during the course through continuous student attendance (active participation in the lessons, creating mental map, solving case studies, making and presenting the seminar paper and passing two colloquia); b) during the course (active participation in the lessons, creating mental map, solving case studies, creating and presenting the seminar paper) and passing the exam (written and oral exam). 									
3.2. Monitoring student work	Attend	ance 0,25		Writter	n exam			Project	
(enter the share of ECTS credits for each activity so that the total	Experi	mental work		Resear	rch			Practical work	
number of ECTS points	Essay	0,25		Report				Continuous examination	

corresponds to the credit score Colloquium			Seminar paper	0,25	Other (inscribe)					
of the course)	Class activities	0,25	Oral exam	2	Other (inscribe)					
	The student's workload on all basis's amounts to 1 ECTS point for 30 hours of work per semester and is estimated as:									
	Commitment		-	Hours (estimate)						
3.3. Student workload	1. Attending classes			45						
	2. Creating and Prese	nting seminar paper		5						
	3. Preparation for the	Colloquium / exam through self-	study	40						

4. GRADING

	Valuation Element	Poor		Satisfying		Above average	
	Organization	The paper is not organized in its structure is lacking.	n a logical order and	The paper is well structured with a clear distinction between the introduction, the part of the text and the conclusion.		The paper is well-structured with a clear distinction between the introduction, the main part of the text and the conclusions that are perfectly logically linked to one another	
4.1. Seminar paper grading	Terminology, writing style	Words and phrases are low h official terminology. Writing appropriate, sentences are to vocabulary, and frequent and grammatical mistakes.	g style is not o long, modest	Words and phrases are aligned with official terminology. The writing style is appropriate, the sentence structure is clear, the vocabulary is appropriate and has little grammatical errors.		Words and phrases are aligned with official terminology and show an understanding of their meaning. The writing style is excellent, the sentences are clear and concise, the vocabulary is rich and there are no grammatical errors.	
	Quoting and referencing	Sources are not specified at a do not match the topic and sl approach to the research top	how a superficial	Sources are listed, but incomplete and with errors. The references are appropriate for the subject and show a satisfactory research attitude.		Sources are accurate, complete and consistent. The references are appropriate, their list is "rich" and comprehensive and shows a robust research approach.	
	Poo	r	Satisfying			Above average	
4.2. Colloquium / exam grading	2. Colloquium / exam grading of the subject. Does not know how to apply basic terms, concepts and knowledge, nor is able to support the content of the subject with examples.		Reproduces basic terms, without difficulty transfers new knowledge, understands subject matter, explains the terms and the notions that substantiate by examples.			Knowledge is at the level of analysis, synthesis and evaluation. It observes legitimacy, accurately and thoroughly explains the content of the subject, and logically links and explains the terms and concepts that it encapsulates. Find solutions that are not originally given. There is a correlation with correlative subjects.	

	Active participation in the	70-75% of attendance	76-86% of attendance	87-100% of attendance	Created mental map. Solved case study.
4.3. Creating a final grade according to	lessons	5 points	7 points	10 points	10 points
evaluation elements	Essay	2	3	4	5
		5 points	7 points	8 points	10 points

	a		2			3	4		5
	Seminar paper		5 points			7 points	8 point	S	10 points
			2			3	4		5
	Oral exam		20 points		35 points		50 point	ts .	60 points
4.4. Creating a final grade according to		know	entage of adopted wledge, skills and nces (teaching + final exam)	Numerou	us grade ECTS g			I	
absolute allocation			90-100%	5 (exce	/	А			
		-	80 - 89,9%	4 (very	<u> </u>	B			
			65 - 79,9% 50 - 64,9%	3 (go 2 (suffi	,	C D			
5 ADDITIONAL INCODMATION A		1	50 - 04,970						
5. ADDITIONAL INFORMATION ABOUT THE COURSE									
			Number of copies in the library	Availability via other media					
5.1. Compulsory literature (available	1. Krajcar, S. I	Dezinfekcij	5						
in the library and through other media)	2. Turčić, V. H	HACCP i hi	2						
	3. Krešić, G. T	2							
5.2. Additional literature (at the moment of changes and/or amended of study programme)	2. HACCP voo	dič - Prakti	e prakse za ugostitelje ična provedba načela HA 10 vijeće. Kodeks Jamstv			gostiteljstvu HACCP susta	vom. Zagreb, 1997		Available On-line Available On-line Available On-line
5.3. Quality assurance methods that ensure the acquisition of knowledge, skills and competences The control of students work quality and the acquisition of necessary knowledge and skills will be ensured through interactive work. By keeping track of attendance and student activity during classes and provided information on students` progress through short colloquiums and homework, information for further guidance to students will be provided in order to increase the efficiency of their work. Students will be informed about their rights and obligations as well as the methods of work and the required literature. Indicators of quality assurance system: Student survey, monitoring of annual data from the Croatian employment service on the annual state of student employment, surveys from employers and Alumni association.									
5.4. information on the course and contact with the teacher	It is obligatory for every student to be regularly informed about the course, teaching and teaching activities. All information about teaching or any delay in teaching will be published on the Intranet pages of the course and on the web pages of the Šibenik University. Students can contact the teachers during the consultation term (at least one hour per week), while brief questions and explanations can be addressed during classes. It is possible to ask questions by e-mail (from the official e-mail address from the domain @ vus.hr) that will be answered in a short time (no later than five working days from the receipt of e-mail).								

1. GENERAL INFORMATION AB	OUT THE SUBJECT							
1.1. Title	Food Safety in Tourism	1.8. ISVU course code	214420 214421					
1.2. Lecturer	Phd Nikolina Gaćina, Sen.Lec.	1.9. MOZVAG course code						
1.3. Assistants and/or associates	None	1.10. Forms of teaching (number of hours Lecturing +Practical exercises + Seminars + e learning)	(30+0+15+0)					
1.4. Study programme (specialist, undergraduate, graduate)	Professional Undergraduate Studies of Tourism Management	1.11. Level of e- learning application (1 st , 2 nd , 3 rd level), percentage of on-line course performance (max. 20%)	1 st – materials available On-line, 0%					
1.5. Course status (obligatory, optional)	Optional	1.12. Number of course revisions	1.					
1.6. Study year	2 nd	1.13. Modernization	yes 🗆 no					
1.7. Credit score (ECTS)	3	1.14. Percentage estimate of course changes and/or supplements	Less than 20% More than 20 %					
2. COURSE DESCRIPTION	·		·					
2.1. Course objectives The goal is to provide students with theoretical knowledge and case studies: Acquiring basic knowledge in the field of food safety Understanding the importance of food safety in the hospitality industry Understanding the importance of using preventive measures in food manipulation, maintenance of space, equipment and accessories Applying and understanding the importance of personal hygiene to all participants who have any contact with food								

2.2. Terms of course entry and required competences	No cor	lo competences required									
	LO 3: '	To independently and responsibly search relevant l	iterature for dec	ision-making and conclusion in Croatian a	and foreign language						
	LO 5: '	To use planning, organizing, leading and controllin	g methods using	g case studies, and analyse the problem an	d propose appropriate solutions to problem situations						
		O 13: To analyse the new roles of organizations, systems, processes, products and services and quality standards in the enterprise and propose the valorisation of new trends in enterprises and organizations									
2.4. Expected learning outcomes	Learning outcomes towards Bloom's taxonomy: (Up to two verbs per LO)										
on the course level		lemonstrate knowledge and understanding of cours nalyse the importance of food safety "from the fiel		fining and describing basic concepts about	food and food safety	1,2					
			4, 2, 5								
	 To anticipate the consequences of poor and inefficient hygiene measures and inadequate food manipulation To analyse measures of personal, space, equipment and accessories hygiene, and the environment 										
	5. To analyse and compare ways to prevent food contamination										
	6. To use materials and tools to search the scientific and professional literature in their native and English languages										
		resent the acquired knowledge, ideas, problems an				4, 2, 6					
	Cons No:	tructive alignment Thematic ensemble / Lecture Topic	Evaluation	Time needed							
2.5. Course content according to	1	Introduction to the course and detailed curriculum. Parameters for creating a seminar paper and selecting a topic for the paper.	-	Listen to the lecture.	-	2 hours					
detailed curriculum schedule		Introduction to Food Security. Food safety legislation in the Republic of Croatia.	1,2	They listen to a lecture, present a seminar paper, followed by a discussion, and read literature.	At the colloquium or the written and oral exam they know: define and describe basic food safety, enumerate basic legislative acts related to food safety.	⁷ 6 hours					
	2.	Biological, chemical and physical hazards in food.	1, 2, 3, 4, 5	They listen to a lecture, present a seminar paper, followed by a discussion, and read literature. They listen to a lecture, present a	At the colloquium or the written and oral exam they know: to define, classify and distinguish biological chemical and physical hazards in food.	4 hours					
	3.	Biological hazards in food: bacteria, viruses, parasites.	At the colloquium or the written and oral exam the know: to define and distinguish bacterial, viral and parasitic food hazards	4 hours							

4.	Protecting food from microbial spoilage. Storage and transport conditions of individual food groups.	1, 2, 3, 4, 5	They listen to a lecture, present a seminar paper, followed by a discussion, and read literature.	At the colloquium or the written and oral exam they know: to describe and analyse the conditions of storage and transportation of particular groups of foods.	6 hours
5.	Chemical contaminants: heavy metals, industrial pollutants, drugs and mycotoxins.	1, 2, 3, 4, 5	They listen to a lecture, present a seminar paper, followed by a discussion, and read literature.	At the colloquium or the written and oral exam they know: define and classify chemical contaminants and describe their specificities.	4 hours
6.	Chemical contaminants: plant protection products.	1, 2, 3, 4, 5	They listen to a lecture, present a seminar paper, followed by a discussion, and read literature.	At the colloquium or the written and oral exam they know: to define, describe and compare plant protection products as contaminants.	4 hours
7.	Declaring food. Food security within dietary restrictions.	1, 2, 3, 4, 5	They listen to a lecture, present a seminar paper, followed by a discussion, and read literature.	At the colloquium or the written and oral exam they know: to analyse the basic food declaration, to understand the labelling of food with restrictions on certain ingredients.	6 hours
8.	Food allergies and intolerances.	1, 2	They listen to a lecture, present a seminar paper, followed by a discussion, and read literature.	At the colloquium or the written and oral exam they know: define and describe food allergies and intolerances, list the most common food allergens, define and describe lactose intolerance and gluten intolerance, enumerate substitute functional foods for the same intolerances and analyse its specifics and its marking.	4 hours
9.	HACCP system and risk analysis in food.	1, 2, 3, 4, 5, 6, 7, 8	They listen to a lecture, present a seminar paper, followed by a discussion, and read literature.	At the colloquium or the written and oral exam they know: explain the specifics of the HACCP system, CCT and food risk analysis.	4 hours
10.	Food traceability.	1, 2, 3, 4, 5, 6, 7, 8	They listen to a lecture, present a seminar paper, followed by a discussion, and read literature.	At the colloquium or the written and oral exam they know: to explain the importance of food traceability, to describe ways of carrying out traceability by example.	6 hours
11.	Personal hygiene of employees in contact with food.	1, 2, 3, 4, 5, 6, 7, 8	They listen to a lecture, present a seminar paper, followed by a discussion, and read literature.	At the colloquium or the written and oral exam they know: personal hygiene of employees in contact with food.	6 hours
12.	Hygiene facilities, equipment and accessories.	1, 2, 3, 4, 5, 6, 7, 8	They listen to a lecture, present a seminar paper, followed by a discussion, and read literature.	At the colloquium or the written and oral exam they know: to describe and analyse the basic hygiene of space, equipment and accessories.	4 hours
13.	DDD - Disinfection, Disinfection, Pest Control	1, 2, 3, 4, 5, 6, 7, 8	They listen to a lecture, present a seminar paper, followed by a discussion, and read literature.	At the colloquium or the written and oral exam they know: to define basic concepts of DDD, and to analyse individual procedures of DDD.	4 hours
14.	Health safety of drinking water.	1, 2, 3, 4, 5, 6, 7, 8	They listen to a lecture, present a seminar paper, followed by a discussion, and read literature.	At the colloquium or the written and oral exam they know: define basic terms and explain the parameters of health safety of drinking water.	6 hours
15.	Concluding Observations / Repeat and preparing for the exam.		They listen to a lecture and prepare individually for the exam.		20 hours

3. EVALUATION OF STUDEN	T WORK								
3.1. Students` obligations	 In accordance with the Regulations of Studying and the Regulations on Student Assessment and Evaluation: for all regular students attend at least 70% attendance. Part-time students have the obligation to attend at least 50% of lectures. All students must create, present and positively colloquy seminar paper. Students who have during the course achieved: From 0 – 24,9% ECTS credits - is rated F (unsuccessful) and cannot get ECTS credits and must re-enrol the subject in the next academic year; From 25 – 49,9% ECTS credits - is rated FX (inadequate) and has to come out and pass the test (exam). A written exam can be held in a regular or extraordinary exam period; More than 50% ECTS credits - students have the right to access the final exam of the subject. Students can pass the final exam in two ways: a) during the course through continuous student attendance (active participation in the lessons, solving case studies, making and presenting the seminar paper and project, passing two colloquia); b) during the course (active participation in the lessons, solving case studies, creating and presenting the seminar paper and project) and passing the exam (written and oral exam). 								
3.2. Monitoring student work	Attendance	Project							
(enter the share of ECTS credits	Experimental work		Research			Practical work			
for each activity so that the total number of ECTS points	Essay		Report			Continuous examinati	on		
corresponds to the credit score of the course)	Colloquium	2 (without the written and oral exams)	Seminar paper		0,75	Other (inscribe)			
of the course)	Class activities		Oral exam		1 (without colloquiums)	Other (inscribe)			
3.3. Student workload	Commitment 1. Attending classes 2. Creating and Presen				hours of work per semester and is estimated as: Hours (estimate) 45 10 35				
4. GRADING									
	Valuation Element	Poor			Satisfying		Above average		
	Organization	The paper is not organized in its structure is lacking.	a logical order and	distinction	is well structured with a clear between the introduction, the mai text and the conclusion.	n distinction betw part of the text a	Il-structured with a clear veen the introduction, the main and the conclusions that are Ily linked to one another		
4.1. Seminar paper grading	Terminology, writing style	Words and phrases are low ha official terminology. Writing appropriate, sentences are too vocabulary, and frequent and grammatical mistakes.	style is not long, modest	terminolog sentence s	d phrases are aligned with official gy. The writing style is appropriate structure is clear, the vocabulary is te and has little grammatical errors	e, the terminology and meaning. The w sentences are cl is rich and there	ises are aligned with official d show an understanding of their vriting style is excellent, the ear and concise, the vocabulary e are no grammatical errors.		
	Quoting and referencing	Sources are not specified at al do not match the topic and sh approach to the research topic	ow a superficial	errors. Th	re listed, but incomplete and with e references are appropriate for the d show a satisfactory research attit	The references and comprehend	urate, complete and consistent. are appropriate, their list is "rich" sive and shows a robust research		

		J	Poor			Satisfying		At	oove average
4.2. Colloquium / exam grading	understanding of apply basic term	f the sub s, conce	nory, without deeper ject. Does not know ho pts and knowledge, nor nt of the subject with	is the	knowledge, ur	terms, without difficul derstands subject matt ne notions that subs	ter, explains	Knowledge is at the level of analysis, synthesis and evaluation. It observes legitimacy, accurately and thoroughly explains the content of the subject, and logically links and explains the terms and concepts that it encapsulates. Find solutions that are not originally given. There is a correlation with correlative subjects.	
	Active participation	in the	70% of attend	lance	71-80	% of attendance	81-9	0% of attendance	91-100% of attendance
	lessons		2 points			3 points		4 points	5 points
	Descend non-		2		3		4		5
4.3. Creating a final grade	Research paper		8 points		10 points			12 points	15 points
according to evaluation	Colloquium / written exam		2			3		4	5
elements			50-64,9%		65-79,9%			80-89,9%	90-100%
			25 points		35 points		40 points		50 points
	Oral exam		2			3		5	5
	Orar exam		15 points	8	2	20 points		25 points	30 points
4.4. Creating a final grade			centage of adopted owledge, skills and ences (teaching + final exam)		ous grade	ECTS grade			
according to absolute allocation			90 - 100% 80 - 89,9%	`	cellent) y good)	A B			
			65 - 79,9%	3 (good)	С			
			50-64,9%	2 (sut	ficient)	D			

5. ADDITIONAL INFORMATION ABOUT THE COURSE					
5.1. Compulsory literature (available in the library and through other media)	Title	Number of copies in the library	Availability via other media		
	 Havranek, J., Tudor Kalit, M. (Eds.) (2014). Food security from field to table. M.E.P., Zagreb. (Selected chapters) 	4			

	2. Krešić, G. (2012). Nutrition trends. Faculty of Tourism and Hospitality Management, Opatija.	4	
	 Ordinance on the sanitary quality of drinking water (NN 47/08). <u>https://narodne-novine.nn.hr/clanci/sluzbeni/2008_04_47_1593.html</u> 		On-line
5.2. Additional literature (at the moment of changes and/or	1. Marinculic, A., Haburn, B., Barbic, Lj., Bech, R. (2009). Biological hazards in food. HAH, Osijek. https://www.hah.hr/pdf/Prirucnik%20bioloske%20opasnosti.pdf		On-line
amended of study programme)	2. Food safety. <u>https://www.mingo.hr/public/documents/5-vodic-sigurnost-hrane-lowresfinalweb.pdf</u>		On-line
5.3. Quality assurance methods that ensure the acquisition of knowledge, skills and competences	The control of students' work quality and the acquisition of necessary knowledge and skills will be ensured through interactive work. By k classes and provided information on students` progress through short colloquiums and homework, information for further guidance to stude of their work. Students will be informed about their rights and obligations as well as the methods of work and the required literature. Indicators of quality assurance system: Student survey, monitoring of annual data from the Croatian employment service on the annual stat Alumni association.	ents will be provided in order to	increase the efficiency
5.4. information on the course and contact with the teacher	It is obligatory for every student to regularly inform about the course, teaching and teaching activities. All information about teaching or a pages of the course and on the web pages of the Šibenik University. Students can contact the teachers during the consultation term (at least one can be addressed during classes. It is possible to ask questions by e-mail (from the official e-mail address from the domain @ vus.hr) the working days from the receipt of e-mail).	hour per week), while brief ques	stions and explanations

1. GENERAL INFORMATION ABOUT THE SUBJECT				
1.1. Title	ECONOMICS OF NON-PROFIT ORGANISATION	1.8. ISVU course code	140750	
1.2. Lecturer	Divna Goleš, Master in econ., Sen.Lec.	1.9. MOZVAG course code		
1.3. Assistants and/or associates	None	1.10. Forms of teaching (number of hours Lecturing +Practical exercises + Seminars + e learning)	(30+15+0+0)	
1.4. Study programme (specialist, undergraduate, graduate)	Professional Undergraduate Study of Tourism Management	1.11. Level of e- learning application (1 st , 2 nd , 3 rd level), percentage of on-line course performance (max. 20%)	1 st – materials available On-line, 0%	
1.5. Course status (obligatory, optional)	Optional	1.12. Number of course revisions	4.	
1.6. Study year	2st	1.13. Modernization	• yes 🗆 no	
1.7. Credit score (ECTS)	3	1.14. Percentage estimate of course changes and/or supplements	Less than 20% More than 20 %	

2. COURSE DESCRIPTION	
2.1 Course objectives	The aim of the collegium is to familiarize students with the basic concepts of economics from the aspect of rational behaviour of non-profit
2.1. Course objectives	organizations whose primary objective is to ensure general interests and the common needs of the wider social community or a specific target group.

2.2. Terms of course entry and required competences	No requirements.				
	LO1: To apply and connect economic terms in more complex written and oral communication in Croatian and foreign languages.				
	LO2: To develop team and interpersonal skills in team work, master communication skills and presentation skills of given topics and tasks.				
	LO3: To independently and responsibly search the relevant literature for decision making and conclusion in Croatian and foreign lan	guages			
	LO6: To apply basic legal and economic principles in organization and management				
2.4. Expected learning outcomes on the course level	Learning outcomes towards Bloom's taxonomy: (Up to two verbs per LO)	LO Level: 37. Recapture, 38. Understanding, 39. Application, 40. Analysis, 41. Evaluation, 42. Synthesis			
	1. To critically evaluate the role and importance of organizations acting for the common good.	5			
	2. To analyse the specifics of individual management functions in the non-profit sector.				
	3. To design a work program for a non-profit organization.				
	4. To present an approach paper that addresses the business of a non-profit organization	6			

	Constructive alignment						
2.5. Course content according to detailed curriculum schedule	No:	Thematic ensemble / Lecture Topic	Course LO	Content / Teaching Method	Evaluation	Time needed	
	136.	Introduction to the course and a detailed performance plan.	-	Listen to the lecture. On seminary teaching, by independent work on the computer students get acquainted with course content and documents on the Intranet course page.	-	3 hours	
	137.	Economics as social science, the characteristics of non-profit organizations	1,2.4	They listen to a lecture. They read the literature.	At the colloquium or the written and oral exam define basic insights on the characteristics of the non-profit sector.	3 hours	
	138.	Organizations that work for the common good.	1,2,4	They listen to a lecture. They read the literature.	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit.	4 hours	
	139.	Overview of the legal framework of non-profit organizations.	1,2	They listen to a lecture, they read the literature.	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit.	4 hours	

	140.	Businesses of non-profit organizations.	1,2,3,4	They listen to a lecture, they read the literature.	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit,	6 hours
	141.	Assessment of needs and priorities of non-profit organizations.	1,2,3	They listen to a lecture, they read the literature, work in a team on case work present a seminar paper, followed by a discussion.	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit, then they should present and analyse the same on a concrete example.	6 hours
	142.	Development of business behaviour of non-profit organizations - management of non-profit organizations.	1,2,3	They listen to a lecture, they read the literature, work in a team on case work present a seminar paper, followed by a discussion.	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit, then they should present and analyse the same on a concrete example.	6 hours
	143.	Develop business behaviour of non- profit organizations-marketing non- profit organizations.	1,2,3	They listen to a lecture, work in a team on case work, present a seminar paper, followed by a discussion.	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit, then they should present and analyse the same on a concrete example.	6 hours
	144.	Creating a program of non-profit organizations, I. colloquium.	1,2,3,4	They listen to a lecture, they read the literature, present a seminar paper, followed by a discussion.	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit, then they should present and analyse the same on a concrete example.	16 hours
	145.	Asset, financing and accounting of non-profit organizations.	2,3	They listen to a lecture, they read the literature, present a seminar paper, followed by a discussion.	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit.	6 hours
	146.	Making a proposal for budgeting the cost of implementing the work program.	2,3,4	They listen to a lecture, work in a team on case work, present a seminar paper, followed by a discussion	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit, then they should present and analyse the same on a concrete example-	6 hours
	147.	Make a proposal for a project funding grant.	3,4	They listen to a lecture, work in a team on case work, present a seminar paper, followed by a discussion	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit, then they should present and analyse the same on a concrete example.	10 hours
	148.	Quality Management Systems of Non-Profit Organizations.	1,2	They listen to a lecture, they read the literature, present a seminar paper, followed by a discussion.	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit,	4 hours
	149.	Example: Croatian national tourist board.	1,2	They listen to a lecture, they read the literature.	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit.	4 hours
	150.	Final lecture, course signatures, II. colloquium	1,2,3,4	They listen to a lecture and prepare independently for the exam.	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit.	12 hours
3. EVALUATION OF STUDE	NT WO	RK				
.1. Students' obligations	It is r	ent obligations are prescribed by the Regu ecommended that students actively particle end classes regularly should consult with	ipate in clas	ses, which means participating in d	iscussions, solving assignments, etc. Student	s who are una
				6		170

	It is the duty of every student to be regularly informed about the progress of classes. All information about the holding or possible postponement of classes will be published on the website of the Šibenik University of Applied Sciences or on the website of the course, which also contains all information about the course as well as teaching materials and a list of literature. Students can pass the final exam in two ways: a) during the course through continuous student attendance (active participation in the lessons, making and presenting the seminar paper, passing two colloquia); b) during the course (active participation in the lessons, creating and presenting the seminar) and passing the exam (written and oral exam).							
		0,5	Written exam		1 (by submitting both colloquiums the student is relieved of a written examination)	Proje	ct	
3.2. Monitoring student work	Experimental work		Research			Pract	ical work	
(enter the share of ECTS credits for each activity so that the total number of ECTS points corresponds to the credit score of the course)	Essay		Report			Conti	nuous examination	
	Colloquium	1,5 (by submitting both colloquiums the student is relieved of a written and oral examination)	Seminar paper			Other	(inscribe)	0,5
	Class activities	0,5	Oral exam		0,5 (by submitting both colloquiums the student is relieved of an oral examination)	Other	(inscribe)	
3.3. Student workload	Commitment 6. Attending classes 7. Creating and Present		0 hours o	s of work per semester and is estimated as: Hours (estimate) 45 15 30				
4. GRADING								
	Valuation Element	Poor			Satisfying		Above	average
4.1. Seminar paper grading	Organization	The paper is not organized order and its structure is la		The paper is well structured with a clear distinction between the introduction, the main part of the text and the conclusion.			The paper is well-structured with a clear distinction between the introduction, the main part of the text and the conclusions that are perfectly logically linked to one another	
	Terminology, writing style	Words and phrases are low with official terminology. not appropriate, sentences	Writing style is	Words and phrases are aligned with official terminology. The writing style is appropriate, the sentence structure is clear,			Words and phrases are aligned with official terminology and show an understanding of their meaning. The writing style is excellent, the sentences are clear and	

	Quoting and refe	erencing	modest vocabular repeated grammat Sources are not sp references do not a superficial appro	ical mistakes. ecified at all. match the top	The ic and show	the vocabulary is appr grammatical errors. Sources are listed, but errors. The references the subject and show a attitude.	incomplete a are appropria	nd with te for	are no gram Sources are consistent. ' their list is	e vocabulary is rich and there matical errors. accurate, complete and The references are appropriate, "rich" and comprehensive and oust research approach.	
		Po	oor			Satisfying			Al	oove average	
4.2. Colloquium / exam grading	understanding of apply basic term	Student answers by memory, without deeper understanding of the subject. Does not know how to apply basic terms, concepts and knowledge, nor is able to support the content of the subject with examples.				ces basic terms, without difficulty transfers wledge, understands subject matter, explains ns and the notions that substantiate by s. originally correlative				ge is at the level of analysis, synthesis and n. It observes legitimacy, accurately and ly explains the content of the subject, and links and explains the terms and concepts capsulates. Find solutions that are not y given. There is a correlation with e subjects.	
	Active participation in the lessons		70-75% of atter	ndance	76-86	5% of attendance	87-10	0% of atter	ndance	Solved case study and project	
			2 points			4 points		7 points		3 points	
	Seminar paper		2			3		4		5	
4.3. Creating a final grade			5 points		7 points		8 points			10 points	
according to evaluation			2		3		4			5	
elements	Colloquium / writte exam	en	50-64,9%		65-79,9%		80-89,9%			90-100%	
			25 points			30 points	35 points			40 points	
			2			3		5		5	
	Oral exam		25 points	1		30 points		35 points		40 points	
4.4. Creating a final grade according to absolute allocation		know competen	ntage of adopted ledge, skills and icces (teaching + final exam) 90 - 100% 80 - 89,9% 65 - 79,9% 50 - 64,9%	Numero 5 (exc 4 (very 3 (g	ellent) 7 good)	ECTS grade				·	

5. ADDITIONAL INFORMATION ABOUT THE COURSE									
5.1. Compulsory literature	Title	Number of copies in the library	Availability via other media						
(available in the library and through other media)	 Alfirević N., and associates (2013). * Osnove marketinga i menadžmenta neprofitnih organizacija,* Školska knjiga, Zagreb, (selected chapters) 	2							
	2. Dobre R.(2005). *Ekonomika poduzeća*, VŠTM, Šibenik,(selected chapters)	10							
5.2. Additional literature (at the moment of changes and/or amended of study	 Group of authors (2018).*Računovodstvo neprofitnih organizacija* RRIF, Zagreb Meler M., (2003).* Neprofitni marketing*, University of Economy in Osijek, Osijek Lagidation (NN) 	2 0	On line						
5.3. Quality assurance methods that ensure the acquisition of knowledge, skills and competences	The control of students' work quality and the acquisition of necessary knowledge and skills will be ensured through interactive work. By keeping track of attendance and student activity during classes and provided information on students` progress through short colloquiums and homework, information for further guidance to students will be provided in order to increase the efficiency of their work. Students will be informed about their rights and obligations as well as the methods of work and the required literature. Indicators of quality assurance system: Student survey, monitoring of annual data from the Croatian employment service on the annual state of student								
5.4. information on the course and contact with the teacher									

3. GENERAL INFORMA	ATION							
1.1. Course title	Business German III	1.8. Course code in ISVU	140746 201930					
1.2. Course lecturer	Goran Crnica, prof., Sen.Lec.	1.9. Course code in MOZVAG						
1.3. Assistants and/or associates	-	1.10. Forms of teaching (number of hours Lecturing +Practical exercises + Seminars + e learning)	(30+15+0+0)					
1.4. Study programme (specialist, undergraduate, graduate)	Professional Undergraduate study of Tourism management	1.11. Level of e-learning application (1st, 2nd, 3rd level), percentage of online course performance (max. 20%)	1st, course materials are on-line, %					
1.5. Course status (obligatory, optional)	Optional	1.12. Number of course revisions	2					
1.6. Year of study	2nd	1.13. Modernization	yes 🗆 no					
1.7. Credit score (ECTS)	3	1.14. Percentage estimate of course changes and/or supplements	Less than 20% More than 20 %					
2. COURSE DESCRIPTION		·	·					
2.1. Course objectives The aim of the course is to develop language structures, lexis and grammar from the business German language at elementary level. Special attention is given to perfecting the techniques of listening, reading, speaking and writing. Professional vocabulary should be mastered at an elementary level. The objectives also include the repetition and determination of basic tenses, the adoption of professional vocabulary related to the language of information technologies, as well as international and intercultural economic issues.								

2.2. Terms of course entry and required competences		ur-year secondary education andatory.	a completed; possessing a Level 4.2 d	qualification ac	cording to the CROQF. Knowledge of	German at a minimum basic level (A1-A2) is d	esirable but not				
		0 1: To apply and link econo oatian and foreign language	mic terms in more complex written a	and oral comm	unication in						
2.3. Learning outcomes on the	LO	LO 3: To individually and responsibly search relevant literature for reaching solutions and conclusions in Croatian and foreign languages									
study programme level	an	LO 10: To develop team and interpersonal teamwork skills, master communication skills and presentation skills for assigned topics and tasks (case studies, projects, seminars) using advanced software tools for document creation, presentation and budget implementation									
2.4. Expected learning outcome on the course level (4-10		Learning outcomes according to Bloom's taxonomy:									
learning outcomes)	1.		usiness German keywords				1,2 2,3				
	2.	2. To explain and apply correctly grammatical structures and vocabulary in the field of Business German									
	3.	 To create independently and present content in the field of Business German To analyse medium-sized professional texts and solve language tasks 									
		 5. To argue critically the views expressed and express your own views on the topic of Business German 									
	5.				tes (CEF) level A2 language competend	ces to generate new ideas	5 6				
	Cons	nstructive alignment									
	r.br.	Thematic topic of the lecture	Thematic topic of the language exercises	LO of the course	Content / teaching method	Evaluation	Hours needed				
2.5. Course content according to detailed curriculum schedule		Stellenangebote	Präsens; Präpositionen mit Dativ und/oder Akkusativ	3,5,6	Students listen to the lectures. They work independently on the computer, inform themselves about the course content and eLearning documents. Students discuss the reasons for choosing their studies and explain what they expect from their future career.	In the oral part of the final exam, students introduce themselves or their colleagues. The express their opinion about their own linguist progress and point out their shortcomings and strengths.	c 3				
-	2.	Berufe im Tourismus	Kausalsätze	1,4,5,6	Students listen to the lecture and take an active part by asking questions and answering questions. In the lectures, students are encouraged to engage in dialogue and discussion, as well as to express opinions and points of view. The four language skills	At the colloquium or in the written part of the final exam, the pupils define and explain the most important terms of the learning units. They solve language exercises that demonstrate an understanding of the meaning of key terms. In the oral part of the final exam, the students critically discuss their views on the unit topic: and texts and use part of the general language	3				

				(listening, speaking, reading and writing) are used extensively.	skills at level A2 of the Common European Framework of Reference for Languages by presenting their ideas and findings.	
3.	Ein Tag in einem Reisebüro	Perfekt; Konjunktiv 2 (Hilfsverben, Modalverben), Konditional 1	2,3,4,6	Students listen to a lecture on grammar and spelling. The students exchange their own experiences on a certain topic and practice language structures by formulating their own examples.	Students apply grammar structures and solve grammar and spelling problems at the colloquium or in the written part of the final exam. In the oral part of the final exam, students use everyday examples to explain how to use certain grammatical structures.	3
4.	Aktivurlaub	Artikel, Artikeldeklination, Wenn-Sätze, Präpositionen mit Dativ und Akkusativ	1,4,5,6	Students listen to the lecture and take an active part by asking questions and answering questions. In the lectures, students are encouraged to engage in dialogue and discussion, as well as to express opinions and points of view. The four language skills (listening, speaking, reading and writing) are used extensively.	At the colloquium or in the written part of the final exam, the pupils define and explain the most important terms of the learning units. They solve language exercises that demonstrate an understanding of the meaning of key terms. In the oral part of the final exam, the students critically discuss their views on the unit topics and texts and use part of the general language skills at level A2 of the Common European Framework of Reference for Languages by presenting their ideas and findings.	3
5.	Hotelprospekte	Präpositionen mit Dativ oder Akkusativ, Adjektivdeklination, Superlativ, indirekte Rede, Infinitiv mit zu	2,3,4,6	Students listen to a lecture on grammar and spelling. The students exchange their own experiences on a certain topic and practice language structures by formulating their own examples.	Students apply grammar structures and solve grammar and spelling problems at the colloquium or in the written part of the final exam. In the oral part of the final exam, students use everyday examples to explain how to use certain grammatical structures.	3
6.	Hotelklassifikation	Passiv mit Modalverben	1,4,5,6	Students listen to the lecture and take an active part by asking questions and answering questions. In the lectures, students are encouraged to engage in dialogue and discussion, as well as to express opinions and points of view. The four language skills (listening, speaking, reading and writing) are used extensively.	At the colloquium or in the written part of the final exam, the pupils define and explain the most important terms of the learning units. They solve language exercises that demonstrate an understanding of the meaning of key terms. In the oral part of the final exam, the students critically discuss their views on the unit topics and texts and use part of the general language skills at level A2 of the Common European Framework of Reference for Languages by presenting their ideas and findings.	3
7.	Hotelhinweise	Erweiterte Attribute	2,3,4,6	Students listen to a lecture on grammar and spelling. The students exchange their own experiences on a certain topic and practice language structures by formulating their own examples.	Students apply grammar structures and solve grammar and spelling problems at the colloquium or in the written part of the final exam.	3

					In the oral part of the final exam, students use	
					everyday examples to explain how to use	
					certain grammatical structures.	
8.	Management in der Hotellerie - Wiederholung	Konditionalsätze, Aktiv- Passiv - Kolloquium 1	2,3,4,6	Students listen to a lecture on grammar and spelling. The students exchange their own experiences on a certain topic and practice language structures by formulating their own examples.	Students apply grammar structures and solve grammar and spelling problems at the colloquium or in the written part of the final exam. In the oral part of the final exam, students use everyday examples to explain how to use certain grammatical structures.	3
9.	Gästereklamation	Indirekte Fragen – ohne zu	1,2,4,5,6	The students listen to the lecture and prepare individually for the exam. Before the colloquium, students are asked to ask questions about content or grammar.	At the colloquium or in the written part of the final exam, the pupils define and explain the most important terms of the learning units. They solve language exercises that demonstrate an understanding of the meaning of key terms. In the oral part of the final exam, the students critically discuss their views on the unit topics and texts and use part of the general language skills at level A2 of the Common European Framework of Reference for Languages by presenting their ideas and findings.	25
10.	Empfangsszenen an der Rezeption	Frage- und Pronominaladverbien	2,3,4,6	Students listen to a lecture on grammar and spelling. The students exchange their own experiences on a certain topic and practice language structures by formulating their own examples.	Students apply grammar structures and solve grammar and spelling problems at the colloquium or in the written part of the final exam. In the oral part of the final exam, students use everyday examples to explain how to use certain grammatical structures.	3
11.	Hoteleinrichtung und Dienstleistungen	Aktiv- Passiv	1,4,5,6	Students listen to the lecture and take an active part by asking questions and answering questions. In the lectures, students are encouraged to engage in dialogue and discussion, as well as to express opinions and points of view. The four language skills (listening, speaking, reading and writing) are used extensively.	At the colloquium or in the written part of the final exam, the pupils define and explain the most important terms of the learning units. They solve language exercises that demonstrate an understanding of the meaning of key terms. In the oral part of the final exam, the students critically discuss their views on the unit topics and texts and use part of the general language skills at level A2 of the Common European Framework of Reference for Languages by presenting their ideas and findings.	3
12.	Wetterverhältnisse	Substantivierte Adjektive und Partizipien	2,3,4,6	Students listen to a lecture on grammar and spelling. The students exchange their own experiences on a certain topic and practice language structures by formulating their own examples.	Students apply grammar structures and solve grammar and spelling problems at the colloquium or in the written part of the final exam.	3

3.1. Student obligations		Students with 25 - 49.9	ents. ats with 0 - 24.9% of ECTS credits - are graded with an F (unsuccessful) and cannot earn ECTS credits and must re-enrol the course in the next academic year; ats with 25 - 49.9% of ECTS credits - are graded FX (insufficient) and must pass the written exam (test). The written exam can be held in a regular or extraordin ats with more than 50% of ECTS credits - students have the right to take the final exam. the final exam in two ways: colloquia and an oral exam during the regular or extraordinary exam; final exam consisting of a written and an oral exam during the regular or extraordinary exam.						
	attend The stu teachin he/she	classes and teach at least 50 ident's acquired knowledge and their presentation of I is exempted from the writte at achievements:	ng and the Rulebook on Student As. %; they are also required to write he is tested during the course content. A homework. Of particular importance n part of the final exam and is oblig	omework. Stud Students are eve e for the final g ged to take the o	ents are required to bring writir aluated during the teaching pro rade are the two written tests th oral final exam.	ng materials (paper and ocess, with particular att nat the student takes dur	pen/ballpoint pen) to the exercises. ention being paid to the student's ac ing the semester. If the student pass	ctive participation ses both exams,	
3. EVALUATION OF STUE	ENTW	ORK				certain grain	natical structures.	I	
	15.	Reklamationen Wiederholung	Adjektivdeklination, Artikelgebrauch - Kolloquium 2	1,2,4,5,6	The students listen to the lec and prepare individually for exam. Before the colloquium, stude are asked to ask questions ab content or grammar.	the grammar and colloquium c ents In the oral pa everyday exa	ly grammar structures and solve l spelling problems at the or in the written part of the final art of the final exam, students use imples to explain how to use matical structures.	26	
	14.	Neue Trends in der Gastronomie	Temporalsätze, Konzessivsätze, Modalsätze, Kausalsätze	2,3,4,6	Students listen to a lecture or grammar and spelling. The students exchange their own experiences on a certain topi practice language structures formulating their own examp	n grammar and colloquium c exam. In the oral pa everyday exa certain gramm	ly grammar structures and solve I spelling problems at the or in the written part of the final art of the final exam, students use maples to explain how to use matical structures.	3	
	13.	Unterbringung und Zimmerservice	Adjektivdeklination, Passiv mit Modalverben, Präteritum, Perfekt, Frage- und Pronominaladverbien	1,4,5,6	Students listen to the lecture take an active part by asking questions and answering questions. In the lectures, stu are encouraged to engage in dialogue and discussion, as v to express opinions and poin view. The four language skil (listening, speaking, reading writing) are used extensively	certain gramm At the colloq final exam, th most importa They solve la demonstrate of key terms. well as lis and texts and skills at level y. Framework of presenting th	rt of the final exam, the students cuss their views on the unit topics use part of the general language A2 of the Common European of Reference for Languages by eir ideas and findings.	3	

3.2. Monitoring student work						D .				D		
(enter the share of ECTS	Experimental work					Research				Practical work		
credits for each	Essay					Report				Continuous evaluation	ation	
activity so that the total number of ECTS points	Colloquium		1 (without written	exam)		Seminar paper				(Homework for pa students)	art-time	0,5
corresponds to the credit score of the course)	Active participation		0,5			Oral exam		1		(Other)		
	The workload o	f students or	n all bases is 1 E	ECTS crea	dit point (3	0 semester h	ours) and i	s estimated	l as:			
3.3. Student workload		Obligation Hours (estimated)										
			l language exercises r exams through ind		ŀ		45 45					
4. GRADING SYSTEM	10. Hepun	ing conoquia o	exams in ough no		R		-13					
4.1. Grading seminar papers	-											
			Satisfactory			Abov	Above average					
4.2. Grading colloquia/ written and oral exam	understanding o apply basic term	and knowledge nor is imparts new			es the basic concepts and without difficulty new knowledge, understands the material, the terms and concepts supported with			Knowledge is at the leve evaluation. Observes the thoroughly explains the logically connects and ex concepts supported with that were not originally g related material.	e principle content of xplains th examples	s, accurately and f the material, and e terms and s. Finds solutions		
	Active participation		70-74,9	% of atten	dance	75-7	75-79,9% of attendance		80-	80-89,9% of attendance 9		00% of attendance
	exercises	lage		2 points		5 points			10 points			20 points
				2			3			4		5
4.3. Final grade according to evaluation elements	Colloquia/Writter	n exam	4	50-64,9%			65-79,9%			80-89,9%		90-100%
				25 points			30 points			35 points		40 points
	Oral exam			2			3			5		5
	Orai exam			25 points			30 points			35 points		40 points
4.4. Final grade according to absolute division		knowled competences	ge of acquired lge, skills and s (teaching + final exam)	Nur	merical grade		ECTS gra	de				
		90	- 100%	5	(excellent)		А					

	80 - 89,9%	4 (very good)	В
	65 – 79,9%	3 (good)	С
	50 - 64,9%	2 (satisfactory)	D

5. ADDITIONAL COURSE INFORMATION										
5.1. Compulsory literature (available in the library and	Title	Number of copies in the library	Availability via other media							
via other media)	1. Blažević, N. (1998). Deutsch in Hotellerie und Tourismus. Zagreb: Školska knjiga.									
5.2. Additional literature (at the moment of changes and/or amended of study programme)	 www.goethe.de – a well-known website about the German language learngerman.dw.com – a well-known website that, in addition to news in 30 different languages, also offers content for learning German <u>https://www.croatia.hr</u> – the official website of the Croatian National Tourist Board 		Available on the Intranet pages of the Šibenik University							
5.3. Quality assurance methods that ensure the acquisition of knowledge, skills and competences	The control of student work quality and the acquisition of necessary knowledge and skills will be ensured through interactive work. By keeping track of attendance and student activity during class and provided information on student progress through short colloquiums and homework, information for further guidance to students will be provided to increase the efficiency of their work. Student work of quality assurance system: Student survey, monitoring of annual data from the Croatian employment service on the annual state of student employment, surveys from employers a Alumni association.									
5.4. Informing about the course and contacting the teacher	It is the responsibility of each student to be regularly informed about the course, the coursework, and classroom activities. All notices of classes or the Intranet site of the course and the website of the Šibenik University. Students can contact teachers during the consultation period (at least explanations they can be contacted during class. It is also possible to ask questions by e-mail (from the official e-mail address at @vus.hr), which five working days after receiving the e-mail).	one hour per week), while for	or short questions and							

9. GENER	AL INFORMATION							
1.1. Course lecturer	PhD, Ivana Kardum Goleš, college profesor	1.8. Course code in ISVU	140747 201932					
1.2. Course title	Business Italian Language III	1.9. Course code in MOZVAG						
1.3. Assistants and/or associates	Sunčića Petrović prof., assistant	1.10. Forms of teaching (number of hours Lecturing +Practical exercises + Seminars + e learning)	(30+15+0+0)					
1.4. Study programme (specialist, undergraduate, graduate)	Professional Undergraduate study of Tourism Management	a. 1.11. Level of e- learning application (1 st , 2 nd , 3 rd level), percentage of on-line course performance (max. 20%)	1 st , course materials are on-line, 0%					
1.5. Course status (obligatory, optional)	Optional	b. 1.12. Number of course revisions	1					
1.6. Year of study	2 nd	1.13. Modernization	Yes					
1.7. Credit score (ECTS)	3	1.14. Percentage estimate of course changes and/or supplements	Less than 20%X□More than 20 %□					
2. COURSE DES	CRIPTION							
2.1. Course objectives	1. Course The aim of the course is to master basic language structures, lexicon and grammar from the Italian language. Particular attention is paid to improving the techniques of reading, understanding, writing and speaking in the field of tourism and management. Governing the vocabulary of the profession at a lower level. By attending a foreign language class students are introduced with new communication systems, enabling their easier and more direct involvement in world events and getting acquainted with							
2.2. Terms of course entry and required competences	Completed course Business Italian language II							
2.3. Learning outcomes on the		x written and oral communication in Croatian and foreign languages erature for reaching solutions and conclusions in Croatian and foreig						

study programme level								
2.4. Expected	Learni	ing outcomes according to the Bloom`s taxono	Level of LO: 1- remembering, 2- understanding, 3- application, 4-analysis, 5-evaluation, 6-synthesis					
learning		understand and interpret concepts from profess	alian	2,4				
outcomes on the		write CV in Italian by using the Europa's temp	2,3					
course level		write business letters in Italian		2,6				
		recognize and apply grammatical structures on 2/B2	tences at level	2, 6				
	5. to	read and analyse more complex texts in areas t	3,4					
	6. to communicate at the intermediate level in the foreign within the subject of the course but in real life situations as well language							
	Numb er	Thematic unit	LO of the course	Content/teaching method	Evaluation		Duration	
	1.	Introduction into the course and detailed plan.	-	Listen to lectures. Work independently on computer, get to know course content and eLearning documents.	-		2 hours	
2.5. Course content	2.	Il viaggio d`affari, linguaggio e struttura	1, 2, 5	Listen to lectures and read literature. Use multimedia and internet. Solve exercises.	describe the activoccupations related apply basic gram	oquium or the written and oral exam they can the activities and the most important s related to tourism in Italian, identify and ic grammatical structures on texts and s using part of the general language		
according to detailed curriculum schedule	3.	Noleggiare, il condizionale presente	1,2,5	Listen to lectures and read literature. Use multimedia and internet. Solve exercises.	describe the activitie occupations related apply basic gramma	quium or the written and oral exam they can activities and the most important related to tourism in Italian, identify and grammatical structures on texts and using part of the general language		
	4.	L`italiano al telefono, fare le conversazioni	1, 2, 5	Listen to lectures and read literature. Use multimedia and internet. Solve exercises.	understand and appl terminology related describe the activitie occupations related apply basic gramma	r the written and oral exam they can y basic concepts from professional to business and tourism in Italian, es and the most important to tourism in Italian, identify and tical structures on texts and art of the general language and A2 level	4 hours	

	5.	Curriculum vitae I, Linguaggio e struttura del curriculum: cosa scrivere e come scriverlo. Modelli di CV (Europass)	1, 2, 3, 5, 6	Listen to lectures and read literature. Use multimedia and internet. Solve exercises. Participate in discussions.	At the colloquium or the written and oral exam they can understand and apply basic concepts from professional terminology related to business and tourism in Italian, describe the activities and the most important occupations related to tourism in Italian, identify and apply basic grammatical structures on texts and assignments using part of the general language competences at A1 and A2 level and explain the specifics of Italy in the context of etymology, history, geography and culture.	4 hours
	6.	Curriculum vitae II, struttura e lingua	1, 2, 3, 5, 6	Listen to lectures and read literature. Use multimedia and internet. Solve exercises.	At the colloquium or the written and oral exam they can understand and apply the basic terms in professional terminology related to business and tourism in Italian, identify and apply basic grammatical structures on texts and assignments using part of the general language competences at A1 and A2 level	4 hours
	7.	La cultura degli affari – cercando notizie sull`Italia e Parma	1, 2, 5, 6	Listen to lectures and read literature. During lectures individually research the content of this thematic field by searching data bases, present acquired knowledge, express their own ideas and ways of problem solving. Brainstorming, discussion. Solve exercises.	At the colloquium or the written and oral exam they can understand and apply the basic terms in professional terminology related to business and tourism in Italian, identify and apply basic grammatical structures on texts and assignments using part of the general language competences at A1 and A2 level and are able to read and analyse simple texts in the areas that are discussed during the course.	6 hours
	8.	Introduzione alla corrispondenza commerciale, Le parti di una lettera formale	1, 2, 4, 5, 6	Listen to lectures and read literature. Use multimedia and internet. Solve exercises and colloquium.	At the colloquium or the written and oral exam they can understand and apply basic concepts in professional terminology related to business and tourism in Italian, to be able to independently read and analyse simpler texts in the fields and areas covered during the course, to explain the specificities of Italy in the context of etymology, history, geography, culture, identify and apply basic grammatical structures to texts and tasks using part of the general language competencies at A1 and A2 level	10 hours
	9.	La richiesta di informazioni via posta elettronica, le regole - Il linguaggio delle referenze: cosa scrivere e come scriverlo	1, 2, 4, 5, 6	Listen to lectures and read literature. Use multimedia and internet. Solve exercises.	At the colloquium or the written and oral exam they can understand and apply basic concepts in professional terminology related to business and tourism in Italian, to be able to independently read and analyse simpler texts in the fields and areas covered during the course, to explain the specificities of Italy in the context of etymology, history, geography, culture, identify and apply basic grammatical structures to texts and tasks using part of the general language competencies at A1 and A2 level	6 hours
	10.	La corrispondenza commerciale – la domanda di lavoro, Descrivere la propria	1, 2,3, 4	Listen to lectures and read literature. Use multimedia and internet. Solve exercises. Participate in discussion.	At the colloquium or the written and oral exam they can understand and apply basic concepts in professional terminology related to business and tourism in Italian,	6 hours

		carriera: esperienza professionale passata (mansioni,trasferimenti, promozioni), descrivere i propri studi			to be able to independently read and analyse simpler texts in the fields and areas covered during the course, to explain the specificities of Italy in the context of etymology, history, geography, culture, identify and apply basic grammatical structures to texts and tasks using part of the general language competencies at A1 and A2 level, listen to short conversations individually and work on solving tasks	
	11.	Visita a una ditta, il testo	4	Listen to lectures and read literature. Use multimedia and internet. Solve exercises.	At the colloquium or the written and oral exam they can understand and apply basic concepts in professional terminology related to business and tourism in Italian, to be able to independently read and analyse simpler texts in the fields and areas covered during the course, to explain the specificities of Italy in the context of etymology, history, geography, culture, identify and apply basic grammatical structures to texts and tasks using part of the general language competencies at A1 and A2 level	10 hours
	12.	L`arte di negoziazione, Offerte, reclami, ordini	1.4	Listen to lectures and read literature. Use multimedia and internet. Solve exercises.	At the colloquium or the written and oral exam they can understand and apply the basic terms in professional terminology related to business and tourism in Italian, describe the activities and the most important occupations related to tourism in Italian, describe the most important sectors and elements of business within companies, be able to read and analyse independently texts in the areas and areas covered during the class, identify and apply basic grammatical structures on texts and assignments using part of general language competences at A1 and A2 level, be able to communicate at the basic level in a foreign language within the course topics	10 hours
	13.	Le fasi di negoziazione - Attività professionali (funzioni, mansioni)	5, 6	Listen to lectures and read literature. During lectures individually research the content of this thematic field by searching data bases, present acquired knowledge, express their own ideas and ways of problem solving. Brainstorming, discussion. Solve exercises.	At the colloquium or the written and oral exam they can understand and apply the basic terms in professional terminology related to business and tourism in Italian, describe the activities and the most important occupations related to tourism in Italian, describe the most important sectors and elements of business within companies, be able to read and analyse independently texts in the areas and areas covered during the class, identify and apply basic grammatical structures on texts and assignments using part of general language competences at A1 and A2 level, be able to communicate at the basic level in a foreign language within the course topics	4 hours
	14.	Descrivere le proprie motivazioni professionali e i benefit, revisone	5, 6	Listen to lectures and read literature. During lectures individually research the content of this thematic field by searching data bases,	At the colloquium or the written and oral exam they can understand and apply the basic terms in professional terminology related to business and tourism in Italian,	6 hours

					present acquired knowle own ideas and ways of p Brainstorming, discussio	oroblem solving.	occupati most imp compani texts in t identify and assig compete commun within th	the activities and the most impo ons related to tourism in Italian. portant sectors and elements of es, be able to read and analyse i he areas and areas covered duri and apply basic grammatical str gnments using part of general la nces at A1 and A2 level, be able icate at the basic level in a forei ne course topics	, describe the business within ndependently ng the class, uctures on texts nguage e to ign language	
	15.	Revisione - Il testo	1, 2, 3	, 4, 5, 6	Solve exercises.		understa terminol describe occupati most imp compani texts in t identify and assig compete commun	olloquium or the written and ora nd and apply the basic terms in ogy related to business and tour the activities and the most impo ons related to tourism in Italian, portant sectors and elements of es, be able to read and analyse i he areas and areas covered duri and apply basic grammatical str gnments using part of general la nces at A1 and A2 level, be able icate at the basic level in a forei the course topics	professional ism in Italian, ortant , describe the business within ndependently ng the class, uctures on texts nguage e to	10 hours
3. EVALUATION	N OF STU	UDENTS` WORK								
3.1. Students` obligations	tane during the benedet in the statement barrens in the statement of the international and is congress to take the statement of the statement									
3.2. Monitoring student work	Attenda	nce	0,5	Wr	itten exam	1 (without colloq	uia)	Project		
(enter the share of ECTS credits	Experim	ental work		Res	search			Practical work		
for each activity so that the total	Essay			Rep	port			Continuous examination		

number of ECTS points	Colloquium		(without written xam)	Sen	ninar paper			Other	
corresponds to the credit score of the course)	Class activity	0	0,5		al exam	1		Other	
3.3. Student workload	Student workload on all bases1.Attending classes and2.Preparing colloquia on	exercises			ster and is estim 45 hours 45 hours	ated as:			
4. GRADING SY	STEM								
4.1. Grading seminar papers	-								
	Unsatisfactory		S	Satisfactory			Above average		
4.2. Grading colloquia/ written and oral exam	Student answers by memory, wi understanding of the subject. Do know how to apply basic terms, and knowledge, nor is able to su content of the subject with exam	Reproduces the basic concepts and without difficulty imparts new knowledge, understands the material, explains the terms and concepts supported with examples.ObWeWeWe			Observes the content of t terms and c	he principles, accurately the material, and logical	sis, synthesis and evaluation and thoroughly explains the lly connects and explains the examples. Finds solutions to prrelations with related		
	Active course attendance	70-75% of attendance		76-86% of attendance		nce	87-100% of attendance		Max. points
		3	3 points		7 points		20 points		20 points
4.3. Final grade	Seminar paper								
according to evaluation			2		3		4		5
elements	Colloquia/ Written exam	50	-64,9%		65-79,9%		80-89	9,9%	90-100%
		25	points		30 points		35 pc	oints	40 points
	Oral exam		2		3		4		5
	Of al exam	25	points		30 points		35 pc	pints	40 points
4.3. Final grade according to	Percentage of knowledge, competences (te examples)	skills and eaching + final	Numerical g	Numerical grade ECTS grade		ade			

absolute	90 - 100%	5 (excellent)	А
division	80 - 89,9%	4 (very good)	В
	65 - 79,9%	3 (good)	С
	50 - 64,9%	2 (satisfactory)	D

5. ADDITIONAL COURSE INFORMATION										
5.1. Compulsory literature	Title	Number of copies in the library	Availability via other media							
(available in the library and via other media)	L'ITALIANO IN AZIENDA, Giovanna Pelizza, Marco Mezzadri; GUERRA EDIZIONI, 2003. (selected chapters)	10	х							
5.2. Additional literature (at the moment of changes and/or amended of study programme)	 L'ITALIANO PER GLI AFFARI, N. Cherubini, Bonacci Editore, 2000. Dizionario italiano-croato, M.Deanović, J.Jernej, Školska knjiga Zagreb 	10	X (eLearning, handouts)							
5.3. Quality assurance methods that ensure the acquisition of knowledge, skills and competences	The control of students' work quality and the acquisition of necessary knowledge and skills will be ensured through interactive work. By keeping track of attendance and student activity during classes and provided information on students` progress through short colloquiums and homework, information for further guidance to students will be provided in order to increase the efficiency of their work. Students will be informed about their rights and obligations as well as the methods of work and the required literature. Indicators of quality assurance system: Student survey, monitoring of annual data from the Croatian employment service on the annual state of student employment, surveys from employers and Alumni association.									
5.4. Informing about the course and contacting the teacher	It is the responsibility of each student to be regularly informed about the course, the coursework, and the classroom activities will be published in a timely manner on the Intranet site of the course and on the website of the Šibenik University. Stude period (at least one hour per week), while for short questions and explanations they can be contacted during class. It is als official e-mail address at @ vus.hr), which will be answered as soon as possible (no later than five working days after rece	nts can contact teachers due of possible to ask questions	ring the consultation							

IV. SEMESTER

1. GENERAL INFO	DRMATION ABOUT THE SUBJECT								
1.1. Title	Service Management	1.8. ISVU course code	142625 201933						
1.2. Lecturer	PhD, Ana Udovičić, college professor	1.9. MOZVAG course code							
1.3. Assistants and/or associates	None	1.10. Forms of teaching (number of hours Lecturing +Practical exercises + Seminars + e learning)	(45+0+15+0)						
1.4. Study programme (specialist, undergraduate, graduate)	Professional Undergraduate study of Tourism Management	1.11. Level of e- learning application (1 st , 2 nd , 3 rd level), percentage of on-line course performance (max. 20%)	1 st – materials available On-line, 0%						
1.5. Course status (obligatory, optional)	obligatory	1.12. Number of course revisions	1.						
1.6. Study year	2	1.13. Modernization	yes 🗆 no						
1.7. Credit score (ECTS)	6	1.14. Percentage estimate of course changes and/or supplements	Less than 20% More than 20 % □						
2. COURSE DESCR	RIPTION								
2.1. Course objectives									

2.2. Terms of course entry and required competences	Four-year high school e	education completed; having a qualification	on at level 4.	.2							
2.3. Learning	LO5: To use planning, Situations	, organizing, management and control me	ethods on pra	actical examples, analyse the prob	olem and propose appropriate solutions to p	roblem					
outcomes on the study programme	organizations										
level	LO13: To understand specific human resource management processes and propose a proper value system in judgment process and assessment of work achievements and performances										
2.4. Expected learning outcomes on	Learning outcomes tow (Up to two verbs per LC	wards Bloom's taxonomy: O)		LO Level: 1. Recapture, 2. Understanding, 3. Application, 4. Analysis, 5. Evaluation, 6. Synthesis							
the course level	1. To analyse processe and enhancement	ses of service management and new roles	of planning,	controlling, implementation	1,2						
		se business models and innovation method	ods.		5,2						
ļ		roblematic of innovations			4,2						
	4. To critically judge t	the process of innovation implementation	a and method	ds of innovations	6						
	Constructive alignmen	nt									
2.5. Course content	No:	Thematic ensemble / Lecture Topic	Course LO	Content / Teaching Method	Evaluation	Time needed					
according to detailed curriculum schedule	1.	Introduction to course, course objectives	-	Listen to the lecture. On seminary teaching, by independent work on the computer students get acquainted with course content and documents on the e-learning course page.	-	2 hours					
	<u> </u>	Definition of service	Listen to the lecture and read the literature.	In a colloquy or written and oral exam students, define service and characteristics of service.	4 hours						

2.	Service management – definition	1, 6,	Listen to the lecture and read the literature.	In a colloquy or written and oral exam, students can define service management.	6 hours
3.	Types of service systems	1, 6, 7	Listen to the lecture and read the literature.	In a colloquy or written and oral exam students can define and describe different service systems and their specifics.	8 hours
4.	Service enhancement and measurement	1, 2, 3, 4, 5, 6,	Listen to the lecture and read the literature. At the seminar student individually, in pairs or Socrates threes solve case studies thus presenting the appropriateness of previously acquired knowledge and presenting adopted knowledge and ideas, discuss issues.	In a colloquy or written and oral exam students can define what service enhancement and measurement is and the different techniques used in this process. Solved case study.	8 hours
5.	Introduction to innovation management	1, 5, 6, 7	Listen to the lecture and read the literature. At the seminar student individually explore the content of this topic area by searching the database and based on it and read literature students write seminar paper thus presenting the acquired knowledge and making their own ideas, and ways to solve problems. Methods of brain storm and discussion on the exposed topic is applied in the whole group.	In a colloquy or written and oral exam students can define what is innovation management and its characteristics. Created and Presented seminar paper (by independent use of computer programs).	14 hours
6.	Innovation as management process	1, 3, 5, 6, 7	Listen to the lecture and read the literature. At the seminar student individually explore the content of this topic area by searching the database and based on it and read literature students write seminar paper thus presenting the acquired knowledge and making their own ideas, and ways to solve problems. Methods of brain storm and discussion on the exposed topic is applied in the whole group.	In a colloquy or written and oral exam they can define and describe innovations and the process of making innovations. Created and Presented seminar paper (by independent use of computer programs).	12 hours
7.	Keeley & Pikkel – types of innovation	1, 2, 3, 4, 5, 6, 7	Listen to the lecture and read the literature. At the seminar student individually explore the content of this topic area by searching the database and based on it and read literature students write seminar paper thus presenting the acquired knowledge and making their own ideas, and ways to solve	In a colloquy or written and oral exam they can define and describe Keeley and Pikkel innovation process. Created and Presented seminar paper (by independent use of computer programs).	14 hours

F			1			,
				problems. Methods of brain storm and		
				discussion on the exposed topic is		
				applied in the whole group.		
	8.	Quinn &Walters – types of innovation	1, 4, 5, 6, 7	Listen to the lecture and read the literature. They use multimedia and network. Listen to the lecture and read the literature. At the seminar student individually explore the content of this topic area by searching the database and based on it and read literature students write seminar paper thus presenting the acquired knowledge and making their own ideas, and ways to solve problems. Methods of brain storm and discussion on the exposed topic is applied in the whole group.	In a colloquy or written and oral exam they can define and describe Quinn and Walters types of innovation. Presented seminar paper (by independent use of computer programs).	14 hours
	9.	Innovation strategy and risks	1, 2, 3, 4, 5, 6, 7	Listen to the lecture and read the literature. Listen to the lecture and read the literature. At the seminar student individually explore the content of this topic area by searching the database and based on it and read literature students write seminar paper thus presenting the acquired knowledge and making their own ideas, and ways to solve problems. Methods of brain storm and discussion on the exposed topic is applied in the whole group.	In a colloquy or written and oral exam students can define and describe risks that involves creation of innovation and different strategies. Created and Presented seminar paper (by independent use of computer programs).	10 hours
	10.	TQM and business excellence	1, 2, 3, 4, 5, 6, 7	Listen to the lecture and read the literature. At the seminar, students solve the case study.	In a colloquy or written and oral exam students can define and describe what is RQM and business excellence. Created and Presented seminar paper (by independent use of computer programs).	8 hours
	11.	EFQM, Malcolm Baldrige excellence model	1, 2, 3, 4, 5, 6, 7	Listen to the lecture and read the literature. At the seminar, students solve the case study.	In a colloquy or written and oral exam they can define and describe EFQM model and MBEM. Created and Presented seminar paper (by independent use of computer programs).	8 hours
	12.	Japan excellence model	1, 2, 3, 4, 5, 6, 7	Listen to the lecture and read the literature. They use multimedia and network. Listen to the lecture and read the literature.	In a colloquy or written and oral exam students can define and describe Japanese excellence model. Created and Presented seminar paper (by independent use of computer programs).	10 hours

13.	Business excellence in Croatia	1, 2, 3, 4,	At the seminar student individually explore the content of this topic area by searching the database and based on it and read literature students write seminar paper thus presenting the acquired knowledge and making their own ideas, and ways to solve problems. Methods of brain storm and discussion on the exposed topic is applied in the whole group. Listen to the lecture and read the literature. Listen to the lecture and read the literature. At the seminar student individually explore the content of this topic area by searching the database and based on it and read literature students write seminar paper thus presenting the acquired knowledge and making their own ideas, and ways to solve problems. Methods of brain storm and discussion on the exposed topic is applied in the whole group.	In a colloquy or written and oral exam students can define and describe the situation with the business excellence in Croatia. Created and Presented seminar paper (by independent use of computer programs).	8 hours
14.	Case studies	2-3	Listen to the lecture and read the literature.		2 hours
15.	Concluding Considerations / Repeating and Preparing for Exam.		Listen to the lecture and individual preparation for the exam.		20 hours

3. EVALUATION OF STUDENT WORK

	In accordance with the Book of Regulations on Studying and Regulations on Student Assessment and Evaluation: for all regular students attend at least 70% attendance. Part-time students have the obligation					
	to attend at least 50% of lectures. All students must create, present and positively colloquy seminar paper.					
	Students who have during the course achieved:					
3.1. Students`	• From 0 – 24,9% ECTS credits- is rated F (unsuccessful) and cannot get ECTS credits and must re-enrol the subject in the next academic year;					
obligations	• From 25 – 49,9% ECTS credits - is rated FX (inadequate) and has to come out and pass the test (exam). A written exam can be held in a regular or extraordinary exam period;					
U	 More than 50% ECTS credits - students have the right to access the final exam of the subject. 					
	Students can pass the final exam in two ways: a) during the course through continuous student attendance (active participation in the lessons, , solving case studies, making and presenting the seminar paper					
	and passing two colloquia); b) during the course (active participation in the lessons, solving case studies, creating and presenting the seminar paper) and passing the exam (written and oral exam).					

3.2. Monitoring student work (enter the share of ECTS credits for each activity so that the total	Attendance		Written exam	2 (by submitting both colloquiums the student is relieved of a written examination)	Project	
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number of ECTS points corresponds to the credit score	Experimental work	I	Research		0,5	Practical work		
of the course)	Essay	Report				Continuous examination		
	Colloquium	2 (by submitting both colloquiums the student is relieved of a written and oral examination)	Seminar paper		0,5	Other (inscribe)		
	Class activities		Oral exam		1 (by submitting both colloquiums the student is relieved of an oral examination)	Other (inscribe)		
The student's workload on all basis's amounts to 1 ECTS point for 30 hours of work per semester and is estimated as:								
	Commitment				Hours (estimate)			
3.3. Student workload	1. Attending classes				45			
	2. Creating and Preser 3. Preparation for the	nting seminar paper Colloquium / exam through self-stu	ıdv		10 65			
	5. Treparation for the	conoquium, exam unough sen se	idy		00			
4. GRADING								
	Valuation Element	Poor			Satisfying	Above a	average	
	Organization	The paper is not organized ir order and its structure is lack		The paper is well structured with a clear distinction between the introduction, the main part of the text and the conclusion.		e main part of the text a	e introduction, the nd the conclusions	
4.1. Seminar paper grading	Terminology, writing style	Words and phrases are low harmonized with official terminology. Writing style is not appropriate, sentences are too long, modest vocabulary, and frequent and repeated grammatical mistakes.		Words and phrases are aligned with offic terminology. The writing style is appropriate, the sentence structure is clea the vocabulary is appropriate and has litt grammatical errors.		ear, ear, excellent the contange	y an understanding of riting style is es are clear and ry is rich and there	
	Quoting and referencing	Sources are not specified at a references do not match the t a superficial approach to the	topic and show	Sources are listed, but incomplete and with errors. The references are appropriate for the subject and show a satisfactory research attitude.		vith Sources are accurate, or consistent. The refere arch their list is "rich" and	Sources are accurate, complete and consistent. The references are appropriate,	

4.2. Colloquium / exam grading	Poor	Satisfying	Above average

	Student answers by memory, without deeper understanding of the subject. Does not know how to apply basic terms, concepts and knowledge, nor is able to support the content of the subject with examples.			r is the	Reproduces basic terms, without difficulty transfers new knowledge, understands subject matter, explains the terms and the notions that substantiate by examples.			Knowledge is at the level of analysis, synthesis and evaluation. It observes legitimacy, accurately and thoroughly explains the content of the subject, and logically links and explains the terms and concepts that it encapsulates. Find solutions that are not originally given. There is a correlation with correlative subjects.	
	Active participation	in the	70-75% of atte	ndance	76-86	% of attendance	87-10	00% of attendance	Created mental map. Solved case study.
	lessons		2 points			4 points		7 points	3 points
	Sominor nonor		2			3		4	5
	Seminar paper		5 points		7 points			8 points	10 points
4.3. Creating a final grade according to evaluation elements	Colloquium / written exam		2		3			4	5
			xam 50-64,9%		65-79,9%			80-89,9%	90-100%
			25 points		30 points		35 points		40 points
	Oralianan		2		3		5		5
	Oral exam		25 points		30 points		35 points		40 points
4.4. Creating a final grade	kno		centage of adopted owledge, skills and ences (teaching + final exam)	Nume	rous grade	ECTS grade			
according to absolute allocation			90 - 100% 80 - 89.9%	(ry good)	A B			
			65 - 79,9%	3 ((good)	С			
			50-64,9%	2 (su	fficient)	D			

5. ADDITIONAL INFORMATION ABOUT THE COURSE						
5.1. Compulsory literature (available in the library and through other media)	Title	Number of copies in the library	Availability via other media			
	 Žilić. I.: Inoviranje, menadžment usluga i poslovna izvrsnost u organizacijama, textbook, Veleučilište u Šibeniku, 2015. –available in pdf. file at e-learning 		Available On-line			

5.2. Additional literature (at the moment of changes and/or amended of study programme)					
5.3. Quality assurance methods that ensure the acquisition of knowledge, skills and competences	The control of students' work quality and the acquisition of necessary knowledge and skills will be ensured through interactive work. By keeping track of attendance and student activity during classes and provided information on students' progress through short colloquiums and homework, information for further guidance to students will be provided in order to increase the efficiency of their work. Students will be informed about their rights and obligations as well as the methods of work and the required literature. Indicators of quality assurance system: Student survey, monitoring of annual data from the Croatian employment service on the annual state of student employment, surveys from employers and Alumni association.				
5.4. information on the course and contact with the teacher	It is obligatory for every student to regularly inform about the course, teaching and teaching activities. All information about teaching or a pages of the course and on the web pages of the Šibenik University. Students can contact the teachers during the consultation term (at least one can be addressed during classes. It is possible to ask questions by e-mail (from the official e-mail address from the domain @ vus.hr) th working days from the receipt of e-mail).	e hour per week), while brief que	stions and explanations		

1. GENERAL INFORMATION AB	OUT THE SUBJECT		
1.1. Title	Fundamentals of Enterprise Finance in Tourism	1.8. ISVU course code	
1.2. Lecturer	Jelena Žaja, mag.oec., s. lec.	1.9. MOZVAG course code	
1.3. Assistants and/or associates		1.10. Forms of teaching (number of hours Lecturing +Practical exercises + Seminars + e learning)	(30+30+0+0)
1.4. Study programme (specialist, undergraduate, graduate)	Professional Undergraduate study of Tourism Management	1.11. Level of e- learning application (1 st , 2 nd , 3 rd level), percentage of on line course performance (max. 20%)	1 st – materials available On-line, 0%
1.5. Course status (obligatory, optional)	Obligatory	1.12. Number of course revisions	1.
1.6. Study year	2 nd	1.13. Modernization	yes 🗆 no
1.7. Credit score (ECTS)	5	1.14. Percentage estimate of course changes and/or supplements	Less than 20% More than 20 %

2. COURSE DESCRIPTION	
2.1. Course objectives	The aim of the course is to familiarise students with basic terms in the field of corporate finance and with the various sources of financing offered to entrepreneurs in the tourism industry. Also, the goal is to teach students how to analyse basic financial statements and interpret key indicators for monitoring company operations, and to demonstrate the methods of determining the cash flow and the application of the basic methods of evaluating long-term investments.

2.2. Terms of course entry and required competences	No conditions.							
	O1. To apply and link economic terms in more complex written and oral communication in Croatian and foreign languages							
2.3. Learning outcomes on the	LO2. To organize and lead team work, and critically judge the opinions and attitudes of team members							
	LO3. To individually and responsibly search relevant literature for reaching solutions and conclusions in Croatian and foreign languages							
study programme level	LO4. Apply methods from the fields of mathematics, statistics and informatics in the processing and analysis of data from the field of economics							
	LO6. Apply basic legal and economic principles in organization and management							
	LO7. To interpret business and financial reports and propose solutions to improve financial performance and profitability							
	Learning outcomes towards Bloom's taxonomy: (up to two verbs per LO)	LO Level: 43. Recapture, 44. Understanding, 45. Application, 46. Analysis, 47. Evaluation, 48. Synthesis						
	5. To distinguish between the basic terms from the field of company finance and the financial environment of the company,	3						
2.4. Expected learning outcomes	6. To propose ways and means of financing short-term and long-term assets of a business entity,	6 5						
on the course level	7. To evaluate the structure and sources of f enterprise financing, and to estimate the costs related to individual sources of financing,							
	8. To analyse the basic financial statements applying the main financial indicators for tourism sector companies,	4						
	 To evaluate the profitability of investing in tourism projects using appropriate methods of evaluating investment projects, To available to be available to available to be availabl	6						
	10. To use material and tools to search scientific and professional literature in their native and English languages and present the acquired knowledge, ideas, problems and solutions independently and in a team.	3,5						

2.5. Course content according to detailed curriculum schedule	Cons	Constructive alignment							
	No:	Thematic ensemble / Lecture Topic	Course LO	Content / Teaching Method	Evaluation	Time needed			
	151.	Introduction to the course and a detailed performance plan	-	Listen to the lecture. On seminary teaching, by independent work on the computer students get acquainted with course content and documents on the e-learning course page.	-	2 hours			

	Introduction to business finance.	1,6	Students listen to the lecture and read the literature.	At the colloquium or the written and oral exam define the goals of the company, the goals and tasks of the financial function and the financial manager in the company, describe the basic financial activities necessary for the successful running of the company.	6 hours
152.	The financial environment of the company.	1,6	Students listen to the lecture and read the literature.	At the colloquium or the written and oral exam they can explain the concept and role of the financial market, state the functions of financial markets and institutions. They know how to identify differences between types of financial markets.	8 hours
153.	Forms of organization of business entities. Key characteristics of tourism enterprises.	1,6	Students listen to the lecture and read the literature. Individually or in groups, they research the content of this thematic area and, on the basis of it, and the literature they read, make a seminar paper that presents the acquired knowledge and presents their own ideas, and ways to solve problems.	At the colloquium or the written and oral exam they can describe various forms of organization of business entities, they can identify and interpret the key characteristics of companies in the field of tourism.	6 hours
154.	Sources of business financing.	1,2,3,6	They listen to the lecture and read literature. At exercises, alone or in pairs, they solve case studies or practical problems, thus demonstrating the acquisition of previously acquired knowledge.	At the colloquium or the written and oral exam they know to describe the sources, advantages and disadvantages of different sources of corporate financing, describe the essential characteristics of the sources of financing businesses in tourism.	10 hours
155.	Rules and principles of financing.	1,2,6	They listen to the lecture and read literature. At exercises, alone or in pairs, they solve case studies or practical problems, thus demonstrating the acquisition of previously acquired knowledge.	At the colloquium or the written and oral exam they can explain the basic principles and rules of financing, define horizontal and vertical rules of financing and determine their adherence on the basis of the financial statements of an individual company.	8 hours
156.	Short-term financing.	1,2,6	They listen to lectures and read literature. During the exercises, they independently evaluate the values of securities.	At the colloquium or the written and oral exam they can explain the characteristics of different securities and evaluate their values. Explain the advantages and disadvantages of debt financing, why the combination of debt and equity financing varies across companies and industries.	6 hours
157.	Field work. Financing by issuing short-term and long-term securities.	1,2,3,6	They listen to lectures and read literature. During the exercises, they independently evaluate the values of securities.	At the colloquium or written and oral exam, they can explain the characteristics of different securities and evaluate their values. Explain the advantages and disadvantages of debt financing, why the combination of debt financing and equity capital varies in companies and individual industries.	8 hours

	158.	Financing small and medium-sized enterprises in the tourism industry.	1,2,3,6	They listen to the lecture and read literature. Case studies are handled in group work exercises.	At the colloquium or the written and oral exam they can describe, research the availability of traditional and alternative financing options for companies.	8 hours
	159.	Time value of money.	1,6	They listen to lectures and read literature. During the exercises, they independently solve practical problems, using a computer program they apply discounting and compounding procedures.	At the colloquium or written and oral exam, they know how to apply discounting and compounding procedures (calculate the future value of money invested today at a certain interest rate, calculate the present and future value of a series of cash flows).	10 hours.
	160.	Capital budgeting.	1,5,6	They listen to the lecture and read literature. Case studies are handled in the exercise classes.	At the colloquium or the written and oral exam they can explain the purpose and classify capital investments. They know how to apply and compare methods and criteria for evaluating simpler investment projects.	12 hours
	161.	Cost of capital.	1,3,5,6	They listen to the lecture and read literature. In the exercise classes, they individually determine the capital structure of the company, calculate the weighted average cost of capital.	At the colloquium or the written and oral exam they know to determine the capital structure of an enterprise, calculate a weighted average cost of capital, and estimate when it can be used as a discount rate for a new project.	6 hours
	162.	Financial analysis and planning.	1,3,4,6	Listen to the lecture and read the literature.	At the colloquium or the written and oral exam they know to find sources of financial information, explain and apply horizontal and vertical analysis of financial statements.	8 hours
	163.	Financial statements analysis based on financial indicators in the tourism industry.	1,3,4,6	They listen to the lecture and read literature. In the exercise classes, they calculate and interpret the basic financial indicators of the company independently using computers.	At the colloquium or the written and oral exam, they know who the users are, the purposes and methods of analysing the financial statements. They can explain the specifics of the analysis with financial indicators in the tourism industry. Analyse the financial statements of the company using the basic financial indicators, assess the potential risks of ratios based on accounting data.	10 hours
	164.	Indicators of business efficiency in the hotel business.	1,3,4,6	They listen to the lecture and read literature. In the exercise classes, they use computer to calculate basic business performance indicators.	At the colloquium or the written and oral exam they know to explain and apply the indicators used to measure efficiency in managing available capacities and hotel revenue.	10 hours
	165.	Concluding Considerations / Repeating and Preparing for Exam.		Listen to the lecture and individual preparation for the exam.		32 hours
3. EVALUATION OF STUDEN	T WO	RK				
		ordance with the Regulations on Studying and Regulation to attend at least 50% of lectures. All students			ular students attend at least 70% attendance. Part-time s r.	tudents have the
3.1. Students` obligations		ts who have during the course achieved:				

	 From 0 – 24,9% ECTS credits - is rated F (unsuccessful) and cannot get ECTS credits and must re-enrol the subject in the next academic year; From 25 – 49,9% ECTS credits - is rated FX (inadequate) and has to come out and pass the test (exam). A written exam can be held in a regular or extraordinary exam period; More than 50% ECTS credits - students have the right to access the final exam of the subject. Students can pass the final exam in two ways: a) during the course through continuous student attendance (active participation in the lessons, solving case studies, making and presenting the seminar paper and passing two colloquia); b) during the course (active participation in the lessons, solving case studies, creating and presenting the seminar paper) and passing the exam 									
	(written and oral exam). Attendance	0,5 Written exam		3 (by submitting both colloquiums the student is relieved of a written examination)		Project				
3.2. Monitoring student work (enter the share of ECTS credits for each activity so that the total number of ECTS points corresponds to the credit score of the course)	Experimental work		Research			Practical work				
	Essay		Report			Continuous exami	ination			
	Colloquium	3 (by submitting both colloquiums the student is relieved of a written and oral examination)	Seminar paper			Other (inscribe)				
	Class activities	0,5	Oral exam		1 (by submitting both colloquiums the student is relieved of an oral examination)	Other (inscribe)				
3.3. Student workload	Commitment 11. Attending classes	n all basis's amounts to 1 I	•	0 hours o	ars of work per semester and is estimated as: Hours (estimate) 60 90					
4. GRADING										
	Valuation Element	Poor			Satisfying		Above average			
4.1. Seminar paper grading	Organization	The paper is not organized order and its structure is la		distinct	The paper is well structured with a clear distinction between the introduction, the main part of the text and the conclusion.		The paper is well-structured with a clear distinction between the introduction, the main part of the text and the conclusions that are perfectly logically linked to one another			
	Terminology, writing style	Words and phrases are low with official terminology. not appropriate, sentences	Writing style is	termino	and phrases are aligned with off logy. The writing style is tate, the sentence structure is cle	their mean	Words and phrases are aligned with official terminology and show an understanding of their meaning. The writing style is excellent, the sentences are clear and			

	Quoting and refe	d referencing modest vocabulary, and fi repeated grammatical mis Sources are not specified references do not match to a superficial approach to		cal mistakes. ecified at all. match the top	stakes. grammatical errors. I at all. The the topic and show Sources are listed, but incom errors. The references are approaches the subject and show a setief			are no gramm nplete and with Sources are popopriate for consistent. T factory research their list is "		vocabulary is rich and there matical errors. accurate, complete and The references are appropriate, 'rich" and comprehensive and oust research approach.
									5110WS & 100	ust research approach.
4.2. Colloquium / exam grading	understanding of apply basic term	ent answers by memory, without deeper erstanding of the subject. Does not know how to y basic terms, concepts and knowledge, nor is to support the content of the subject with Reproduces basic terms, without difficulty transfers the terms and the notions that substantiate by the terms and terms and terms are terms and terms and terms are terms and terms are t								
	Active participation	in the	e 70-75% of attendance		76-86% of attendance		87-100% of attendance		ndance	Solved case study.
	lessons		2 points		4 points			7 points		3 points
	C		2		3			4		5
4.3. Creating a final grade	Seminar paper		5 points			7 points		8 points		10 points
according to evaluation			2		3			4		5
elements	Colloquium / writte exam	en	50-64,9%			65-79,9%		80-89,9%		90-100%
			25 points			30 points	35 points			40 points
			2			3	5			5
	Oral exam		25 points			30 points		35 points		40 points
4.4. Creating a final grade according to absolute allocation		know competen	ntage of adopted ledge, skills and lecs (teaching + final exam) $90 - 100%80 - 89.9%65 - 70.0%$	Numero 5 (exc 4 (very 3 (g	ellent) y good)	ECTS grade				·
			65 – 79,9% 50 – 64,9%		icient)	D D				

5.1. Compulsory literature	Title	Number of copies in the library	Availability via other media
(available in the library and through other media)	1. Brealley, R., Myers, S., Marcus, A. (2008). *Osnove korporativnih financija*, MATE d.o.o., Zagreb (chosen chapters).	2	
through other media)	 Deković, Ž. (2016). *Analiza financijskog poslovanja hotelijerskih poduzeća*. Udžbenik Veleučilišta u Šibeniku, Šibenik (chosen chapters). 		Available On-line
5.2. Additional literature (at the moment of changes and/or amended of study programme)	 Orsag S., Dedi, L. (2011). *Budžetiranje kapitala: Procjena investicijskih projekata*. Masmedia, Zagreb. Žager, K.; Žager,. L. (1999). *Analiza financijskih izvještaja*. Masmedia, Zagreb 	3	
5.3. Quality assurance methods that ensure the acquisition of knowledge, skills and competences	The control of students' work quality and the acquisition of necessary knowledge and skills will be ensured through interactive work. By a classes and provided information on students' progress through short colloquiums and homework, information for further guidance to stude of their work. Students will be informed about their rights and obligations as well as the methods of work and the required literature. Indicators of quality assurance system: Student survey, monitoring of annual data from the Croatian employment service on the annual stat Alumni association.	ents will be provided in order to	increase the efficiency
5.4. information on the course and contact with the teacher	It is obligatory for every student to regularly inform about the course, teaching and teaching activities. All information about teaching or an of the course and on the web pages of the Šibenik University. Students can contact the teachers during the consultation term (at least one l can be addressed during classes. It is possible to ask questions by e-mail (from the official e-mail address from the domain @ vus.hr) th working days from the receipt of e-mail).	nour per week), while brief ques	tions and explanation

1. GENERAL INFORMATION ABOUT THE COURSE									
1.1. Course title	Business statistics	1.8. Course code in ISVU	140751, 201936						
1.2. Course lecturer	PhD Ana Perišić, college professor	1.9. Course code in MOZVAG							
1.3. Assistants and/or associates	Ivana Beljo, grad. eng. math., univ. spec. oecc., senior lecturer	1.10. Forms of teaching (number of hours Lecturing + Practical exercises + Seminars + e-learning)	(30 + 30 + 0 + 0)						
1.4. Study programme (professional undergraduate, and professional graduate)	Professional Undergraduate study of Tourism management	1.11. Level of e- learning application (1 st , 2 nd , 3 rd level), percentage of on line course performance (max. 20%)	1 st , course materials are on-line, 0%						
1.5. Course status (obligatory, optional)	Obligatory	4							
1.6. Year of study	2 nd	c. Modernization	X yes □ no						
1.7. Credit score (ECTS)	6	6 1.14. Percentage estimate of course changes and/or Less than supplements More than							
2. COURSE DESCRIPTION									
2.1. Course objectives		omprehend, effectively understand and recognize fundament enables students to develop and apply acquired knowledge, i	-						
2.2. Terms of course entry and required competences	No conditions.								
		, statistics and informatics in the processing and analysis of c							
2.3. Learning outcomes on the study programme level	LO5: To use methods of planning, organizing, leading and controlling on examples from practice and analyse the problem and propose appropriate solutions to problem situations in the field of tourism								
	LO7: To interpret business and financial reports and	d suggest solutions for improvement							
2.4. Expected learning outcomes on the course level	Learning outcomes accroding to the Bloom's tax	Level of LO: 1- remembering, 2- understanding, 3- application,							

						<i>4- analysis,</i><i>5- evaluatior</i><i>6- synthesis</i>	1,
	1	. To define and explain fundamental	concepts of d	escriptive statistics		1,2	2
	2	3,4	1				
	3	3,4	1				
	4	3, 4,	, 5				
	5	. To identify time series type				4	
	6	. To calculate and to interpret values	of dynamics i	indicators		3,2	
	7	. To estimate the linear trend equation	n and to apply	it for forecasting future values of the	time series	3,4,6	
	8. To set the statistical hypothesis and to conduct the chi square test						
	Const	tructive allignement					
	no	Thematic unit	LO of the course	Content/teaching methods	Evaluation		Time needed
	166.	Introduction into the course and detailed plan.	-	Attending lectures. Familiarize with course content, e-learning documents, literature and students' obligations and.	-		2 h
2.5. Course content according to detailed curriculum schedule			1	Attending lectures. Actively involving students through problem solving and discussion.	descriptive statistics, will calculate and		4 h

168.	Data grouping. Tabular and graphical presentation of data	2	Attending lectures. Actively involving students through problem solving and discussion.	Students will define fundamental concepts of descriptive statistics and interpret indicator values from the field of descriptive statistics; will calculate and interpret values for the measures of central tendency and dispersion parameters through colloquia or written/oral exams. Students will apply methods of descriptive statistics in transport problems solving.	4 h
169.	Measures of central tendency	1,3	Attending lectures. Actively involving students through problem solving and discussion.	Students will define fundamental concepts of descriptive statistics and interpret indicator values from the field of descriptive statistics; will calculate and interpret values for the measures of central tendency through colloquia or written/oral exams. Students will apply descriptive statistic methods for solving transport problems.	4 h
170.	Positional measures of central tendency	1,3	Attending lectures. Actively involving students through problem solving and discussion.	Students will define fundamental concepts of descriptive statistics and interpret indicator values from the field of descriptive statistics; will calculate and interpret values for the measures of central tendency through colloquia or written/oral exams. Students will apply descriptive statistic methods for solving transport problems.	4 h
171.	Measures of dispersion	1,3	Attending lectures. Actively involving students through problem solving and discussion.	Students will define fundamental concepts of descriptive statistics and interpret indicator values from the field of descriptive statistics; will calculate and interpret values for the measures of central	4 h

						tendency and dispersion parameters through colloquia or written/oral exams. Students will apply descriptive statistic methods for solving transport problems.	
		172.	Standardized value. Outlies. Data distribution rules.	1,3	Attending lectures. Actively involving students through problem solving and discussion.	Students will define and explain fundamental concepts of descriptive statistics and calculate and interpret measures of central tendency and measures of dispersion through colloquia or written/oral exams.	4 h
		173.	Applications of Business Statistics with Practical Examples. Partial exam preparation.	1,2,3	Attending lectures. Actively involving students through problem solving and discussion.	Students will define and explain fundamental concepts of descriptive statistics and calculate and interpret measures of central tendency and measures of dispersion through colloquia or written/oral exams.	4 h
		174.	Correlation and regression.	4	Attending lectures. Actively involving students through problem solving and discussion.	Students will conduct correlation and regression analysis and derive conclusions on variable relationship through colloquia or written/oral exams.	4 h
		175.	Chi-square test	8	Attending lectures. Actively involving students through problem solving and discussion.	Students will set the statistical hypothesis and conduct the chi square test through colloquia or written/oral exams.	4 h
		176.	Time series	5	Attending lectures. Actively involving students through problem solving and discussion.	Students will identify time series type through colloquia or written/oral exams.	4 h
		177.	Index numbers	6	Attending lectures. Actively involving students through problem solving and discussion.	Students will calculate and interpret the values of dynamics indicators through colloquia or written/oral exams.	4 h

	178. Aggreg	ate indices	6	Attending lectures. Actively involving students through problem solving and discussion.	Students will calculat values of dynamics colloquia or written/ora	indicators through	h		
	179. Trend		7	Attending lectures. Actively involving students through problem solving and discussion.	Students will estimat equation and apply it for values of the time series or written/oral exams.	or forecasting future	h		
	180. Final co	onclusions. Exam preparation	4 - 8	Group problem solving and discussion. Exam preparation.	-	41	h		
3. EVALUATION OF STUDEN									
3.1. Students` obligations	 Student obligations are prescribed by the Regulations on Studying and the Regulations on Student Assessment and Evaluation. It is recommended that students actively participate in classes, which includes engaging in discussions, solving tasks, etc. Students who are unable to attend classes regularly should consult with the professor during consultation hours or via email (<u>ivana.beljo@vus.hr</u>, <u>ana.sisak@vus.hr</u>). It is the responsibility of each student to stay informed about the conduct of classes. All announcements regarding the conduct or possible postponement of classes will be posted on the website of the Polytechnic of Šibenik or the course webpage, where all information about the course, as well as teaching materials and a list of literature, can also be found. Students can pass the final exam in the course in two ways: a) During the course through continuous student assessment (active participation in classes and two colloquiums). Students who do not meet some of the learning outcomes are required to take the oral part of the exam. b) During the course (active participation in classes) and by taking the exam (written and oral parts). 								
3.2. Monitoring student work	Attendance	0.5	Written exam	3,5 (without colloquia)	Project				
(enter the share of ECTS credits for each activity so that the total	Experimental work		Research		Practical work				
number of ECTS points corresponds to the credit score	Essay		Report		Continuous examination	0.5			
of the course)	Colloquium	4,5 (without written exam)	Seminar pape	pr	Other				

	Class activity	0.5		Oral exam	1 (without colloqu	ia)	Other		
3.3. Student workload	1. Attendir	ng classes and	exercises 60 h	edit is 30 hours in a seme lours h individual work 120 ho		as:			
4. GRADING SYSTEM									
4.1. Grading seminar papers									
	Unsatisfactory			Satisfa	ctory		Above	average	
4.2. Grading colloquia/ written and oral exam	Student answers by memory, without deeper understanding of the subject. Does not know how to apply basic terms concepts and knowledge, nor is able to support the content of the subject with examples.			Reproduces the bar without difficulty knowledge, understa	imparts new nds the material,	Knowledge is at the level of analysis, synthesis and evaluation. Observes the principles, accurately and thoroughly explains the content of the material, and logically connects and explains the terms and concepts supported with examples. Finds solutions that were not originally given. Notes correlations with related material.			
	Activities in cla	ISS	Preparation	Preparation for teaching units; Understanding previous content; Participation in solving tasks together $0-20$ points					
4.3. Final grade according to	Seminar papers			-					
evaluation elements	Colloquium/wri	itten exam	Preparation/	earning; Scoring and grading according to correct answers in the test. 0-80 points (min 40 points)					
	Oral exam		Preparation/	learning; additional verification of unachieved learning outcomes					
4.4. Final grade according to	Percentage o knowledge, competences + final e		skills and (teaching	Numerical grade	ECTS grade				
absolute division	ļ Ē	90 - 10)0%	5 (excellent)	А				
		80 - 89	9,9%	4 (very good)	В				
		65 – 79	,	3 (good)	С				
		50-64.9		2 (satisfactory)	D				

5. ADDITIONAL INFORMATI	ION ABOUT THE COURSE						
5.1. Compulsory literature (available in the library and via	Title	Number of copies in the library	Availability via other media				
other media)	Dumičić, K. i suradnici (2011) Poslovna statistika. Zagreb: Element (odabrana poglavlja) Šošić I., Primijenjena statistika, Školska knjiga, Zagreb, 2004. (odabrana poglavlja)	5 12	No				
5.2. Additional literature (at the moment of changes and/or amended of study programme)	Šošić I., Serdar V., Uvod u statistiku, Školska knjiga, Zagreb, 2002. Azcel A. Sounderpandian J., Complete Business Statistics, McGraw Hill, 2009. Čižmešija M., Kurnoga Živadinović N., Zbirka riješenih zadataka iz osnova statistike, Mirorad d.o.o., Zagreb,2006 Patrick R. McMullen, Poslovna statistika za stručne studije [prijevod Devčić,K., Perišić,A.], Veleučilište u Šibeniku, 2017 Boban, M. i Mečev, D. (2011.) Poslovna statistika, Šibenik University of Applied Sciences, Peer-reviewed script, Teaching on-line materials	1 1 5 - -					
5.3. Quality assurance methods that ensure the acquisition of knowledge, skills and competences	The control of students' work quality and the acquisition of necessary knowledge and skills will be ensured through interactive work. By keeping track of attendance and student activity during classes and provided information on students` progress through short colloquiums and homework, information for further guidance to students will be provided in order to increase the efficiency of their work. Students will be informed about their rights and obligations as well as the methods of work and the required literature. Indicators of quality assurance system: Student survey, monitoring of annual data from the Croatian employment service on the annual state of student employment, surveys from employers and Alumni association.						
5.4. Informing about the course and contacting the teacher	It is the responsibility of each student to be regularly informed about the course, the coursework, and the cla possible adjournment will be published in a timely manner on the Intranet site of the course and on the webs contact teachers during the consultation period (at least one hour per week), while for short questions and expla It is also possible to ask questions by e-mail (from the official e-mail address at @ vus.hr), which will be answ working days after receiving the e-mail).	ite of the Šibeni inations they can	k University. Students can be contacted during class.				

1. GENERAL INFORMATION AB	OUT THE SUBJECT							
1.1. Title	ENTREPRENEURSHIP	1.8. ISVU course code	214416 214417					
1.2. Lecturer	PhD Ana Udovičić, college professor	1.9. MOZVAG course code						
1.3. Assistants and/or associates	None	1.10. Forms of teaching (number of hours Lecturing +Practical exercises + Seminars + e learning)	(30+0+15+0)					
1.4. Study programme (specialist, undergraduate, graduate)	undergraduate	1.11. Level of e- learning application (1 st , 2 nd , 3 rd level), percentage of on line course performance (max. 20%)	1 st – materials available On-line, 0%					
1.5. Course status (obligatory, optional)	obligatory	1.12. Number of course revisions	2.					
1.6. Study year	2	1.13. Modernization	yes 🗆 no					
1.7. Credit score (ECTS)	4	1.14. Percentage estimate of course changes and/or supplements	Less than 20% More than 20 %					
2. COURSE DESCRIPTION								
2.1. Course objectives		lents with the small and medium entrepreneurship sector; r of entrepreneurship for economy. Moreover, to develop stu						
2.2. Terms of course entry and required competences	2.2. Terms of course entry and None							

	LO 6	To design and economically valorise ent	repreneurial	ideas, events, projects, products a	nd services in the team and present them				
2.3. Learning outcomes on the	LO 7	To analyse and link basic concepts and a	apply content	t related to the area of economics,	management, accounting, and finance				
study programme level	LO 12 To interpret business and financial reports and propose solutions to improve financial performance and profitability								
2.4. Expected learning outcomes on the course level		ning outcomes towards Bloom's taxonor o two verbs per LO)	ny:			LO Level: 49. Recapture, 50. Understanding, 51. Application, 52. Analysis, 53. Evaluation, 54. Synthesis			
on the course level	1. T	1. To analyse and individually write business plan							
		2. To recognize positive and negative sides of entrepreneurship							
		3. To analyse financial reports and to valorise good business ideas							
	4. To develop entrepreneurship competencies and to recommend further steps in entrepreneurship education.								
	Constructive alignment								
	No:	Thematic ensemble / Lecture Topic	Course LO	Content / Teaching Method	Evaluation	Time needed			
	1	Introduction to course objectives and thematic	-	Listen to the lecture. On seminary teaching, by independent work on the computer students get acquainted with course content and documents on the e-learning course page.	-	2 hours			
2.5. Course content according to detailed curriculum schedule		Entrepreneur and entrepreneurship	1,6,7	Listen to the lecture and read the literature. Writing and presentation of Business plan – information	In a colloquy or written and oral exam students can define entrepreneur and entrepreneurship.	4 nours			
	2.	Entrepreneurship characteristics	1, 6, 7	Listen to the lecture and read the literature. On seminars - Business idea	In a colloquy or written and oral exam students can name, distinguish and give an example of an entrepreneurship characteristics.	4 hours			
	3. Entrepreneurship infrastructure		1, 6, 7	Listen to the lecture and read the literature. Seminars - Market of business plan		4 hours			
	4.	Legal constitution	1, 2, 3, 4, 5, 6, 7	Listen to the lecture and read the literature. Seminar - Technological part of business plan	In a colloquy or written and oral exam students can define different legal constitutions and know its specific characteristics.	10 hours			

5.	SME	1, 5, 6, 7	Listen to the lecture and read the literature. Management of business plan	In a colloquy or written and oral exam students can define and describe specifics of small and medium entrepreneurship.	10 hours
6.	Family entrepreneurship	1, 3, 5, 6, 7	Listen to the lecture and read the literature. Marketing of business plan	In a colloquy or written and oral exam they can define family entrepreneurship.	8 hours
7.	Innovative and service entrepreneurship	1, 2, 3, 4, 5, 6, 7	Listen to the lecture and read the literature. At the seminar student individually explore the content of this topic area by searching the database and based on it and read literature students write seminar paper thus presenting the acquired knowledge and making their own ideas, and ways to solve problems. Methods of brain storm and discussion on the exposed topic is applied in the whole group.	In a colloquy or written and oral exam they can define and describe service entrepreneurship and innovative entrepreneurship.	10 hours
8.	Commerce entrepreneurship	1, 4, 5, 6, 7	Listen to the lecture and read the literature. Financial part of business plan	In a colloquy or written and oral exam they can define and describe commerce entrepreneurship.	4 hours
9.	Entrepreneurship management	1, 2, 3, 4, 5, 6, 7	Listen to the lecture and read the literature. Listen to the lecture and read the literature. Financial part of business plan	In a colloquy or written and oral exam students can define and describe specifics of entrepreneurship management.	6 hours
10.	Entrepreneurship strategies	1, 2, 3, 4, 5, 6, 7	Listen to the lecture and read the literature. Financial part of business plan	In a colloquy or written and oral exam students can define and describe entrepreneurship strategies.	8 hours
11.	Franchising	1, 2, 3, 4, 5, 6, 7	Listen to the lecture and read the literature Business plan presentation individually or in pairs)	In a colloquy or written and oral exam they can define and describe franchising other methods of forming a business.	8 hours
12.	Business plan	1, 2, 3, 4, 5, 6, 7	Listen to the lecture and read the literature. Business plan presentation individually or in pairs)	In a colloquy or written and oral exam students can define and describe what is business plan and its characteristics.	10 hours
13.	Business plan	1, 2, 3, 4, 5, 6, 7	Listen to the lecture and read the literature. Business plan presentation individually or in pairs)	In a colloquy or written and oral exam students can define and describe what is business plan and its characteristics	6 hours
14.	Entrepreneurship reality	1, 2, 3, 5, 6, 7	Listen to the lecture and read the literature. Business plan presentation individually or in pairs)	In a colloquy or written and oral exam they can describe and critically describe the entrepreneurship reality.	6 s hours

	15.	Concluding Considerations / Repeating and Preparing for Exam.		Listen to the lecture and individual preparation for the exam. Business plan presentation individually or in pairs)		20 hours
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3. EVALUATION OF STUDENT WORK								
3.1. Students' obligations	 obligation to attend at least 50% Students who have during the a From 0 – 24,9% EC From 25 – 49,9% E More than 50% EC Students can pass the final exa 	% of lectures. All students must cr course achieved: CTS credits- is rated F (unsuccessf CTS credits - is rated FX (inadequ TS credits - students have the righ m in two ways: a) during the cour	eate, present and positivel ul) and cannot get ECTS of tate) and has to come out t to access the final exam se through continuous stud	credits and must re-enrol the subject in th and pass the test (exam). A written exam	ne next academic year; a can be held in a regular or extrao ne lessons, solving case studies, m	rdinary exam period; aking and presenting the		
	Attendance		Written exam	2 (by submitting both colloquiums the student is relieved of a written examination)	Project			
3.2. Monitoring student work	Experimental work		Research	0,5	Practical work			
(enter the share of ECTS credits for each activity so that the total	Essay		Report		Continuous examination			
number of ECTS points corresponds to the credit score of the course)	Colloquium	2 (by submitting both colloquiums the student is relieved of a written and oral examination)	Seminar paper	0,5	Other (inscribe)			
	Class activities		Oral exam	1 (by submitting both colloquiums the student is relieved of an oral examination)	Other (inscribe)			
3.3. Student workload	The student's workload on all b Commitment 1. Attending classes 2. Creating and Pres 3. Preparation for th							

4. GRADING								
	Valuation Element	Poor		Satis	fying			Above average
	Organization	The paper is not organize order and its structure is		The paper is well structured with a clear distinction between the introduction, the main part of the text and the conclusion.			The paper is well-structured with a clear distinction between the introduction, the main part of the text and the conclusions that are perfectly logically linked to one another	
4.1. Seminar paper grading	Terminology, writing style	with official terminology. Writing style is not appropriate, sentences are too long, modest vocabulary, and frequent and		Words and phrases are aligned with official terminology. The writing style is appropriate, the sentence structure is clear, the vocabulary is appropriate and has little grammatical errors.		Words and phrases are aligned with official terminology and show an understanding of their meaning. The writing style is excellent, the sentences are clear and concise, the vocabulary is rich and there are no grammatical errors.		
	Quoting and referencing	Sources are not specified references do not match t a superficial approach to	the topic and show	pic and show errors. The references are appropriate for		ate for	Sources are accurate, complete and consistent. The references are appropriate,	
	Pe	oor		Satisfying			Ab	ove average
4.2. Colloquium / exam grading	Student answers by memo understanding of the subje apply basic terms, concept able to support the content examples.	ect. Does not know how to ts and knowledge, nor is	Reproduces basic terms, without difficulty tr new knowledge, understands subject matter, en- the terms and the notions that substantia examples.		ter, explains	xplains the content of the subject,		s legitimacy, accurately and the content of the subject, and blains the terms and concepts and solutions that are not
	Active participation in the	70-75% of attendance	76-8	86% of attendance 87-10		-100% of attendance		Created mental map. Solved case study.
	lessons	2 points		4 points		7 points		3 points
	C	2		3		4		5
4.3. Creating a final grade according to evaluation	Seminar paper	5 points		7 points		8 points		10 points
elements		2		3		4		5
	Colloquium / written exam	50-64,9%		65-79,9%	80-89,9%		% 90-100%	
		25 points		30 points	35 points		s 40 points	
	Oral exam	2		3		5	5	

		25 point	s	3	0 points	35 poin	ts	40 points	
4.4. Creating a final grade	I	Percentage of adopted knowledge, skills and petences (teaching + final exam)	Numerou	ıs grade	ECTS grade				
according to absolute allocation		90 – 100% 5 (excellent) A							
		80 - 89,9%	4 (very	U ,	В				
		65-79,9% 60-64,9%	3 (go 2 (suff		<u> </u>				
5. ADDITIONAL INFORMATION ABOUT THE COURSE 5.1. Compulsory literature Number of copies in the library Availability via other media									
(available in the library and	1. Kuvačić, N.	Poduzetnička biblija,	Split, 2005.				3		-
through other media)									-
5.2. Additional literature (at the moment of changes and/or amended of study programme)	-							-	
5.3. Quality assurance methods that ensure the acquisition of knowledge, skills and competences	The control of students' work quality and the acquisition of necessary knowledge and skills will be ensured through interactive work. By keeping track of attendance and student activity during classes and provided information on students' progress through short colloquiums and homework, information for further guidance to students will be provided in order to increase the efficiency of their work. Students will be informed about their rights and obligations as well as the methods of work and the required literature. Indicators of quality assurance system: Student survey, monitoring of annual data from the Croatian employment service on the annual state of student employment, surveys from employers and Alumni association.								
5.4. information on the course and contact with the teacher	It is obligatory for every student to regularly inform about the course, teaching and teaching activities. All information about teaching or any delay in teaching will be published on the e-learning pages of the course and on the web pages of the Šibenik University. Students can contact the teachers during the consultation term (at least one hour per week), while brief questions and explanations can be addressed during classes. It is possible to ask questions by e-mail (from the official e-mail address from the domain @ vus.hr) that will be answered in a short time (no later than five working days from the receipt of e-mail).								

1. GENERAL INFORMATION	1. GENERAL INFORMATION								
1.1. Course lecturer	Ivana Bratić, prof., Sen.Lec.	1.8. Course code in ISVU	140758						
1.2. Course title	Business English 4	1.9. Course code in MOZVAG							
1.3. Assistants and/or associates		1.10. Forms of teaching (number of hours Lecturing +Practical exercises + Seminars + e learning)	(30+15+0+0)						
1.4. Study programme (specialist, undergraduate, graduate)	Professional Undergraduate Study of Management	1.11. Level of e- learning application (1 st , 2 nd , 3 rd level), percentage of on-line course performance (max. 20%)	1 st , course materials are on-line, 0%						
1.5. Course status (obligatory, optional)	Obligatory	1.12. Number of course revisions	2						
1.6. Year of study	2 st	d. Modernization	Yes						
1.7. Credit score (ECTS)	3	1.14. Percentage estimate of course changes and/or supplements	Less than 20% X□ More than 20 % □						
2. COURSE DESCRIPTION									
2.1. Course objectives	environment related to the world of b The aim of the course is to introduce	ss English 4 is to upgrade the acquired language structures with r usiness and global movements, and to improve oral and written con students to multicultural diversity at European and global level and ation, telephone, public speaking skills through Power Point present	nmunication in English. to develop competencies and skills that will						
2.2. Terms of course entry and required competences	Four-year secondary education comp level.	leted; Possession of a Level 4.2 qualification according to the CRO	QF. Proficiency in English at minimum B1						
2.3. Learning outcomes on the study programme level	LO2: To organize and lead team wor LO3: To independently and responsil LO6: To analyse and relate basic con LO10: To develop team and interpe	ms in more complex written and oral communication in Croatian and k, and critically evaluate the opinions and attitudes of team stakehol bly search the relevant literature for decision-making and conclusion cepts and apply content related to economics, management, account ersonal teamwork skills, master communication and case study sk the preparation, presentation and budget implementation.	ders. n in Croatian and foreign languages. ting and finance.						

2.4. Expected learning outcomes on the course level	1. To 2. To 3. To 4. To	Learning outcomes according to the Bloom`s taxonomy: (up to two verbs per LO)Learning1. To understand and apply basic terms in professional terminology of economic character in English2. To translate and interpret texts from business and economy (learnt during the course)3. To develop and demonstrate a brief presentation in English4. To prepare and write an essay in English5. To select and evaluate one of the topics dealt within the course						
	-	6. To explain and translate a text of business character7. To organize and implement teamwork						
	Cons	tructive alignment	LO of the	Content/teaching methods	Evaluation		Time	
	181.	Introduction into the course and detailed plan.	-	Listen to lectures. Work independently on computer, get to know course content and eLearning documents.	-		2 h	
2.5. Course content according to detailed curriculum schedule	182.	Management styles Different aspects of Management styles (discussion)	1,2,5,6,7	Students read the text in English. They understand new and / or unfamiliar vocabulary and professional terms. They express their opinions in written and oral form. They participate in a discussion.	At the colloquium or written and oral ex students know to explain the differences the different styles of management and u adjectives related to quality in managem	s between 1se	4 h	
	183.	How to make a good presentation	1, 2, 3, 7,8	Students follow the lecture and take part in practical exercises.	At the colloquium or the written and ora students are able to prepare a successful presentation; they know how to organize presentation into meaningful units, how themself on the listener's place.	e their	4 h	
	184.	Team building Listening activity; An interview with a founder of a team building company	1, 2, 3,4,5,6 7,8	Students participating in the exercise of listening and understanding. They make presentations and participate in the discussion.	At the colloquium, or in the written and students know how to explain what a tea successful teams function, what the role is in the team, and what type of commun	am is, how of a leader	4 h	

				1
Students' presentations			problems people are most likely to encounter at work and how to avoid this type of problem. Each of the students will know how to present to their classmates, individually or in a group of two, a topic in the form of a presentation.	
Case study: Motivating the sales team	4,5,6,7	Students participate in a case study working in teams of 3-5 students each. They participate in the discussion.	At the colloquium, or in the written and oral exam, students know how to find a solution to the problem and discuss ways in which the team can achieve a better result within the project assigned through the case study activity.	4 h
Raising finance Reading: No more easy money Students' presentations	1,2,3,4,5,6, 7	Students participate in a listening and understanding exercise. They make presentations and participate in the discussion.	At the colloquium or in the written and oral exam students are able to explain the term "finance" in English as well as other terminology related to the above term. Each student will individually, or in a group of two, present a topic in the form of a presentation to their classmates.	4 h
Negotiating Students' presentations	1, 3, 4, 5, 6, 7,	Students process the text in English. They make presentations and participate in the discussion.	At the colloquium or in the written and oral exam students are able to independently explain the basic concepts and processes related to the term business negotiation. Each student will individually, or in a group of two, present a topic in the form of a presentation to their classmates.	6 h
Revision 1	1,2,3,4,5,6, 7	Students do the exercises. They write the essay.	Students will be able to complete exercises related to the new vocabulary which implies; completing the sentences with the correct words, identifying synonyms for the English vocabulary, adequately translating the given sentences from the business context into English, presenting their opinions on one of the given topics within the study.	4 h
Customer service Reading: Customer service is changing the world Students' presentations	1,2,5,6,7	Students participate in listening and understanding exercise. They make presentations. They participate in the discussion.	At the colloquium or in the written and oral exam students know how to use new idiomatic expressions and vocabulary related to the term "customer service". Students give presentations on a specific tourist product.	4 h
190. Active listening 1,2,5	1,2,5	Students listen to a lecture. They participate in the exercise.	At the colloquium or in the written and oral exam students know which techniques and behaviours to use to improve their ability of active listening, how to put themselves in "the listener's shoes ", how to control the conversation.	10 h
Crisis management Dealing with crisis	1,2,3,7	Students participate in listening and understanding exercise.	At the colloquium, or in the written and oral exam, students are able to explain some topics from the coursebook.	4 h
	Case study: Motivating the sales team Raising finance Reading: No more easy money Students' presentations Negotiating Students' presentations Revision 1 Customer service Reading: Customer service is changing the world Students' presentations Active listening Crisis management	Case study: Motivating the sales team4,5,6,7Raising finance Reading: No more easy money Students' presentations1,2,3,4,5,6, 7Negotiating Students' presentations1,3,4,5,6, 7,Negotiating Students' presentations1,3,4,5,6, 7,Revision 11,2,3,4,5,6, 7Customer service Reading: Customer service is changing the world Students' presentations1,2,5,6,7Active listening1,2,5Crisis management1,2,3,7	LandLandLandCase study: Motivating the sales team4.5.6.7Students participate in a case study working in teams of 3-5 students each. They participate in the discussion.Raising finance Reading: No more easy money Students' presentations1.2.3.4.5.6Students participate in a listening and understanding exercise. They make presentations and participate in the discussion.Negotiating Students' presentations1.3.4.5.6Students process the text in English. They make presentations and participate in the discussion.Negotiating Students' presentations1.2.3.4.5.6Students process the text in English. They make presentations and participate in the discussion.Negotiating Students' presentations1.2.3.4.5.6Students process the text in English. They make presentations and participate in the discussion.Revision 11.2.3.4.5.6.7Students process the text in English. They make presentations and participate in the discussion.Customer service Reading: Customer service is changing the world1.2.5.6.7Students participate in listening and understanding exercise. They make presentations. They participate in the discussion.Active listening1.2.5Students listen to a lecture. They participate in the discussion.Crisis management1.2.3.7Students participate in listening and understanding exercise.	And work and how to avoid this type of problem. Each of the students will know how to present to the classmates, individually or in a group of two, at point in the colloquium, or in the written and onal exam, students' presentationsCase study: Motivating the sales team4,5,6,7Students participate in a case study working in teams of 3.5 students each They participate in the discussion.At the colloquium, or in the written and onal exam, students know how to find a solution to the problem and discuss ways in which the team can andres that be to explain the term "finance" in they make presentations and participate in the discussion.At the colloquium or in the written and onal exam, students will individually, or in a group of two, resent at opic in the form of a presentation to their enderstanding exercise.Negotiating Students' presentations1,3,4,5,6, 7,Students process the text in English. They make presentations and participate in the discussion.At the colloquium or in the written and oral exam students are able to independently explain the basic students' present atopic in the form of a presentation to their classmates.Negotiating Students' presentations1,2,3,4,5,6, 7,Students do the exercises. They write the discussion.At the colloquium or in the written and oral exam students are able to independently explain the basic sconepts and processes related to the term the makes sconepts and processes related to the term transcesses regotiation.Negotiating Students' presentations1,2,3,4,5,6,7,7Students do the exercises. They write the essay.Students will how to a can students will how to use with the study.Negotiating Students' presentations1,2,3,4,5

	-		1			1	
	192.	Mergers and acquisitions Describing mergers and acquisitions Acquiring a green business	1,2,5,6,7	Students participate in listening and understanding exercise. They do exercises related to new professional vocabulary.	At the colloquium or in the written a students know how to define the terr acquisitions, as well as the accompar- terminology related to these terms. T paraphrase new expressions and use and written English.	ms mergers and nying They are able to	10 h
	193.	Making acquisitions Listening activity Expressing prediction and probability	1,2,5,6,7	Students participate in listening and understanding exercise. They do exercises related to new professional vocabulary.	At the colloquium or in the written a students know how to use the new te in speaking and writing.		4 h
	194.	Case study "Runover International"	4,5,6,7	Students participate in a group work (teamwork). They participate in the discussion and write a report on a task completed.	At the colloquium or in the written and oral exam students know how to analyse, evaluate and justify their position regarding the advantages and disadvantages of companies that choose to expand to other markets. They are able to choose a solution and defend their position on the matter and formulate it all into a short report.		4 h
	195.	Review 2	1,2,3,4,5,6, 7	Students solve grammar tasks and tasks related to comprehension, translation and paraphrasing.	Students know how to complete grar assignments in writing related to gra from the coursebook. With regard to exercises, they will be able to use ne and phrases accurately in the text.	mmar units vocabulary	16 h
3. EVALUATION OF STUDENTS	WORI	X					
3.1. Students` obligations	 In accordance with the Regulations on Studying and the Regulations on Student Assessment and Evaluation: for all full-time students' attendance at least 70%. Part-time students are required to attend classes at least 50%. All students are required to carry calculator and formulae list. Students who have during the course achieved: from 0 - 24,9% ECTS credits- are rated F (unsuccessful) and cannot obtain ECTS credits, and must re-enrol in the next academic year; from 25 - 49,9% - are assessed by FX (insufficient) and must pass the written exam (test). Written exam (test) can be held in a regular extraordinary exam period; more than 50% - students have the right to take the final exam. Students can take the final exam from the course in two ways: a) during the course of teaching through continuous monitoring of students (ac participation in classes and through three colloquia); b) by passing the exam (written and oral part of the exam). 						
3.2. Monitoring student work (enter the share of ECTS credits for each	Attend	ance 0,5	Written exa	m 1 (without colloquia	a) Project		

activity so that the total number of ECTS points corresponds to the	Experimental work		Resear	ch			Practical work	x	
credit score of the course)	Essay		Report				Continuous examination		
		2 (without written exam)	Semina	ar paper			Other		
	Class activity	0,5	Oral ex	am	1 (without	colloquia)	Other		
3.3. Student workload	7. Attending cla	 tudent workload on all bases for 1 ECTS credit is 30 hours in a semester and is estimated as: 7. Attending classes and exercises 45 hours 8. Preparing colloquia or exams through individual work 45 hours 							
4. GRADING SYSTEM									
4.1. Grading seminar papers									
	Unsatis	factory		Satisfactory			Above average		
4.2. Grading colloquia/ written and oral exam	Student answers by me understanding of the su know how to apply bas and knowledge, nor is content of the subject w	ubject. Does not sic terms, concepts able to support the	Reproduces the basic concepts and without difficulty imparts new knowledge, understands the material, explains the terms and concepts supported with examples.			content of the material, and logically connects and explains the			oroughly explains the nects and explains the bles. Finds solutions that
		70-74,9% of a	attendance 75-79,9% of atte		tendance	80-89,9% of attendance		90-1	100% of attendance
	Active course attendan	2 poir	nts	5 point	s	10 pc	oints		20 points
		2		3		4			5
4.3. Final grade according to evaluation elements	Colloquia/ Written exa	um 50-64,	9%	65-79,9	%	80-89	9,9%		90-100%
		25 poi	nts	30 poin	ts	35 pc	oints		40 points
	Oral exam	2		3		5			5
		Ĩ	25 points 30 poin		ts	35 points			40 points
4.3. Final grade according to absolute division	k	ercentage of acquired knowledge, skills and betences (teaching + final exam)	Nume	rical grade	ECTS g	rade			

		90 - 100%	5 (excellent)	А					
		80-89,9%	4 (very good)	В					
		65 – 79,9%	3 (good)	С					
		50 - 64,9%	2 (satisfactory)	D					
5. ADDITIONAL COURSE INFOR	RMATION								
5.1. Compulsory literature		Number of copies in the library	Availability via other media						
5.1. Compulsory literature (available in the library and via other media)		4. Upper Intermediate English Course Book MARKET LEADER (Third edition) , D. Falvey, D. Cotton, S. Kent, Pearson Longman (2011) (the mandatory part only applies to the topics described in this performance Available on Intranet pages							
5.2. Additional literature (at the moment of changes and/or amended of study programme)	2. Essential Busines	1. Upper Intermediate English Practice File MARKET LEADER (Third edition), Pearson Longman 1 1 2. Essential Business Grammar and Usage, Business English, MARKET LEADER, Peter Strutt, Pearson Longman 1 1 3. 3. Fifty ways to improve your business English, Ken Taylor, Summertime Publishing Limited, 2006 1 Available on-line							
5.3. Quality assurance methods that ensure the acquisition of knowledge, skills and competences	obligations as well as the methods of work and the required literature								
5.4. Informing about the course and contacting the teacher	It is the responsibility of each student to be regularly informed about the course, the coursework, and the classroom activities. All notices of classes of possible adjournment will be published in a timely manner on the Intranet site of the course and on the website of the Šibenik University. Students ca contact teachers during the consultation period (at least one hour per week), while for short questions and explanations they can be contacted durin class. It is also possible to ask questions by e-mail (from the official e-mail address at @ vus.hr), which will be answered as soon as possible (no late than five working days after receiving the e-mail).								

1. GENERAL INFORMATION AB	OUT THE SUBJECT		
1.1. Title	DIGITAL MARKETING	1.8. ISVU course code	
1.2. Lecturer	PhD, Jelena Šišara, Sen.Lec.	1.9. MOZVAG course code	
1.3. Assistants and/or associates		1.10. Forms of teaching (number of hours Lecturing +Practical exercises + Seminars + e learning)	(30+15+0)
1.4. Study programme (specialist, undergraduate, graduate)	Professional undergraduate study of Tourism Management	1.11. Level of e- learning application (1 st , 2 nd , 3 rd level), percentage of on-line course performance (max. 20%)	1st level – materials available online, 0%
1.5. Course status (obligatory, optional)	OPTIONAL	1.12. Number of course revisions	New course
1.6. Study year	2nd study year	1.13. Modernization	
1.7. Credit score (ECTS)	3	1.14. Percentage estimate of course changes and/or supplements	

2. SUBJECT DESCRIPTION	
2.1. Course objectives	Acquaint students with the latest communication trends and examples of good practice related to digital marketing. To develop student ability to think critically and creatively about the digital marketing strategy of a tourist company. Teach students to: design, implement and analyse the digital marketing strategy of a tourist company, monitor consumer behaviour in a digital environment, write adequate web content for a specific tourist company, monitor the reputation of a tourist company on the Internet, create a digital marketing communication plan for a tourist company on the Internet.

2.2. Terms of course entry and required competences	Requirements for enrolment in the 2nd year of study								
	1. To apply and connect economic terms in more complex written and oral communication in Croatian and foreign languages								
	2. To develop team and interpersonal skills in team work, master communication skills and presentation skills of given topics and tasks								
2.3. Learning outcomes on the	3. To independently and responsibly search the relevant literature for decision making and conclusion in Croatian and foreign langu	ages							
study programme level	12. To analyse the tourist environment and develop a development strategy								
	13. To develop a marketing plan for a tourism company								
	14. To use information and communication technology in business in tourism								
	Learning outcomes towards Bloom's taxonomy: (up to two verbs per LO)	LO Level: 55. Recapture, 56. Understanding, 57. Application, 58. Analysis, 59. Evaluation, 60. Synthesis							
	LO1. To understand the basic terms, concepts and technology related to digital marketing.	2							
2.4. Expected learning outcomes	LO2. To know and understand the specifics of digital marketing.	2,3							
on the course level	LO3. To spot the opportunities offered by digital marketing.	1,2,3							
	LO4. To think creatively and critically about the digital marketing communication of a tourist company.	3,4							
	LO5. To design an appropriate digital marketing strategy for a tourism company.	3							
	LO6. To design quality content and message of a digital campaign for a tourism company.	5,6							
	LO7. To know how to monitor the reputation of a tourist company on the Internet.	6							
	LO8. To create a digital marketing communication plan for a tourist company on the Internet.	3							

	Cons	tructive alignment				
2.5. Course content according to detailed curriculum schedule	r. no.	Thematic unit	IU course	Content/teaching method	Evaluation	Time needed
	196.	Introduction to Digital Marketing: Defining Digital Marketing. The evolution of marketing. The	1	They are listening to a lecture. In the seminar class, by independent work on the computer, they become familiar with the content of the course	-	3 hours

	technology behind digital marketing. The people behind digital marketing.		and the documents on the e-learning page of the course.		
197.	Digital Marketing Communication Plan: What Does It Include? How to make it? Digital marketing strategy	1,2	They listen to lectures, solve case studies and assignments.	At the colloquium or written and oral exam, they define and explain digital marketing, DM technology, DM plan and strategy	3 hours
198.	Online consumer behavior	1,2,3	They listen to lectures, solve case studies and assignments.	At the colloquium or written and oral exam, they define and explain the concepts that appear in this thematic unit, then they should present and analyse the same on a concrete example, make a critical judgment based on the presented problem and propose a solution to the same problem.	3 hours
199.	Creating and designing a website, writing web content Web positioning: Internet search engine, keywords, SEO and SEM techniques, business models for estimating payment for online advertising	1,2,3	They listen to lectures, solve case studies and assignments.	At the colloquium or written and oral exam, they define and explain the concepts that appear in this thematic unit, then they should present and analyse the same on a concrete example, make a critical judgment based on the presented problem and propose a solution to the same problem.	3 hours
200.	Marketing on social networks: The role of community manager, plan for social networks, advertising on social networks	1,2,3	They listen to lectures, solve case studies and assignments.	At the colloquium or written and oral exam, they define and explain the concepts that appear in this thematic unit, then they should present and analyse the same on a concrete example, make a critical judgment based on the presented problem and propose a solution to the same problem.	3 hours
201.	E-mail marketing: advantages and disadvantages, subscribers, newsletters, e-mail marketing metrics,	1,2,3,4	They listen to lectures, solve case studies and assignments.	At the colloquium or written and oral exam, they define and explain the concepts that appear in this thematic unit, then they should present and analyse the same on a concrete example, make a critical judgment based on the presented problem and propose a solution to the same problem.	5 hours
202.	Mobile Marketing: Trends and Application of Mobile Marketing.	1,2,3,4	They listen to lectures, solve case studies and assignments.	At the colloquium or written and oral exam, they define and explain the concepts that appear in this thematic unit, then they should present and analyse the same on a concrete example, make a critical judgment based on the presented problem and propose a solution to the same problem.	5 hours
203.	In-game advertising. 1. COLLOQUIUM	1,2,3,4	They listen to lectures, solve case studies and assignments.	At the colloquium or written and oral exam, they define and explain the concepts that appear in this thematic unit, then they should present and analyse the same on a concrete example, make a critical judgment based on the presented problem and propose a solution to the same problem.	5 hours

	204.	Influencer marketing	1,2,3,4	They are listening to a lecture. They are developing a digital marketing communication plan for a tourist company on the Internet.	At the colloquium or written and oral exam, they define and explain the concepts that appear in this thematic unit, then they should present and analyse the same on a concrete example, make a critical judgment based on the presented problem and propose a solution to the same problem.	5 hours
	205.	e-commerce: e-commerce techniques Affiliate marketing	1,2,3,4	They are listening to a lecture. They are developing a digital marketing communication plan for a tourist company on the Internet.	At the colloquium or written and oral exam, they define and explain the concepts that appear in this thematic unit, then they should present and analyse the same on a concrete example, make a critical judgment based on the presented problem and propose a solution to the same problem.	10 o'clock
	206.	Web analytics Return on investment in digital marketing (ROI)	1,2,3,4	They are listening to a lecture. They are developing a digital marketing communication plan for a tourist company on the Internet.	At the colloquium or written and oral exam, they define and explain the concepts that appear in this thematic unit, then they should present and analyse the same on a concrete example, make a critical judgment based on the presented problem and propose a solution to the same problem.	10 o'clock
	207.	Online Public Relations (PR) and Internet Reputation: How to Build a Positive Online Image? How to manage a company's reputation in a digital environment?	1,2,3,4	They are listening to a lecture. They are developing a digital marketing communication plan for a tourist company on the Internet.	At the colloquium or written and oral exam, they define and explain the concepts that appear in this thematic unit, then they should present and analyse the same on a concrete example, make a critical judgment based on the presented problem and propose a solution to the same problem.	10 o'clock
	208.	Application of digital marketing in tourism and catering.	1,2,3,4	They are listening to a lecture. They are developing a digital marketing communication plan for a tourist company on the Internet.	At the colloquium or written and oral exam, they define and explain the concepts that appear in this thematic unit, then they should present and analyse the same on a concrete example, make a critical judgment based on the presented problem and propose a solution to the same problem.	10 o'clock
	209.	2. COLLOQUIUM	1,2,3,4	Presentations of project tasks	At the colloquium or written and oral exam, they define and explain the concepts that appear in this thematic unit, then they should present and analyse the same on a concrete example, make a critical judgment based on the presented problem and propose a solution to the same problem.	10 o'clock
	210.	Final considerations, signatures	5,6	Presentations of project tasks	In the presentation, the implementation of the project task as well as the students' presentation skills are evaluated.	5 hours
3. EVALUATION OF STUDEN	T WO	RK				
3.1. Students` obligations	Part-tir	ne students are obliged to attend a minimum of 509 ts who achieved during the course:	% of lectures.	All students must create, present and positi	dent work: for all full-time students, a minimum of 70% vely evaluate the project assignment. re-enroll in the course in the following academic year;	class attendance.
						233

	 From 25 – 49.9% - they are graded FX (insufficient) and must sit and pass a written exam (test). The written exam (test) can be held during the regular or extraordinary exam period; More than 50% - students have the right to access the final exam of the course. Students can pass the final exam from the course in two ways: a) during classes through continuous monitoring of students (active participation in classes, solving case studies, preparation and presentation of a project assignment and passing two colloquia); b) during classes (active participation in classes, solution of case studies, creation and presentation of a project assignment and oral part of the exam). Project asignment: Based on the analysis of the existing digital campaign and the reputation of the tourist company on the Internet, as well as market research, students will create a digital marketing communication plan of the tourist company on the Internet. 								
	Attending classes		Written exam	1]	Project	1		
3.2. Monitoring student work (enter the share of ECTS credits	Experimental work		Research]	Practical work			
for each activity so that the total	Essay		Report			Continuous check			
number of ECTS points corresponds to the credit score of the course)	Colloquiums	2 (by passing the colloquium, the student is exempt from the written and oral exam)	Seminar work			(write the rest)			
,	Activities in class		Oral exam	1		(write the rest)			
3.3. Student workload	ent workload The workload of the student on all grounds amounts to 30 hours of work per semester for 1 ECTS point and is estimated as: 0bligation Hours (estimate) 13. Attending classes 45 14. Creation of a seminar paper and a project assignment and presentation 25 15. Preparation for the colloquium/exam through self-study 20								
4. FORMATION OF ASSESSM	IENT								
	An element of valuation	Bad			Satisfying	Above	average		
	Organization	The paper is not organized order and lacks structure.	l in a logical	The paper is well structured with a clear distinction between the introduction, the main body of the text and the conclusion.		distinction between t main part of the text	The paper is well structured with a clear distinction between the introduction, the main part of the text and the conclusion, which are excellently logically connected		

Words and expressions not aligned with

the vocabulary is modest and there are

frequent and repeated grammatical errors.

official terminology. The writing style is not appropriate, the sentences are too long,

4.1. Seminar paper grading

Terminology, writing

style

main body of the text and the conclusion.

Words and expressions are aligned with

official terminology. The writing style is

appropriate, the sentence structure is clear,

the vocabulary is appropriate and there are

few grammatical errors.

which are excellently logically connected

Words and expressions are aligned with

official terminology and demonstrate an

understanding of their meaning. The writing style is excellent, the sentences are

to each other.

	Citation and citin references	ng of	No sources are gived on the test of the superficial approact topic.	opic and sho	d show a and with errors. Refere			ropriate	and there ar Sources are consistently adequate, th	ncise, the vocabulary is rich e no grammatical errors. accurately, completely and c cited. The references are heir list is "rich" and sive and shows a detailed proach.
		Ba	ad			Satisfying			Ab	oove average
4.2. Colloquium / exam grading	Student answers by memory, without deeper understanding of the subject. Does not know how to apply basic terms, concepts and knowledge, nor is able to support the content of the subject with examples.				He reproduces basic concepts and transfers new knowledge without difficulty, understands the material, explains terms and concepts that he supports with examples. Knowledge is at the level of analy evaluation. He observes laws, acc thoroughly explains the content of logically connects and explains ter which he supports with examples. that were not originally given. Ob with related material.				es laws, accurately and he content of the material, and d explains terms and concepts, th examples. Finds solutions	
	Active attendance of		70-75% attendance		76-86% attendance		87-1	00% atten	dance	Project assignment Solved case studies
	classes		2 points		4 points			7 points		3 points
	During				3			4		5
4.3. Creating a final grade	Project		5 points		7 points		8 points			10 points
according to evaluation			2		3		4			5
elements	Taking the colloque Written part of the		50-64.9%			65-79.9%	80-89.9%			90-100%
			25 points		30 points		35 points			40 points
	Oral part of the ex	am	2			3	5			5
	or an part of the ex		25 points	8		30 points		35 points		40 points
4.4. Creating a final grade according to absolute allocation		knowl competen	tage of acquired ledge, skills and nees (classes + final exam) 90 - 100% 30 - 89.9% 55 - 79.9% 50 - 64.9%	5 (ex 4 (ver 3 (j	l evaluation cellent) y good) good) nough)	ECTS grade AND B C D				

5. ADDITIONAL INFORMA	FION ABOUT THE SUBJECT		
5.1. Compulsory literature	title	Number of copies in the library	Availability through other media
(available in the library and through other media)	Ružić, D., Biloš, A. & Turkalj, D.: eMarketing, III amended and supplemented edition, Osijek: Faculty of Economics in Osijek, 2014.		
	Kotler, P.; Keller, KL; Martinović, M. (2014). *Marketing management, 14th edition, MATE, Zagreb 2014		
5.2. Additional literature (at the moment of changes and/or	Stokes, R. (2011). eMarketing: The essential guide to digital marketing (Vol. 563). Quirk eMarketing. Dann, S., & Dann, S. (2011). E-marketing: theory and application. Macmillan International Higher Education.		
amended of study programme)			
5.3. Quality assurance methods that ensure the acquisition of knowledge, skills and competences	Control of the quality of students' work and the acquisition of the necessary knowledge and skills will be ensured through interactive work. E in classes and the information obtained about students' progress through colloquia, the information necessary for further instructions to stud of their work. Students will be informed about their rights and obligations, work methods and necessary literature. Indicators of the quality assurance system: Student survey, monitoring of annual data from HZZZ - on the annual state of student employm	ents will be obtained in order to	increase the efficiency
5.4. information on the course and contact with the teacher	It is the duty of every student to regularly inform himself about the course, the course and activities at the class. All information about the will be published in a timely manner on the Intranet pages of the course and on the website of the Šibenik University. Students can conta hour a week), while for short questions and explanations they can be contacted during classes. It is also possible to ask questions by e-mail (fi which will be answered as soon as possible (no later than five working days from the receipt of the e-mail).	ct teachers during the consultati	on period (at least one

211. GENERAL COURS	SE INFORMATION		
1.1. Course title	Cultural Heritage Management	1.8. Course code in ISVU	
1.2. Course lecturer	Gorana Barišić Bačelić, MA History of Art	1.9. Course code in MOZVAG	
1.3. Assistants and/or associates	Dino Slavica, mag. oec., Lec.	1.10. Forms of teaching (number of hours Lecturing +Practical exercises + Seminars + e learning)	(30+15+0+0)
1.4. Study programme (specialist, undergraduate, graduate)	Professional Undergraduate Study of Tourism management	1.11. Level of e- learning application (1 st , 2 nd , 3 rd level), percentage of on-line course performance (max. 20%)	1 st , course materials are on-line, 0%
1.5. Course status (obligatory, optional)	Optional	1.12. Number of course revisions	2
1.6. Year of study	2 st	e. Modernization	Yes
1.7. Credit score (ECTS)	3	1.14. Percentage estimate of course changes and/or supplements	Less than 20% X□ More than 20 % □

2. COURSE DESCRIPTION	
2.1. Course objectives	 Based on the theoretical knowledge and case studies, the goals are: To understand the concept of cultural heritage and its role in the society, To recognize the impact of effective cultural heritage management on the development of the sustainable tourism,

	 To adopt knowledge and skills for the strategic management of the cultural heritage, To distinguish concepts of the cultural heritage management and apply learnt content in their business practice. 						
2.2. Terms of course entry and required competences	4-year secondary education completed; qualification level 4.2 according to the CROQF.						
2.3. Learning outcomes on the study programme level	 LO2: To develop team and interpersonal skills in team work, master communication skills and presentation skills of given topics and tasks. LO3: To independently and responsibly search the relevant literature for decision making and conclusion in Croatian and foreign languages. LO5: To use methods of planning, organizing, leading and controlling on examples from practice and analyse the problem and propose appropriate solutions to problem situations in the field of tourism. LO8: To design and economically valorise entrepreneurial ideas, events, projects, products and services in a team and present them. LO12: To analyse the tourist environment and develop a development strategy. LO13: To use information and communication technology in business in tourism. 						
	Learning outcomes according to the Bloom's taxonomy: (up to two verbs per LO)	Level of LO: 1 - remembering, 2 - understanding, 3 - application, 4 - analysis, 5 - evaluation, 6 - synthesis					
2.4. Expected learning outcomes on the course level	7. To interpret the concept of cultural heritage in the context of management and the positive and negative aspects of the connection between heritage and tourism.						
on the course level	8. To differentiate between organizations that manage cultural heritage, their activities and the necessary human resources.	4					
	9. To plan the steps in creating a strategic plan for the management of cultural heritage.	6					
	10. To identify the potential of cultural heritage in community development and sustainable tourism.	4,5					
	11. To apply tools for the interpretation of cultural heritage.	6					
	12. To apply the creative marketing tools in the promotion of cultural heritage.	3					
	13. To develop a plan for the organization of a cultural event related to heritage.	6					

	Constructive alignments										
2.5. Course content according to detailed curriculum schedule	no	Thematic unit	LO of the course	Content/teaching methods	Evaluation	Time					
	212.	Introduction into the course and detailed plan.	-	Listen to lectures. Work independently on computer, get to know course content and e-learning documents.	-	3 h					

				T 11 1 1 1 1 1 1	1
213.	Cultural Heritage – Definition, Meaning and Roles	1,2	Listen to lectures and read literature, present exercises and discuss the topic.	In colloquium or written and oral exams students are able to enumerate and differentiate the basic terms connected to cultural heritage and clarify its role in the society	6 h
214.	Heritage in the Context of Cultural and Creative Industries	1,2	Listen to lectures and read literature. present exercises and discuss the topic.	In colloquium or written and oral exams students' area able to enumerate all sectors of CCI and describe the relation of cultural heritage with the rest of the sectors.	3 h
215.	The Impact of Cultural Heritage on the Identity of the Local Community	3,4	Listen to lectures, analysing case studies, present exercises and discuss the topic.	In colloquium or written and oral exams students can describe the impact of cultural heritage on the identity of the local community.	3 h
216.	The Role of Cultural Heritage Management in the Development of Sustainable Tourism	4,5,6,7	Listen to lectures, analysing case studies, present exercises and discuss the topic.	In colloquium or written and oral exams students are able to define the role of cultural heritage management in the development of sustainable tourism.	5 h
217.	Branding of Culture – the best practices	4,5,6,7	Listen to lectures, watch and listen multimedia content, present exercises and discuss the topic.	In colloquium or written and oral exams students are able to explain what is branding of culture and enumerate best practices example.	3 h
218.	Heritage Revitalization and Cultural Tourism	2,3,4,5,6,7	On site visit, expert guided tour and discussion.	In colloquium or written and oral exams students know how to analyse the topic and can critically judge it on the basis of the concrete examples.	12 h
219.	The Plans and Strategies of Cultural Heritage Management; The Colloquium	3,4	Listen to lectures, analysing case studies, present exercises and discuss the topic. Write the colloquium.	In colloquium or written and oral exams students know to describe the methodology, content and procedures of strategic management plans.	8 h
220.	The Administrative and Legal Framework of Cultural Heritage Management	2,3	Listen to lectures, analysing case studies, present exercises and discuss the topic.	In colloquium or written and oral exams students can define administrative and legal framework of cultural heritage management.	4 h
221.	The Organization models of Cultural Heritage Management and Human Resources	2,3,	Listen to lectures, analysing case studies, present exercises and discuss the topic.	In colloquium or written and oral exams students know to enumerate and describe the models and human resources necessary for effective management of the cultural heritage.	6 h
222.	The Financing of Project and Entrepreneurship in Culture	2,3,6,7	Listen to lectures, analysing case studies, present exercises and discuss the topic.	In colloquium or written and oral exams students are able to identify the sources of financing the culture and define the entrepreneurship in culture.	5 h
223.	The Contemporary Tools for Heritage Interpretation	5,6	Listen to lectures, watch and listen multimedia content, present exercises and discuss the topic.	In colloquium or written and oral exams students can define and explain the contemporary tools for heritage interpretation.	8 h
224.	Organizing a Cultural Event	2,4,6,7	Listen to lectures, analysing case studies, present exercises and discuss the topic.	In colloquium or written and oral exams students can enumerate steps and explain the process of event organization.	10 h

	225.	Cultural Heritage a Marketing			3,4,6,7	the topic.	xercises and discuss	describe the impact cultural heritage ma		6 h	
	226.	Audience Develop Future of Heritage Preparation for the	; The Col		3,4,6	Listen to lectures studies, present ex the topic. Write th	xercises and discuss	can describe the con	itten and oral exams students acept of audience development ogram organization and	8 h	
3. EVALUATION OF STUDEN	TS` W	ORK									
3.1. Students` obligations	 In accordance with the Regulations on Studying and the Regulations on Student Assessment and Evaluation: for all full-time students' attendance of at least 70%. Part-time students are required to attend classes at least 50%. All students are required to carry calculator and formulae list. Students who have during the course achieved: from 0 - 24,9% ECTS credits- are rated F (unsuccessful) and cannot obtain ECTS credits, and must re-enrol in the next academic year; from 25 - 49,9% - are assessed by FX (insufficient) and must pass the written exam (test). Written exam (test) can be held in a regular or extraordinary exam period; more than 50% - students have the right to take the final exam. Students can take the final exam from the course in two ways: a) during the course of teaching through continuous monitoring of students (active participation in classes and through two colloquia); b) by passing the exam (written and oral part of the exam). 										
		dance	0,5		Written exam		1 (without c		oject		
3.2. Monitoring student work (enter the share of ECTS credits	Expe	rimental work			Research			Pra	actical work		
for each activity so that the total number of ECTS points	Essay	7	-		Report				ontinuous amination		
corresponds to the credit score of the course))	Collo	quium	1 (without written exam)		Sem	inar paper	0,5		her		
		activity				ral exam 1		Other			
3.3 Student workload	9 1	ent workload on all bAttending classeMaking a seminaPreparing colloq	s and exer ar paper a	rcises 45 hou nd presentati	ırs .on 5 hour	5	and is estimated as	s:			
4. FORMIRANJE OCJENE											
		An element of valuat	tion		Poor		Satis	factorily	Above av	verage	
4.1. Grading seminar papers		Organization			vork is not organized in a logical and it lacks structure.		The paper is well structured with a clear distinction between the introduction, the main body of the text and the conclusion.		the clear distinction betw introduction, the main		

	Terminology, writing style Citation and citing references		style with official termin style is not appropr		and repeated appropriate, the set clear, the vocabulary		egy. The wr sentence llary is app	iting style is structure is ropriate and	other. Words a with offi demonst meaning the sente vocabula	thy logically connected to each and expressions are aligned cial terminology and rate an understanding of their . The writing style is excellent, mces are clear and concise, the ury is rich and there are no cical errors.		
			ıg	No sources are given references do not ma show a superficial a researching the topic		match the topic and with mistakes. References are appropria l approach to for the topic and demonstrate		appropriate nonstrate a	ate adequate their list is "rich" and			
4.2. Grading colloquia/ written and oral exam	understanding of apply basic terms	Unsatisfactory Student answers by memory, without deeper understanding of the subject. Does not know how t apply basic terms, concepts and knowledge, nor is able to support the content of the subject with examples.			Satisfactory Reproduces the basic concepts and without di imparts new knowledge, understands the m explains the terms and concepts supporte examples.			material,	knowledge is at the level of evaluation. Observes the p thoroughly explains the co logically connects and exp concepts supported with ex		vel of analysis, synthesis and he principles, accurately and e content of the material, and explains the terms and th examples. Finds solutions y given. Notes correlations	
	Active course		70-74,	,9% of attendance	e	75-79,9%	of attendance	ce	80-89,	9% of attenda		90-100% of attendance
	attendance		5 points		7 points		8 points			10 points		
	Seminar paper			2 5 points		3 7 points		4 8 points			5 10 points	
4.3. Final grade according to				2		1	3		4			5
evaluation elements	Colloquia/ Written	n exam		50-64,9%		65-	79,9%		80-89,9%			90-100%
	_			25 points		30	points			35 points		40 points
				2			3			5		5
	Oral exam			25 points		30	points			35 points		40 points
4.4. Final grade according to absolute division		know	entage of acqu vledge, skills nces (teaching exam)	and	Numerical grade		ECTS	S grade				

90 - 100%	5 (excellent)	А
80 - 89,9%	4 (very good)	В
65 - 79,9%	3 (good)	С
50-64,9%	2 (satisfactory)	D

5. ADDITIONAL COURSE INFORMATION

	Title	Number of copies in the library	Availability via other media
5.1. Compulsory literature	1. Daniela Angelina Jelinčić, Kultura u izlogu : kratki vodič za upravljanje kulturnim dobrima,		
(available in the library and	Meandar, Zagreb 2010.		
via other media)	2. Jadran Antolović, Menadžment u kulturi, Hadrian, Zagreb, 2009.		
	3. Daniela Angelina Jelinčić, Dragana Glivetić, Sanja Tišma, Priručnik za održivost kulturne baštine,		
	Jesenski i Turk, Zagreb, 2022.		
	4. Nastavni materijali s predavanja i seminara		
5.2. Additional literature (at	1. Odabrane teme suvremenog menadžmenta u kulturi i turizmu, ur. Tea Golja, Sveučilišta Jurja		
the moment of changes and/or	Dobrile, Pula, 2017.		
amended of study	2. Jurica Pavičić, Nikša Alfirević, Ljiljana Aleksić, Marketing i menadžment u kulturi i umjetnosti,		
programme)	Masmedia, Zagreb 2006.		
5.3. Quality assurance methods that ensure the acquisition of knowledge, skills and competences	The control of students' work quality and the acquisition of necessary knowledge and skills will be ensured through interactive work. By l classes and provided information on students' progress through short colloquiums and homework, information for further guidance to stude of their work. Students will be informed about their rights and obligations as well as the methods of work and the required literature. Indicators of quality assurance system: Student survey, monitoring of annual data from the Croatian employment service on the annual stat Alumni association.	ents will be provided in order to	increase the efficiency
5.4. information on the course and contact with the teacher	It is the duty of every student to regularly inform himself about the course, the course and activities at the class. All information about the will be published in a timely manner on the Intranet pages of the course and on the website of the Šibenik University. Students can conta hour a week), while for short questions and explanations they can be contacted during classes. It is also possible to ask questions by e-mail (from which will be answered as soon as possible (no later than five working days from the receipt of the e-mail).	ct teachers during the consultati	on period (at least one

1. GENERAL INFORMATION AB	OUT THE SUBJECT						
1.1. Title	Management of Protected Nature Areas	1.8. ISVU course code	214414 214415				
1.2. Lecturer	MSc Tanja Radić Lakoš, Sen.Lec.	1.9. MOZVAG course code					
1.3. Assistants and/or associates		1.10. Forms of teaching (number of hours Lecturing +Practical exercises + Seminars + e learning)	(30+0+15+0)				
1.4. Study programme (specialist, undergraduate, graduate)	Professional Undergraduate Study of Tourism Management	1.11. Level of e- learning application (1 st , 2 nd , 3 rd level), percentage of on-line course performance (max. 20%)	3 rd 20%				
1.5. Course status (obligatory, optional)	Optional	1.12. Number of course revisions	2.				
1.6. Study year	2 nd	1.13. Modernization	yes □ no				
1.7. Credit score (ECTS)	3	1.14. Percentage estimate of course changes and/or supplements	Less than 20% More than 20 %				
2. COURSE DESCRIPTION	·	·	·				
2.1. Course objectives The goal of this course is that students, based on theoretical knowledge and case studies, are able to: • Recognize the importance of nature protection and the need for effective management of protected areas; • Understand the limitations of tourism development in and around the protected area; • Acquire basic knowledge and skills necessary for effective management of protected areas; • Recognize their role in the active planning and management of the protected area, either as employees of public institutions or employees of institutions and organizations that cooperate with the Public Institution.							

2.2. Terms of course er required competences	ntry and	Completed four years of high school education; posses	Completed four years of high school education; possession of a qualification at level 4.2 according to the CROQF.								
LO3. To individually and responsibly search relevant literature for reaching solutions and conclusions in Croatian and foreig2.3. Learning outcomes on the study programme levelLO3. To individually and responsibly search relevant literature for reaching solutions and conclusions in Croatian and foreig1.05. To use methods of planning, organizing, leading and controlling on examples from practice and analyse the problem and solutions to problem situations in the field of tourism1.010. To evaluate the cause-and-effect relations between the impact of the economic development process and the multiplic											
study programme level		LO10. To evaluate the cause-and-effect rela social change and the state of the environme LO14. To use information and communicat	ent, and propose po	ssibilities and strategies for their improv	cess and the multiplicative im ement and development	pact of tourism on					
		Learning outcomes towards Bloom's taxor (up to two verbs per LO)	iomy:			LO Level: 61. Recapture, 62. Understanding, 63. Application, 64. Analysis, 65. Evaluation, 66. Synthesis					
		1. To demonstrate knowledge and understanding	1,1								
2.4. Expected learning on the course level	outcon	general	4,2								
		3. To set an example and interpret the impact of fauna), and	2, 3								
		4. To use measures to reduce the negative impact	3								
		sustainability and responsibility									
		6. To use materials and tools to search scientific				3					
	1	7. To present the acquired knowledge, ideas, pro	blems and solutions i	ndependently and in a team		6					
	Cons	tructive alignment									
	No:	Thematic ensemble / Lecture Topic	Course LO	Content / Teaching Method	Evaluation	Time needed					
2.5. Course content according to detailed curriculum schedule]	Introduction to the course and a detailed syllabus	-	They are listening to a lecture. In seminar classes, they get acquainted with the content of the course and documents on the e-learning page of the course by working independently on a computer.	-	4 hours					
	2.	Theoretical foundations of protected area management	1, 2, 3, 4, 5, 6, 7, 8	They listen to lectures and read literature	At the oral exam, they know how the legislation in the field of nature pro- the level of the Republic of Croatia EU and use it. They can link nation	tection at and the 4 hours					

				strategy papers to the provisions of international treaties	
3.	The role and importance of protected areas	1, 2, 3, 4, 5, 6, 7, 8	They listen to lectures and read literature, present a seminar paper followed by a discussion.	At the oral exam, they distinguish between nature protection and environmental protection. They know how to define key terms in the field of nature protection. I can describe the history of nature protection. I can identify and explain ecosystem values on a concrete example.	4 hours
4.	Categorization of protected areas	1, 2, 3, 4, 5, 6, 7, 8	They listen to lectures and read literature, present a seminar paper followed by a discussion.	At the oral exam, they know how to define what protected areas are, list the categories of protected areas and define the differences between different categories of protection. I can describe the role and importance of a protected area from an ecological, economic and social perspective. They know how to list all national parks and nature parks in the Republic of Croatia. They know how to enumerate international categories of protection and list examples in the Republic of Croatia. They describe the process of declaring an area protected.	8 hours
5.	Evaluation of protected areas	1, 2, 3, 4, 5, 6, 7, 8	They listen to lectures and read literature, present a seminar paper followed by a discussion.	At the oral exam, they can enumerate the criteria for evaluating nature areas from biological, spatial-ecological and geomorphological aspects.	4 hours
6.	Protected area planning	1, 2, 3, 4, 5, 6, 7, 8	They listen to lectures and read literature, present a seminar paper followed by a discussion.	At the oral exam, they can explain the methods and techniques of determining the benefits and costs of nature conservation. Understand and interpret the planning process, key stakeholders and criteria	4 hours
7.	Spatial planning in protected areas	1, 2, 3, 4, 5, 6, 7, 8	They listen to lectures and read literature, present a seminar paper followed by a discussion.	At the oral exam, they can list the forms of cooperation of external experts with institutions in the development and implementation of the Management Plan and other spatial planning documents and strategic documents.	6 hours
8.	Basics of protected area management	1, 2, 3, 4, 5, 6, 7, 8	They listen to a lecture, watch multimedia, present a seminar paper followed by a discussion. They read literature.	At the oral exam, they can explain the principles of protected area management, the functioning of the nature protection system and protected area management. They differentiate the services within the institution and the purpose / tasks of each of them. They know how to list the basic management documents. By reading the	6 hours

				Ordinance, they can list prohibitions and restrictions for a certain protected area	
9.	Management plans for protected areas	1, 2, 3, 4, 5, 6, 7, 8They listen to a lecture, watch multimedia, present a seminar paper followed by a discussion. They read literature.importance of drafting a Protect Management Plan and particip and transparency in its drafting how to explain adaptive control example of a certain protected know how to distinguish staked the Management Plan and the 'monitoring the Management Plan and the 'monitoring when developing a Man Plan. At the oral exam, they ca importance of drafting a Management Plan		At the oral exam, they can explain the importance of drafting a Protected Area Management Plan and participatory planning and transparency in its drafting. They know how to explain adaptive control. On the example of a certain protected area, they know how to distinguish stakeholders within the area. They can describe the structure of the Management Plan and the ways of monitoring the Management Plan and its revision. I can describe the importance of zoning when developing a Management Plan. At the oral exam, they can explain the importance of drafting a Management Action Plan and describe the drafting process	8 hours
10.	Management of protected areas in Croatia	1, 2, 3, 4, 5, 6, 7, 8	They listen to a lecture, watch multimedia, present a seminar paper followed by a discussion. They read literature.	At the oral exam, they can list the values of the selected protected area, analyse the similarities and differences in management and explain them. Suggest solutions for identified shortcomings	8 hours
11.	Financing of protected areas	1, 2, 3, 4, 5, 6, 7, 8	They listen to lectures and read literature, present a seminar paper followed by a discussion.	At the oral exam, they can count the sources of funding for public institutions and define the purpose of funds. They can count the funds of the European Union which can (co) finance projects / programs in the field of nature protection and give examples of good practice from HR.	6 hours
12.	Ecological education and interpretation	At the oral exam, they can des importance of quality interpre education. Describe ways of c with visitors for the purpose o and educating. They can expla importance of quality interpre the protected area, but also reg and list educational content. They know how to explain the monitoring visitor satisfaction aspects of cooperation with th through business cooperation	They know how to explain the importance of monitoring visitor satisfaction. I can describe aspects of cooperation with the private sector through business cooperation and volunteer work (e.g. team building).	4 hours	
13.	Surveillance of protected areas	1, 2, 3, 4, 5, 6, 7, 8	They listen to lectures and read literature, present a seminar paper followed by a discussion	At the oral exam, they know how to define the role of the supervisory service within the protected area management institution.	4 hours

	14.	Tourist function of protected a	1, 2, 3, 4, 5, 6, 7	7, 8	They listen to a lecture, watch multimedia, present a seminar paper followed by a discussion. They read literature.		At the oral exam, they can describe the role and importance of protected areas for the development of tourism, but also think critically about the risks that areas are exposed to inadequate planning or its absence. They can list examples of the negative impact of tourism on the protected area. They can critically judge the development / impact of tourism in protected areas.		8 hours	
	15.	Concluding remarks / Repetitie exam.	1, 2, 3, 4, 5, 6,	7,8	They listen to the lecture and prepare individually for the exam.		-		12 hours	
3. EVALUATION OF										
3.1. Students` obligations	In accordance with the Regulations on Studying and the Regulations on Student Assessment and Evaluation: for all regular students attend at least 70% attendance. Part-time students have the obligation to attend at least 50% of lectures. All students must create, present and positively colloquy seminar paper. Students who have during the course achieved: From 0 – 24,9% ECTS credits - is rated F (unsuccessful) and cannot get ECTS credits and must re-enrol the subject in the next academic year; From 25 – 49,9% ECTS credits - is rated FX (inadequate) and has to come out and pass the test (exam). A written exam can be held in a regular or extraordinary exam period; More than 50% ECTS credits - students have the right to access the final exam of the subject. Students can pass the final exam in two ways: a) during the course through continuous student attendance (active participation in the lessons, creating mental map, solving case studies, making and presenting the seminar paper and passing two colloquia); b) during the course (active participation in the lessons, creating mental map, solving case studies, making and passing the exam (written and oral exam).							g and		
3.2. Monitoring student work (enter the	Attend	ndance 0,25		W	Vritten e	xam			Project	
share of ECTS credits for each activity so that	Experi	iental work		Re	esearch				Practical work	
the total number of	Essay	Essay 0,25		Report				Continuous examination		
ECTS points corresponds to the	Collog	luium	Semina		eminar p	paper 0,25			Other (inscribe)	
credit score of the course)	Class a	activities	0,25	Oral exam		2		Other (inscribe)		
3.3. Student workload		Student's workload on all b Commitment 1. Attending classes 2. Creating and Presenting se 3. Preparation for the Colloque			30 hour	Hours (estimate) 45 5 40	and is estimated	as:		
4. GRADING										

4.1. Seminar paper grading	Valuation Eleme	nt		Poor		Satisfying		Above average	
	Organization		The paper is not organized in a logical order and its structure is lacking			The paper is well structured with a clear distinction between the introduction, the main part of the text and the conclusion.		nain The paper is well-structured with a clear distinction between the introduction, the main part of the text and the conclusions that are perfectly logically linked to one another	
	Terminology, writing style		Words and phrases are low harmonized with official terminology. Writing style is not appropriate, sentences are too long, modest vocabulary, and frequent and repeated grammatical mistakes.			Words and phrases are aligned with official terminology. The writing style is appropriate, the sentence structure is clear, the vocabulary is appropriate and has little grammatical errors.		tate, the meaning. The writing style is excellent, the sentences are clear and consistent the version of their meaning.	
	Quoting and refer	Quoting and referencing do not		do not match the topic and show a superficial		Sources are listed, but incomplete and with errors. The references are appropriate for the subject and show a satisfactory research attitude.		the and comprehensive and shows a robust research	
		Poor				Satisfying		Above average	
4.2. Colloquium / exam grading	apply basic term	f the subject. is, concepts a	without deeper Does not know ho nd knowledge, nor the subject with		new knowledge, u	terms, without difficulty tran nderstands subject matter, exp he notions that substantiat	e by ti	Knowledge is at the level of analysis, synthesis and evaluation. It observes legitimacy, accurately and thoroughly explains the content of the subject, and logically links and explains the terms and concepts that it encapsulates. Find solutions that are not originally given. There is a correlation with correlative subjects.	
	Active participation in the lessons		70-75% of attendance		76-86% of attendance		87-100% of attendance Created a Solved cas	p.	
			5 points		7 points		10 points 10 poi	oints	
	S	a .		2		3		4 5	
4.3. Creating a final grade according to	Seminar paper		5 points		nts	7 points		8 points 10 points	oints
evaluation elements	E			2		3		4 5	
	Essay		5 points			7 points		8 points 10 points	oints
			2			3		4 5	
	Oral exam		20 pc		nts	35 points		50 points 60 poi	oints
4.4. Creating a final grade according to absolute allocation		knowled competences	ge of adopted ge, skills and s (teaching + final exam)	N	umerous grade	ECTS grade			
		90	/		5 (excellent)	А			

	80 - 89,9%	4 (very good)	В
	65 – 79,9%	3 (good)	С
	50 - 64,9%	2 (sufficient)	D

5. ADDITIONAL INFORMATION ABOUT THE COURSE								
5.1. Compulsory literature (available in the library and through other media)	Title							
	1. Martinić, Ivan; Upravljanje zaštićenim područjima prirode. Sveučilište u Zagrebu, Zagreb, 2010							
	2. Zakon o zaštiti prirode (NN 80/13, 15/18, 14/19)		Available On-line					
	3. Strategija i akcijski plan zaštite prirode Republike Hrvatske za razdoblje od 2017. do 2025. godine (NN 72/17)		Available On-line					
5.2. Additional literature (at the moment of changes and/or amended of study programme)	 Dudley, N. (2008) Guidelines for Applying Protected Area Management Categories IUCN, Gland, Switzerland and Cambridge, UK. Eagles P. F. J., S. F. McCool, C. D. Haynes (2002) Sustainable Tourism in Protected Areas Guidelines for Planning and Management. EdAdrianPhillips. IUCN, Gland, Switzerland and Cambridge, UK. Smjernice za planiranje upravljanja zaštićenim područjima i/ili područjima ekološke mreže (2018) MZOE (http://www.haop.hr/sites/default/files/uploads/dokumenti/04_zasticena/smjernice/Smjernice_za_planiranje_upravljanja_MZOE_HAOP_2018.pdf) 		Available On-line					
5.3. Quality assurance methods that ensure the acquisition of knowledge, skills and competences	The control of students' work quality and the acquisition of necessary knowledge and skills will be ensured through interactive work. By keeping track of attendance and student active information on students' progress through short colloquiums and homework, information for further guidance to students will be provided in order to increase the efficiency of their w about their rights and obligations as well as the methods of work and the required literature. Indicators of quality assurance system: Student survey, monitoring of annual data from the Croatian employment service on the annual state of student employment, surveys from employment service on the annual state of student employment, surveys from employment service on the annual state of student employment, surveys from employment service on the annual state of student employment, surveys from employment service on the annual state of student employment, surveys from employment service on the annual state of student employment, surveys from employment service on the annual state of student employment, surveys from employment service on the annual state of student employment, surveys from employment service on the annual state of student employment, surveys from employment service on the annual state of student employment, surveys from employment service on the annual state of student employment services of	ork. Students w	ill be informed					
5.4. information on the course and contact with the teacher	It is obligatory for every student to regularly inform about the course, teaching and teaching activities. All information about teaching or any delay in teaching will be published on t and on the web pages of the University of Šibenik. Students can contact the teachers during the consultation term (at least one hour per week), while brief questions and explanations c It is possible to ask questions by e-mail (from the official e-mail address from the domain @vus.hr) that will be answered in a short time (no later than five working days from the rece	an be addressed						

1.1. Course title	Business German IV	1.8. Course code in ISVU	140759 201939			
1.2. Course lecturer	Goran Crnica, prof., Sen.Lec.	1.9. Course code in MOZVAG				
1.3. Assistants and/or associates	-	1.10. Forms of teaching (number of hours Lecturing +Practical exercises + Seminars + e learning)	(30+15+0+0)			
1.4. Study programme (specialist, undergraduate, graduate)	Professional Undergraduate study of Tourism management	1.11. Level of e-learning application (1st, 2nd, 3rd level), percentage of online course performance (max. 20%)	1st, course materials are on-line, %			
1.5. Course status (obligatory, optional)	Optional	1.12. Number of course revisions	2			
1.6. Year of study	2nd	1.13. Modernization	yes 🗆 no			
1.7. Credit score (ECTS)	3	1.14. Percentage estimate of course changes and/or supplements	Less than 20% More than 20 %			
2. COURSE DESCRIPTION			·			
2.1. Course objectives The aim of the course is to develop language structures, lexis and grammar from the business German language at elementary level. Special attention is given to perfecting the techniques of listening, reading, speaking and writing. Professional vocabulary should be mastered at an elementary level. The objectives also include the repetition and determination of basic tenses, the adoption of professional vocabulary related to the language of information technologies, as well as international and intercultural economic issues.						

2.2. Terms of course entry and required competences		year secondary education clatory.	ompleted; possessing a Leve	l 4.2 qualificati	on according to the CROQF. Knowledge	e of German at a minimum basic level (A1-A2) is de	sirable but not				
	LO 1 Croat	: To apply and link econom tian and foreign language	ic terms in more complex wi	ritten and oral c	ommunication in						
2.3. Learning outcomes on the		O 3: To individually and responsibly search relevant literature for reaching solutions and conclusions in Croatian and foreign languages									
study programme level	and p	LO 10: To develop team and interpersonal teamwork skills, master communication skills and presentation skills for assigned topics and tasks (case studies, projects, seminars) using advanced software tools for document creation, presentation and budget implementation									
2.4. Expected learning outcomes on the course level (4-10 learning outcomes)	1.	To define and explain busi		·			LO level: 1 - memory, 2 - understanding, 3 - application, 4 - analysis, 5 - evaluation, 5 - synthesis 1,2 2,3				
		 To explain and apply correctly grammatical structures and vocabulary in the field of Business German To create independently and present content in the field of Business German 									
		 To analyse medium-sized professional texts and solve language tasks 									
		5. To argue critically the views expressed and express your own views on the topic of Business German									
	6.	To use part of the Common	European Framework of Re	eference for Lar	nguages (CEF) level A2-B1 language cor	npetences to generate new ideas	6				
	Cons	Constructive alignment									
	r.br.	Thematic topic of the lecture	Thematic topic of the language exercises	LO of the course	Content / teaching method	Evaluation	Hours needed				
2.5. Course content according to detailed curriculum schedule	1	Das ist Kroatien	Artikelgebrauch und/oder Akkusativ	3,5,6	Students listen to the lectures. They work independently on the computer, inform themselves about the course content and eLearning documents. Students discuss the reasons for choosing their studies and explain what they expect from their future career.	In the oral part of the final exam, students introduce themselves or their colleagues. They express their opinion about their own linguistic progress and point out their shortcomings and strengths.	3				
	2.	Kroatische Nationalparks	Präpositionen mit Dativ	1,4,5,6	Students listen to the lecture and take an active part by asking questions and answering questions. In the lectures, students are encouraged to engage in dialogue and discussion, as well as to express opinions and points of view. The four language skills (listening,	At the colloquium or in the written part of the final exam, the pupils define and explain the mos important terms of the learning units. They solve language exercises that demonstrate an understanding of the meaning of key terms. In the oral part of the final exam, the students critically discuss their views on the unit topics and texts and use part of the general language skills at level A2-B1 of the Common European	3				

				speaking, reading and writing) are used extensively.	Framework of Reference for Languages by presenting their ideas and findings.	
3.	Zagreb, die Hauptstadt Kroatiens	Passiv	2,3,4,6	Students listen to a lecture on grammar and spelling. The students exchange their own experiences on a certain topic and practice language structures by formulating their own examples.	Students apply grammar structures and solve grammar and spelling problems at the colloquium or in the written part of the final exam. In the oral part of the final exam, students use everyday examples to explain how to use certain grammatical structures.	3
4.	Opatija, die Wiege des kroatischen Tourismus	Relativpronomen	1,4,5,6	Students listen to the lecture and take an active part by asking questions and answering questions. In the lectures, students are encouraged to engage in dialogue and discussion, as well as to express opinions and points of view. The four language skills (listening, speaking, reading and writing) are used extensively.	At the colloquium or in the written part of the final exam, the pupils define and explain the most important terms of the learning units. They solve language exercises that demonstrate an understanding of the meaning of key terms. In the oral part of the final exam, the students critically discuss their views on the unit topics and texts and use part of the general language skills at level A2 of the Common European Framework of Reference for Languages by presenting their ideas and findings.	3
5.	Dubrovnik	Temporalsätze	2,3,4,6	Students listen to a lecture on grammar and spelling. The students exchange their own experiences on a certain topic and practice language structures by formulating their own examples.	Students apply grammar structures and solve grammar and spelling problems at the colloquium or in the written part of the final exam. In the oral part of the final exam, students use everyday examples to explain how to use certain grammatical structures.	3
6.	Split	Komparativsätze	1,4,5,6	Students listen to the lecture and take an active part by asking questions and answering questions. In the lectures, students are encouraged to engage in dialogue and discussion, as well as to express opinions and points of view. The four language skills (listening, speaking, reading and writing) are used extensively.	At the colloquium or in the written part of the final exam, the pupils define and explain the most important terms of the learning units. They solve language exercises that demonstrate an understanding of the meaning of key terms. In the oral part of the final exam, the students critically discuss their views on the unit topics and texts and use part of the general language skills at level A2 of the Common European Framework of Reference for Languages by presenting their ideas and findings.	3
7.	Zadar	Kausalsätze	2,3,4,6	Students listen to a lecture on grammar and spelling. The students exchange their own experiences on a certain topic and practice language structures by formulating their own examples.	Students apply grammar structures and solve grammar and spelling problems at the colloquium or in the written part of the final exam. In the oral part of the final exam, students use everyday examples to explain how to use certain grammatical structures.	3
8.	Šibenik - Wiederholung	Vergleichssätze	2,3,4,6	Students listen to a lecture on grammar and spelling. The students exchange their own experiences on a certain topic and practice language	Students apply grammar structures and solve grammar and spelling problems at the colloquium or in the written part of the final exam.	3

1				stand strengthere for any 1 strength st	In the sector of the flow 1 of 1 of	
				structures by formulating their own examples.	In the oral part of the final exam, students use everyday examples to explain how to use certain	
				crampies.	grammatical structures.	
9.	Pula; Kolloquium 1	Infinitiv mit zu	1,2,4,5,6	The students listen to the lecture and prepare individually for the exam. Before the colloquium, students are asked to ask questions about content or grammar.	At the colloquium or in the written part of the final exam, the pupils define and explain the most important terms of the learning units. They solve language exercises that demonstrate an understanding of the meaning of key terms. In the oral part of the final exam, the students critically discuss their views on the unit topics and texts and use part of the general language skills at level A2-B1 of the Common European Framework of Reference for Languages by presenting their ideas and findings.	25
10.	Bestandteile des Geschäftsbriefs - Rundschreiben	Infinitiv ohne zu	2,3,4,6	Students listen to a lecture on grammar and spelling. The students exchange their own experiences on a certain topic and practice language structures by formulating their own examples.	Students apply grammar structures and solve grammar and spelling problems at the colloquium or in the written part of the final exam. In the oral part of the final exam, students use everyday examples to explain how to use certain grammatical structures.	3
11.	Anfrage	Wunschsätze	1,4,5,6	Students listen to the lecture and take an active part by asking questions and answering questions. In the lectures, students are encouraged to engage in dialogue and discussion, as well as to express opinions and points of view. The four language skills (listening, speaking, reading and writing) are used extensively.	At the colloquium or in the written part of the final exam, the pupils define and explain the most important terms of the learning units. They solve language exercises that demonstrate an understanding of the meaning of key terms. In the oral part of the final exam, the students critically discuss their views on the unit topics and texts and use part of the general language skills at level A2-B1 of the Common European Framework of Reference for Languages by presenting their ideas and findings.	3
12.	Anfrage/Angebot	Temporalsätze	2,3,4,6	Students listen to a lecture on grammar and spelling. The students exchange their own experiences on a certain topic and practice language structures by formulating their own examples.	Students apply grammar structures and solve grammar and spelling problems at the colloquium or in the written part of the final exam. In the oral part of the final exam, students use everyday examples to explain how to use certain grammatical structures.	3
13.	Reservierung; Allotment	Relativsätze	1,4,5,6	Students listen to the lecture and take an active part by asking questions and answering questions. In the lectures, students are encouraged to engage in dialogue and discussion, as well as to express opinions and points of view. The four language skills (listening, speaking, reading and writing) are used extensively.	At the colloquium or in the written part of the final exam, the pupils define and explain the most important terms of the learning units. They solve language exercises that demonstrate an understanding of the meaning of key terms. In the oral part of the final exam, the students critically discuss their views on the unit topics and texts and use part of the general language skills at level A2-B1 of the Common European	3

F					presenting	heir ideas and findings.		
	Abrechnung 14.	Dass-Sätze	2,3,4,6	Students listen to a lecture or grammar and spelling. The s exchange their own experien certain topic and practice lar structures by formulating the examples.	tudents grammar ar ces on a or in the wr guage In the oral j ir own everyday ez grammatica	ply grammar structures and solve d spelling problems at the colloquiu itten part of the final exam. aart of the final exam, students use camples to explain how to use certai l structures.	3	
	 Sprachen in der EU Kolloquium 2 	Konditionalsätze	1,2,4,5,6	The students listen to the lec prepare individually for the of Before the colloquium, stude asked to ask questions about or grammar.	exam. extra are content grammar ar or in the wr In the oral j everyday ex	ply grammar structures and solve ad spelling problems at the colloquiu itten part of the final exam. part of the final exam, students use camples to explain how to use certain al structures.	26	
3. EVALUATION OF STUDEN	TWORK							
3.1. Student obligations	to attend classes and teach at least The student's acquired knowledge in teaching and their presentation he/she is exempted from the writte Student achievements: • Students with 0 - 24.99 • Students with 25 - 49.9 period;	50%; they are also required t is tested during the course co of homework. Of particular in en part of the final exam and i % of ECTS credits - are grade 0% of ECTS credits - are grade an 50% of ECTS credits - stuc n two ways: n oral exam during the regular	to write homew ontent. Students importance for t is obliged to tal- ed with an F (ur led FX (insuffic dents have the r r or extraordina	ork. Students are required to b are evaluated during the teach he final grade are the two writt to the oral final exam. (successful) and cannot earn Ev cient) and must pass the written ight to take the final exam. ry exam;	ring writing materials (ing process, with partic en tests that the student CTS credits and must re a exam (test). The writte	d attendance is at least 70%. Part-tir paper and pen/ballpoint pen) to the e ular attention being paid to the stude takes during the semester. If the stu -enrol the course in the next academ en exam can be held in a regular or e	xercises. nt's active participation dent passes both exams, ic year;	
3.2. Monitoring student work	Attendance	0,5	Writte	n exam 1 (w	vithout colloquia)	Project		
(anton the share of ECTS	Experimental work		Resea	rch		Practical work		
activity so that the total	Essay		Repor	t		Continuous evaluation		
corresponds to the credit score	Colloquium	1 (without written exam)	Semin	ar paper		(Homework for part-time students)	0,5	
of the course)	Active participation	0,5	Oral e	xam 1		(Other)		
3.3. Student workload	The workload of students on all bases is 1 ECTS credit point (30 semester ho Obligation 1. Attending classes and language exercises				ours) and is estimated as: Hours (estimated) 45 45			

4. GRADING SYSTEM										
4.1. Grading seminar papers	-									
		Unsatisfa	ctory			Satisfactory		Above average		
4.2. Grading colloquia/ written and oral exam	of the subject. Doe	es not know ho vledge, nor is a	hout deeper unders w to apply basic te ble to support the c	rms, new	v knowledge, und	uces the basic concepts and without difficulty imparts owledge, understands the material, explains the terms neepts supported with examples.			the level of analysis, synthesis and erves the principles, accurately and ains the content of the material, and ets and explains the terms and concepts examples. Finds solutions that were not . Notes correlations with related material.	
	Active participation	of lectures	70-74,9% of attendance		75	5-79,9% of attendance	80-89,9% of attendance		90-100% of attendance	
	and language exerci	ses	2]	2 points		5 points		10 points	20 points	
				2		3		4	5	
4.3. Final grade according to evaluation elements	Colloquia/Written e	Colloquia/Written exam		-64,9%	65-79,9%			80-89,9%	90-100%	
				points		30 points	35 points		40 points	
				2		3		5	5	
	Oral exam		25	points		30 points		35 points	40 points	
4.4. Final grade according to	knowledg competences (ge of acquired ge, skills and s (teaching + final exam)	lls and Numerical gr		ECTS grade			<u>.</u>	
absolute division		90	- 100%	· · · · ·	(cellent)	А				
			- 89,9%		ry good)	B				
			- 79,9% - 64,9%		good) (sfactory)	C D				

5. ADDITIONAL COURSE	INFORMATION		
5.1. Compulsory literature (available in the library and via other media)	Title	Number of copies in the library	Availability via other media
	1. Blažević, N. (1998). Deutsch in Hotellerie und Tourismus. Zagreb: Školska knjiga.		

5.2. Additional literature (at the moment of changes and/or amended of study programme)	 www.goethe.de – a well-known website about the German language learngerman.dw.com – a well-known website that, in addition to news in 30 different languages, also offers content for learning German www.croatia.hr – the official website of the Croatian National Tourist Board 	Availability via Intranet system of Šibenik University of Applied Sciences
5.3. Quality assurance methods that ensure the acquisition of knowledge, skills and competences	The control of student work quality and the acquisition of necessary knowledge and skills will be ensured through interactive work. By keep classes and provided information on student progress through short colloquiums and homework, information for further guidance to students work. Students will be informed about their rights and obligations as well as the methods of work and the required literature. Indicators of quality assurance system: Student survey, monitoring of annual data from the Croatian employment service on the annual state of Alumni association.	will be provided to increase the efficiency of their
5.4. Informing about the course and contacting the teacher	It is the responsibility of each student to be regularly informed about the course, the coursework, and classroom activities. All notices of classes on the Intranet site of the course and the website of the Šibenik University. Students can contact teachers during the consultation period (at leas explanations they can be contacted during class. It is also possible to ask questions by e-mail (from the official e-mail address at @vus.hr), which five working days after receiving the e-mail).	st one hour per week), while for short questions and

1. GENERAL INFORMATION			
1.1. Course lecturer	Ivana Bratić, prof., Sen.Lec.	1.8. Course code in ISVU	140760
1.2. Course title	Business Italian 4	1.9. Course code in MOZVAG	
1.3. Assistants and/or associates		1.10. Forms of teaching (number of hours Lecturing +Practical exercises + Seminars + e learning)	(30+15+0+0)
1.4. Study programme (specialist, undergraduate, graduate)	Professional Undergraduate Study of Tourism Management	1.11. Level of e- learning application (1 st , 2 nd , 3 rd level), percentage of on-line course performance (max. 20%)	1 st , course materials are on-line, 0%
1.5. Course status (obligatory, optional)	Obligatory	1.12. Number of course revisions	2
1.6. Year of study	2 nd	f. Modernization	Yes
1.7. Credit score (ECTS)	3	1.14. Percentage estimate of course changes and/or supplements	Less than 20%X□More than 20 %□
2. COURSE DESCRIPTION			
2.1. Course objectives	and tourism management, and to imp	Italian 4 is to upgrade the acquired language structures with new synt prove oral and written communication in Italian. Students are introdu- on skills that will facilitate the acquisition Italian language.	ax and vocabulary from the world of business uced to Italian customs and culture through a
2.2. Terms of course entry and required competences	Four-year secondary education comp level.	leted; Possession of a Level 4.2 qualification according to the CRO	QF. Proficiency in Italian at minimum B1
2.3. Learning outcomes on the study programme level	LO2: To organize and lead teamwork LO3: To independently and responsil LO6: To analyse and relate basic con LO10: To develop teamwork and inte	rms in more complex written and oral communication in Croatian and c, and critically evaluate the opinions and attitudes of team stakehold bly search the relevant literature for decision-making and conclusion cepts and apply content related to economics, management, account erpersonal skills, master communication and case study skills (case s ion, presentation and budget implementation.	ders. n in Croatian and foreign languages. ting and finance.

	Lear	rning outcomes according to the Blo	om`s taxon	omy: (up to two verbs per LO)			mbering, rstanding, ication, sis, ation,			
	1. To	o explain and apply complex verb stru		0 Synth	2,3					
	2. To	o paraphrase and apply new vocabula			2,3					
2.4. Expected learning outcomes on the course level	3. To	o translate and interpret in Italian text		2,3						
	4. To	o compose and demonstrate a presenta			6,3					
	5. To	o prepare and compose an essay in Ita		6						
	6. To	6. To select and evaluate one of the topics within the course								
	7. To	7. To explain and translate specific business text								
	8. To	8. To organize and implement teamwork								
	Constructive alignment									
	no	Thematic unit	LO of the course	Content/teaching methods	Evaluation		Time			
2.5. Course content according to	227.	Introduction into the course and detailed plan.	-	Listen to lectures. Work independently on computer, get to know course content and eLearning documents.	-		2 h			
detailed curriculum schedule	Le presentazioni negli incontri di lavoro228.La cultura italiana (esercizi di ascolto e comprensione)			Students process the text in Italian. They participate in listening and understanding exercises. They solve tasks. On the colloquium or in written and oral students know how they will access the fi introduction as part of the Italian busines environment. Students will be able to formally introdu themselves and start conversations throu activities such as roleplay.			4 h			
	229.	Come rapportarsi nell'ambito lavorativo	2,3,5,6,7,8	Students listen to a lecture.	In the colloquium or in the written and o students are know-how to set themselves		4 h			

			Participate in practical exercises. They participate in the discussion.	business environment in terms of communicating in Italian through a series of situations that they improvise during their lectures.	
230.	Appuntamenti d'affari Come iniziare e finire un contatto telefonico	2,3,5,6,7,8	Students participate in an listening and understanding exercise. They participate in discussion and in group work.	At the colloquium or in the written and oral exam students can speak in Italian; they know which terms to use, how to organize a conversation, and how to build a positive relationship.	4 h
231.	Impiegato di agenzia di viaggi Come presentare una destinazione turistica	2,3,5,6,7,8	Students deal with the new text. Participate in hands-on exercises, listen to audio-visual material, test comprehension.	At the colloquium or the written and oral exam students can present one tourist destination of their choice in Italian, taking into account the use of the correct vocabulary and sentence structures.	4 h
232.	Il passato remoto	1,2,3,7	Students listen to a lecture. They complete grammatical tasks.	At the colloquium or in the written and oral exam students know how to put verbs in grammatical tense "passato remoto#. They know how to recognize it in text and use it correctly in sentences.	4 h
233.	Il congiuntivo presente (La forma e uso)	1,2,3,7	Students listen to a lecture. They complete grammatical tasks.	At the colloquium or in the written and oral exam, students know how to use "il congiuntivo presente" in sentences in written and oral form. They know how to recognize it in text and use it correctly in sentences.	6 h
234.	Revisione I	1,2,3,4,5,6, 7	Students solve grammar tasks and tasks related to comprehension, translation and paraphrasing.	The student is required to be proficient in the written test in terms of the correct use of the learned grammatical structures and new vocabulary and expressions.	4 h
235.	Il congiuntivo passato Gli esercizi con il congiuntivo passato e il congiuntivo presente	1,2,3,7	Students listen to a lecture. They complete grammatical tasks.	At the colloquium, or in the written and oral examination, students can form and use a conjunctive sentence. They can distinguish between the use of "congiuntivo passato" and "congiuntivo presente".	4 h
236.	Il congiuntivo imprefetto Gli esercizi con il congiuntivo: presente, passato e il congiuntivo imprefetto	1,2,3,7	Students listen to a lecture. They complete grammatical tasks.	At the colloquium or in the written and oral exam students know how to use the verbs in the conjunctive of the imperfect. They know the basic uses of "congiuntivo imperfetto".	10 h
237.	Prenotazioni Come prenotare un viaggio turistico o chiedere le informazioni su un soggiorno all'estero	2,3,5,6,7,8	Students listen to a lecture. They write and discuss.	At the colloquium, or in the written and oral exam, students know how to form a query related to a three-way trip. They know how to use specialized vocabulary and sentence structure.	4 h

		one del prodotto truistico scolto e la scrittura	2,3,5,6,7,8	They do vocab	he text in Italian. ulary exercises, listen material; as well as in ssion.	At the colloquium or in the written a students can write an essay on how t tourist product, they know how to exopinions and observations.	to present a	10 h
	^{239.} Le presenta	zioni I	1,2,4,8	Students do the Point	e presentation in Power	At the colloquium or in the written a students can describe one Croatian to destination.		4 h
	240. Le presen	azioni II	1,2,4,8	Students do the Point	e presentation in Power	At the colloquium or in the written a students can describe one Croatian to destination.		4 h
	241. Revisione	I		Students solve grammar tasks and tasks related to comprehension, translation and paraphrasing.		Students know how to complete gran assignments in writing related to gra processed during the course. With re vocabulary exercises, they can use n and phrases in the text.	ummar units egard to	16 h
3. EVALUATION OF STUDENTS	WORK							
3.1. Students` obligations	 In accordance with the Regulations on Studying and the Regulations on Student Assessment and Evaluation: for all full-time students' attendance of at least 70%. Part-time students are required to attend classes at least 50%. All students are required to carry calculator and formulae list. Students who have during the course achieved: from 0 - 24,9% ECTS credits- are rated F (unsuccessful) and cannot obtain ECTS credits, and must re-enrol in the next academic year; from 25 - 49,9% - are assessed by FX (insufficient) and must pass the written exam (test). Written exam (test) can be held in a regular or extraordinary exam period; more than 50% - students have the right to take the final exam. Students can take the final exam from the course in two ways: a) during the course of teaching through continuous monitoring of students (active participation in classes and through three colloquia); b) by passing the exam (written and oral part of the exam). 							
	Attendance	0,5	Written exa	m	1 (without colloquia) Project		
3.2. Monitoring student work (enter the share of ECTS credits for each	Experimental work		Research			Practical work		
activity so that the total number of ECTS points corresponds to the	Essay		Report			Continuous examination		
credit score of the course)	Colloquium	2 (without written exam)	Seminar pap	per		Other		

	Class activity	0,5		Oral ex	am	1 (without	colloquia)	Other			
3.3. Student workload	Student workload or 12. Attending of 13. Preparing of	classes and e	exercises 45	5 hours	nours in a semes al work 45 hou		mated as:	•			
4. GRADING SYSTEM											
4.1. Grading seminar papers											
	Unsat	tisfactory			Satisfactory			Ab	ove average		
4.2. Grading colloquia/ written and oral exam	know how to apply basic terms, concepts and knowledge per is she to support the			Reproduces the basic concepts and without difficulty imparts new knowledge, understands the material, explains the terms and concepts supported with examples.			Knowledge is at the level of analysis, synthesis and evaluation Observes the principles, accurately and thoroughly explains the content of the material, and logically connects and explains the terms and concepts supported with examples. Finds solutions were not originally given. Notes correlations with related material.			horoughly explains the nects and explains the ples. Finds solutions that	:
	A		0-74,9% of a	ttendance	75-79,9% of a	ttendance	80-89,9% of	attendance	90-	100% of attendance	
	Active course attend	ance	2 points		5 point	ts	10 pc	oints		20 points	
			2		3		4			5	
4.3. Final grade according to evaluation elements	Colloquia/ Written e	exam	50-64,9	0% 65-79,9%		%	80-89,9%			90-100%	
			25 poir	nts	30 points		35 points			40 points	
	Oral exam		2		3		5			5	
			25 poir	nts	30 poir	its	35 pc	oints		40 points	
4.3. Final grade according to	сог	Percentage of a knowledge, ski mpetences (teacl exam)	kills and ching + final	Numerical grade		ECTS ;	grade				
absolute division		90 - 100 80 - 89.9	0.1.0		ery good)	AB					
		65 - 79,9	9%	3 (good)		С					
		50 - 64,9	9%	2 (sat	isfactory)	D					
5. ADDITIONAL COURSE INFO	RMATION										

	Title	Number of copies in the library	Availability via other media			
5.1. Compulsory literature (available in the library and via other media)	 L'ITALIANO IN AZIENDA, Giovanna Pelizza, Marco Mezzadri; GUERRA EDIZIONI, 2003 	1	Learning material available on Intranet system of Šibenik University of Applied Sciences			
5.2. Additional literature (at the moment of changes and/or amended of study programme)	1. L'Italiano per gli affari, Bonacci Editore, 2000 2. Dizionario italiano- croato, M. Deanović, J. Jernej, Školska knjiga Zagreb	1	Available on-line			
5.3. Quality assurance methods that ensure the acquisition of knowledge, skills and competences	The control of students' work quality and the acquisition of necessary knowledge and skills will be ensured through interactive work. By keeping track of attendance and student activity during classes and provided information on students` progress through short colloquiums and homework, information for further guidance to students will be provided in order to increase the efficiency of their work. Students will be informed about their rights and obligations as well as the methods of work and the required literature. Indicators of quality assurance system: Student survey, monitoring of annual data from the Croatian employment service on the annual state of student apployment.					
5.4. Informing about the course and contacting the teacher	employment, surveys from employers and Alumni association. It is the responsibility of each student to be regularly informed about the course, the coursework, and the classroom activities. All notices of classes or possible adjournment will be published in a timely manner on the Intranet site of the course and on the website of the Šibenik University. Students can contact teachers during the consultation period (at least one hour per week), while for short questions and explanations they can be contacted during class. It is also possible to ask questions by e-mail (from the official e-mail address at @ vus.hr), which will be answered as soon as possible (no later than five working days after receiving the e-mail).					

V.SEMESTAR

1. GENERAL INFORMATION AB	1. GENERAL INFORMATION ABOUT THE SUBJECT							
1.1. Title	Human Resources Management	1.8. ISVU course code	187576					
1.2. Lecturer	Dino Slavica, mag.oec., lecturer	1.9. MOZVAG course code						
1.3. Assistants and/or associates	None	1.10. Forms of teaching (number of hours Lecturing +Practical exercises + Seminars + e learning)	(30+0+30+0)					
1.4. Study programme (specialist, undergraduate, graduate)	Professional Undergraduate Study of Tourism Management	1.11. Level of e- learning application (1 st , 2 nd , 3 rd level), percentage of on line course performance (max. 20%)	1 st – materials available On-line, 20%					
1.5. Course status (obligatory, optional)	Obligatory	1.12. Number of course revisions	1.					
1.6. Study year	3 th	1.13. Modernization	yes 🗆 no					
1.7. Credit score (ECTS)	6	1.14. Percentage estimate of course changes and/or supplements	Less than 20% More than 20 %					

2. COURSE DESCRIPTION	
2.1. Course objectives	The objective is, that students based on the acquired theoretical knowledge and case studies: Understand the role of Human Resources Management in business organizations.

	 Know and master the knowledge of human resource planning. Know and master the knowledge of the employee appraisals models. Know and master the knowledge of methods and techniques of professional selection. Know and master the knowledge of motivation and employee rewarding. Apply learned methods and techniques on real or hypothetical examples. 	
2.2. Terms of course entry and required competences	None	
2.3. Learning outcomes on the study programme level	 LO 1. To apply and connect economic terms in more complex written and oral communication in Croatian and foreign languages LO2. To independently and responsibly search relevant literature to reach solutions and conclusions LO3: To independently and responsibly search the relevant literature for reaching solutions and conclusions in Croatian and foreign languages LO6. To apply basic legal and economic principles in organization and management 	
	Learning outcomes towards Bloom's taxonomy: (up to two verbs per LO)	LO Level: 67. Recapture, 68. Understanding, 69. Application, 70. Analysis, 71. Evaluation, 72. Synthesis
2.4. Expected learning outcomes on the course level	It is expected that students, upon the completion of the course and preparing the seminar paper, will be able to: 1.understand the basic factors of human resource management	1,2
	2. create methods of evaluating human resources	2.3.5
	 3. evaluate specific human process management processes 4. to analyze the selection and employment procedures of human resources 	4.5.

2.5. Course content according to	No:	Thematic ensemble / Lecture Topic	Course LO	Content / Teaching Method	Evaluation	Time needed
detailed curriculum schedule	242.	Introductory lesson.		Listen to the lecture. Get basic information about the course and their tasks on it.	-	4 hours

	HRM development.	1, 6,	They listen to a lecture and read literature.	At the colloquium and written or oral exam, they define basic HRM concepts. They describe the development of different HRM approaches and philosophies in business organizations. They understand contemporary trends that influence HRM.	6 hours
243.	Principles of HRM.	1, 6,	They listen to a lecture, individually or in teamwork on case studies and show the level of previously acquired knowledge, followed by a discussion, and read literature.	At the colloquium and written or oral exam, they define basic HRM concepts. They are able to differentiate and explain specific features of human resources. They define HRM in broad and narrow meaning, and differentiate hard and soft HRM.	8 hours
244.	HRM basic factors.	1, 6,	They listen to a lecture, present a seminar paper, followed by a discussion, and read literature.	At the colloquium and written or oral exam, they identify elements from external and internal environment that influence HRM.	8 hours
245.	Strategic HRM.	1, 2,3,4,5, 6,	They listen to a lecture, present a seminar paper, followed by a discussion, and read literature.	At the colloquium and written or oral exam, they explain SHRM. They understand the importance of efficient HRM for organizational goal achieving. They recognize basic strategic approaches and connect them with the adequate HRM activities. They understand HR portfolio matrix.	14 hours
246.	Job Analysis.	1, , 5, 6,	They listen to a lecture, present a seminar paper, followed by a discussion, and read literature.	At the colloquium and written or oral exam, they explain job analysis, job design and re-design. They differentiate basic approaches to job design and advantages and disadvantages of job analysis techniques.	12 hours
247.	Employee recruiting.	1, , 3, , 5, 6,	They listen to a lecture, present a seminar paper, followed by a discussion, and read literature.	At the colloquium and written or oral exam, they understand and explain employee planning and recruiting. They understand advantages and disadvantages of various sources of recruiting.	14 hours
248.	Methods and techniques of professional selection.	1, 2,3, 4, 5, 6,	They listen to a lecture, present a seminar paper, followed by a discussion, and read literature.	At the colloquium and written or oral exam, they explain selection procedure. Critically judge different selection procedures. They differentiate elements of selection procedure.	14 hours
249.	Employee performance.	1, 4, 5, 6,	They listen to a lecture, present a seminar paper, followed by a discussion, and read literature.	At the colloquium and written or oral exam, they define employee work performance. They are able to connect earlier acquired knowledge of job analysis with the methods of employee performance appraisal. They can identify common mistakes of performance appraisal.	14 hours
250.	Work motivation.	1, 2, 3, 4, 5, 6,	They listen to a lecture, present a seminar paper, followed by a discussion, and read literature.	At the colloquium and written or oral exam, they list and explain basic motivational theories. They differentiate individual characteristic, job characteristics and organizational characteristics as the motivational factors.	10 hours
251.	Strategic understanding of HRM	1, 2, 3, 4, 5, 6,	They listen to a lecture, present a seminar paper, followed by a discussion, and read literature	At the colloquium and written or oral exam, they define and describe material and immaterial motivational strategies.	10 hours

	252.	Career development ar	d management.	1, 2, 3, 4, 5 6,	5, They listen to a lectur seminar paper, follow discussion, and read 1	red by a	define and des describe traini characteristics	ium and written or oral exam, they cribe training and education. They ng process. They understand basic of learning process. Critically ent training methods.	12 hours
	253.	253. Training and Development of manager.		1,2,3,4,5,6	They listen to a lectur seminar paper, follow discussion, and read l	red by a	At the colloquium and written or oral exam, they define and describe career, development and succession planning. They understand the career development process.		12 hours
	254.	Best employee selection	on – first part	1,2,3,4,5,6	They listen to a lectur seminar paper, follow discussion, and read l	red by a	define and des training and de		12 hours
	255.	255. Best employee selection – second part 2,3, They I semina		They listen to a lectur seminar paper, follow discussion, and read l	red by a	At the colloquium and written or oral exam, they esent a apply earlier acquired knowledge in real or y a hypothetical situations. They use all the		12 hours	
	256.	Concluding remarks, s the course, II. Colloqui	At the colloquium apply earlier acqu hypothetical situation		ium and written or oral exam, they cquired knowledge in real or tuations. They use all the ccessary for proper selection of the	20 hours			
3. EVALUATION OF STUDEN	T WO	RK							
3.1. Students` obligations	least 5 Semin	0% of lectures. All stude	nts must create, present ar l precondition to approach	nd positively	colloquy seminar paper.			endance. Part-time students have th colloquia. If student approach the fi	
3.2. Monitoring student work	Attend	lance	2	Wr	Written exam		oquiums)	Project	
(enter the share of ECTS credits	Experi	mental work		Re	search			Practical work	
for each activity so that the total number of ECTS points	Essay				port			Continuous examination	
corresponds to the credit score of the course)	Colloquium 3.5 (without the written a oral exams)		and Sei	minar paper	0.5		Other (inscribe)		
	Class activities		Ora	al exam	0.5 (without co	olloquiums)	Other (inscribe)		
3.3. Student workload	The s		n all basis's amounts	s to 1 ECT	S point for 30 hours o			estimated as:	
s.s. budont workloud		Commitment16.Attending classes				Hours (estimate) 45			
		17. Creating and Prese	enting seminar paper			10			

	18. Preparation for th	e Colloquium / exam through sel	lf-study	65					
4. GRADING									
	Valuation Element	Poor		Satis	fying			Above average	
4.1. Seminar paper grading	Organization	The paper is not organize order and its structure is		The paper is well structured with a clear distinction between the introduction, the main part of the text and the conclusion.			The paper is well-structured with a clear distinction between the introduction, the main part of the text and the conclusions that are perfectly logically linked to one another		
	Terminology, writing style	Words and phrases are lo with official terminology not appropriate, sentence modest vocabulary, and repeated grammatical mi	7. Writing style is are too long, frequent and	Words and phrases are aligned with official terminology. The writing style is appropriate, the sentence structure is clear, the vocabulary is appropriate and has little grammatical errors.		Words and phrases are aligned with official terminology and show an understanding of their meaning. The writing style is excellent, the sentences are clear and concise, the vocabulary is rich and there are no grammatical errors.			
	Quoting and referencing	Sources are not specified references do not match a superficial approach to	the topic and show	Sources are listed, but incomplete and with errors. The references are appropriate for the subject and show a satisfactory research attitude.		ate for research	Sources are accurate, complete and consistent. The references are appropriate, their list is "rich" and comprehensive and shows a robust research approach.		
	Р	oor		Satisfying			Above average		
4.2. Colloquium / exam grading	Student answers by memo understanding of the subj apply basic terms, concep able to support the conten examples.	ect. Does not know how to ts and knowledge, nor is	Reproduces basic terms, without difficulty transfers new knowledge, understands subject matter, explains the terms and the notions that substantiate by examples.			evaluatio thorough logically that it end originally	wledge is at the level of analysis, synthesis and ation. It observes legitimacy, accurately and ughly explains the content of the subject, and ally links and explains the terms and concepts t encapsulates. Find solutions that are not nally given. There is a correlation with lative subjects.		
	Active participation in the	less than 70% of attendar	nce 70-7	5% of attendance	76-85% of atter		dance	86-100% of attendance	
	lessons	0 points		5 points	7 points			10 points	
4.3. Creating a final grade	Seminer and a	2		3	4			5	
according to evaluation	Seminar paper	15 points		22 points	27 points			30 points	
elements		2		3	4			5	
	Colloquium / written exam	50-64%		65-77%	78-89%			90-100%	
		25 points		30 points		35 points		40 points	

	Oral array	2			3	5			5
	Oral exam	10 point	s	1	15 points		ts		20 points
4.4. Creating a final grade	kno	centage of adopted owledge, skills and tences (teaching + final exam)Numerous $90 - 100\%$ 5 (excell 80 - 89,9% $80 - 89,9\%$ 4 (very g 3 (good		is grade	ECTS grade				
according to absolute allocation				good) od)	A B C				
5. ADDITIONAL INFORMATION ABOUT THE COURSE D									
5.1. Compulsory literature (available in the library and		Title					Number of co libra	-	Availability via other media
through other media)5.2. Additional literature (at the moment of changes and/or amended of study programme)	 Bahtijarević-Šiber, F. (1999). Management ljudskih potencijala. Golden marketing. Zagreb Marušić, S. (2006). Upravljanje ljudskim potencijalima. IV. izmijenjeno i dopunjeno izdanje. Adeco, Zagreb Noe, R. A; Hollenbeck, J. R.; Gerhart, B; Wright, P. M. (2006), Menadžment ljudskih potencijala, Mate, Zagreb Beardwell, J., Thompson, A. (2014). Human Resource Management: A Contemporary Approach, Pearson Education Limited 								
5.3. Quality assurance methods that ensure the acquisition of knowledge, skills and competences	uisition of classes and provided information on students` progress through short colloquiums and homework, information for further guidance to students will be provided in order to increase the efficiency of their work. Students will be informed about their rights and obligations as well as the methods of work and the required literature								
5.4. Informing about the course and contacting the teacher	It is the responsibility of each student to be regularly informed about the course, the coursework, and the classroom activities. All notices of classes or possible adjournment will be published in a timely manner on the Intranet site of the course and on the website of the Šibenik University. Students can contact teachers during the consultation period (at least one hour per week), while for short questions and explanations they can be contacted during class. It is also possible to ask questions by e-mail (from the official e-mail address at @ vus.hr), which will be answered as soon as possible (no later than five working days after receiving the e-mail).								

1. GENERAL I	INFORMATION ABOUT THE SUBJECT		
1.1. Title	Hotel Organization and Reception Operations	1.8. ISVU course code	214439 214441
1.2. Lecturer	Jasmina Sladoljev, univ.spec. oec., Sen. Lec.	1.9. MOZVAG course code	B65b65-I
1.3. Assistants and/or associates	None	1.10. Forms of teaching (number of hours Lecturing +Practical exercises + Seminars + e learning)	(30 + 30 + 0)
1.4. Study programme (specialist, undergraduate, graduate)	Professional Undergraduate study of Tourism Management	1.11. Level of e- learning application (1 st , 2 nd , 3 rd level), percentage of online course performance (max. 20%)	Level 1 - Materials Available Online, 0%
1.5. Course status (obligatory, optional)	Obligatory	1.12. Number of course revisions	2.
1.6. Study year	3 rd	1.13. Modernization	□□yes □no
1.7. Credit score (ECTS)	6	1.14. Percentage estimate of course changes and/or supplements	Less than 20% More than 20% □

2. COURSE D	ESCRIPTION
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2.1. Course objectives	After completing the course, students will know how to classify a hotel, standards in a hotel by department, type of hotel with regard to ownership, how to set up an organizational structure, will know how to describe the main business processes of different departments in a hotel, will know how to form the price of a hotel service, make a calculation, make offer for a travel agency, conduct correspondence with a guest in foreign and Croatian language through software solutions, know how to act when a guest arrives at a hotel, calculate revenue based on forecasts, estimate the number of employees required given the complexity of the process on a daily basis at the hotel (kitchen department and households)
2.2. Terms of course entry and required competences	Having passed the exams with the second year of study
2.3.	1. To apply and link economic terms in complex written and oral communication in Croatian and foreign languages
Learning outcomes on	2. To organize and lead teamwork, and critically evaluate the opinions and attitudes of team stakeholders
the study	3. To independently and responsibly search the relevant literature for decision making and conclusion in Croatian and foreign language
programme	4. To collect, budget and graph economy and business statistics using advanced software tools and comment and analyse them
level	5. To use planning, organizing, leading, and controlling methods using case studies and analysing the problem
	6. To analyse and integrate core concepts and apply content related to economics, management, accounting and finance
	7. To develop team and interpersonal teamwork skills, master communication and case presentation skills (case studies, projects, seminars) using advanced software tools for document creation, presentation, and budget implementation
	8. To link basic concepts and apply content related to the field of law for drafting legal acts (contracts, regulations) related to the company or organization
	9. To use software packages to manage business departments, processes, and organizations
	10. To design and economically evaluate entrepreneurial ideas, events, projects, products, and services in the team and present the same
	11. To analyse the new roles of organizations, systems, processes, products and services and quality standards in the company and propose the valorisation of new trends in enterprises and organizations
	12. To analyse supply and resources (in organization, company, tourism, tourist destination) respecting the changing environment using key business indicators at global, national, regional and local levels, and develop development strategies to achieve competitiveness

2.4. Expected learning outcomes on the course level	Learning outcomes towards Bloom's taxono (up to two verbs per LO) 1. To explain and critically evaluate the 2. To develop a project plan for a hotel 3. To analyse hotel environment on a conservices the hotel 4. To draw up contracts between a trave provider 5. To make an offer for a travel agency	LO Level: 1. Recapture, 2. Understanding, 3. Application, 4. Analysis, 5. Evaluation, 6. Synthesis 2,5 4,6 6 3 3				
2.5. Course	Constructive alignment Thematic unit Introductory lecture, introduction to the course and student obligations	IU course	Content / teaching method They listen to a lecture. In the course of the seminar, they are introduced to the course content and documents on the e- learning page of the course by working independently on a computer.	Valuatio	on	It takes time 6 hours
content according to detailed curriculum schedule	Catering, hospitality, hotel development Hotel industry - concept and characteristics;	1, 4	They listen to a lecture, solve case studies. They analyse objects from a group of hotels	and oral explain t occur in need to s	blloquium or the written exam they define and the basic concepts that this whole; then they show and analyse the a concrete example	6 hours
	Rulebook on the classification and categorization of catering establishments; Catering standards, classification and classification of hotel and restaurant establishments; Types of services and processes at the hotel	1, 4; 8, 12	Listening to a lecture, solving case studies, Creating a type of hotel service for various facilities in a group of hotels Browse and analyse forms for categorizing objects from a group of hotels	and oral explain t in this th should p same on	blloquium or the written exam they define and the concepts that occur lematic unit, then they resent and analyse the a concrete example, y judge based on the	8 hours

				presented problem and propose a solution to the same problem.	
management	n hotel management, t, hotel otel types and organizational	1, 2, 4, 8	Listening to a lecture, solving case studies, defining services for a hotel business; Defining the number of rooms, type of age	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit, then they should present and analyse the same on a concrete example, critically judge based on the presented problem and propose a solution to the same problem.	8 hours
Quality in he policy; forec	otel industry; Hotel pricing casting	1, 2, 3, 6, 7, 8, 10, 12	Listening to a lecture, solving case studies, Pricing Hotel Services - a project	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit, then they should present and analyse the same on a concrete example, critically judge based on the presented problem and propose a solution to the same problem.	8 hours
	organization of hotel business work, jobs, hotel staff)	1,2, 3, 5, 6,7, 10, 12	They listen to a lecture, solve case studies; Creating organizational structure for the project; Call for proposals by type of business; Making a job application in a foreign language	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit, then they should present and analyse the same on a concrete example, critically judge based on the presented problem and propose a solution to the same problem.	8 hours
(reception fu services, rec	nd accommodation of guests inctions and staff, sale of hotel eeption, accommodation and ctioning of the reception desk)	1,2, 4, 5, 6, 710, 11, 12	They listen to a lecture, solve case studies. They create a tourist arrangement in teams	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit, then they should present and analyse the same on a concrete example, critically judge based on the	10 hours

				presented problem and propose a solution to the same problem.	
-	Mode of operation of the food and beverage department (catering kitchen and its function, organization of space, equipment and inventory, work organization, kitchen administration, standards in the hospitality industry)	1, 2, 5, 7,9, 10, 11, 12	Listening to lectures, solving case studies, designing organizational structures by departments in a hotel; Calculation of required number of workers according to workload and hotel needs	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit, then they should present and analyse the same on a concrete example, critically judge based on the presented problem and propose a solution to the same problem.	10 hours
	School trip	11,12	They perceive different forms of hotel business and come to a conclusion	they need to present and analyse an example, critically evaluate the problem presented, and suggest a solution to the same problem.	6 hours
	Hotel Price Policy.	1, 2, 5, 7,9, 10, 11, 12	They listen to a lecture, solve case studies, Analysis of hotel prices in Croatia by location, type of hotel and category Analysis of hotel prices in the selected EU country by location, type of hotel and category	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit, then they should present and analyse the same on a concrete example, critically judge based on the presented problem and propose a solution to the same problem.	12 hours
-	Sale at the hotel; Types of contracts; Reservations	1, 2, 5, 7,9, 10, 11, 12	They listen to a lecture, solve case studies, Correspondence with guests; Correspondence with guests and travel agencies; Drafting of the contract	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit, then they should present and analyse the same on a concrete example, critically judge based on the presented problem and propose a solution to the same problem.	12 hours
-	Reservations	1, 2, 5, 7,9, 10, 11, 12	They listen to a lecture, solve case studies,	At the colloquium or the written and oral exam they define and explain the concepts that occur	16 hours

			Making an offer for an individual guest; Preparation of the offer for a travel agency in a language; Hotel occupancy forecast for example Reporting for the receptionist, director and hotel household	in this thematic unit, then they should present and analyse the same on a concrete example, critically judge based on the presented problem and propose a solution to the same problem.	
Staffing and job department		12, 5, 7,9, 10, 11, 12,	They listen to a lecture, solve case studies, Estimation of the required personnel by example	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit, then they should present and analyse the same on a concrete example, critically judge based on the presented problem and propose a solution to the same problem.	12 hours
Business result	management	1, 2, 5, 7,9, 10, 11, 12	They listen to a lecture, Team Project Defences Entering reservations into the program; calculation of occupancy rate; Preparation of reports for the receptionist, director and hotel management based on all previous exercises	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit, then they should present and analyse the same on a concrete example, critically judge based on the presented problem and propose a solution to the same problem.	12 hours
	management; Concluding Signatures: 2nd Colloquium		Team project defence	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit, then they should present and analyse the same on a concrete example, critically judge based on the presented problem and propose a solution to the same problem.	6 hours

3. EVALUATION OF STU	JDENT WORK							
3.1. Students` obligations	students have the ob achieved: • From 0 – • From 25 exam per • More tha Students can pass th presenting the semir	 n accordance with the Regulations on Studying and the Regulations on Student Assessment and Evaluation: for all regular students attend at least 70% attendance. Part-time students have the obligation to attend at least 50% of lectures. All students must create, present and positively colloquy seminar paper. Students who have during the course achieved: From 0 – 24,9% ECTS credits- is rated F (unsuccessful) and cannot get ECTS credits and must re-enrol the subject in the next academic year; From 25 – 49,9% ECTS credits - is rated FX (inadequate) and has to come out and pass the test (exam). A written exam can be held in a regular or extraordinary exam period. More than 50% ECTS credits - students have the right to access the final exam of the subject. Students can pass the final exam in two ways: a) during the course through continuous student attendance (active participation in the lessons, solving case studies, making and presenting the seminar paper and project, passing two colloquia); b) during the course (active participation in the lessons, solving case studies, creating and presenting the seminar paper and project) and passing the exam (written and oral exam).						
3.2. Monitoring student work (enter the share of	Attending classes	0.5	Written exam	2 (no midterm)		Project	2	
ECTS credits for each activity so that the total	Experimental work		Research			Practical work		
number of ECTS points	Essay		Report			Continuous checking		
corresponds to the credit score of the course)	Colloquium	3 (without written and oral exam)	Seminar paper			(other type)		
	Teaching activities	0.5	Oral exam	1 (no midterr	n)	(other type)		
3.3. Student workload	Student workload on all bases is 1 ECTS credit 30 semester hours and is estimated as: <i>Commitment Hours (estimated)</i> 1. Attending classes 60 2. Creation of seminar work and project assignment and presentation 45 3. Preparation for the midterm / exam through self-study 45					s (estimated)		

4. GRADING						
4.1. Seminar paper grading	Valuation Element	Poor		Satisfying		Above average
	Organization	The paper is not organized in a logical order and lacks structure.Words and expressions low in line with official 		The paper is well structur clear distinction between introduction, the main boo text and the conclusion.	the	The paper is well structured with a clear distinction between the introduction, the main body of the text and the conclusion, which are logically interconnected.
	Terminology, writing style			Words and expressions are in line with official terminology. The writing style is appropriate, the sentence structure is clear, the vocabulary is appropriate and there are few grammatical errors. The sources are listed but incomplete with errors. The references are relevant to the topic and show a satisfactory research attitude.		Words and expressions are aligned with official terminology and show an understanding of their meaning. The writing style is excellent, the sentences are clear and concise, the vocabulary is rich and there are no grammatical errors.
	Citing and referencing references					The sources are accurately, completely and consistently listed. The references are appropriate, their list is "rich" and comprehensive and shows a detailed research approach.
4.2. Colloquium / exam	Poor		Satisfy	ing	Above av	verage
grading	deeper understan Does not know h concepts and know	by memory, without ding of the subject. ow to apply basic terms, owledge, nor is able to ent of the subject with	difficul knowle matter,	uces basic terms, without ty transfers new edge, understands subject explains the terms and ions that substantiate by les.	evaluation thoroughl logically encapsula	ge is at the level of analysis, synthesis and n. It observes legitimacy, accurately and ly explains the content of the subject, and links and explains the terms and concepts that it ates. Find solutions that are not originally given. a correlation with correlative subjects.

Active	70-75% attendance	76-86% attendance	87-100% presence	Project assignment Solved case studies
attendance	2 points	4 points	7 points	3 points

	. ·	2			3	4	5
	Seminar paper	5 points		7 points		8 points	10 points
4.3. Creating a final grade	Examination /	2			3	4	5
according to evaluation elements	Written	50 to 64.9%		65 to	o 79.9%	80 to 89.9%	90-100%
	examination	25 points		30	points	35 points	40 points
	Oral part of the	2			3	5	5
	exam	25 points		30	points	35 points	40 points
4.4. Creating a final grade according to absolute		Percentage of acquired knowledge, skills and competences (teaching + final exam)	Nu	mber rating	ECTS grade		
		,		(excellent)	AND		
allocation		80 - 89,9%	4 (very good)	В		
		65 - 79,9%		3 (good)	С		
		50 - 64,9%		(sufficient) D			
5. ADDITIONAL INFORM 5.1. Compulsory literature (available in the library and through other media)	AATION ABOUT	T THE COURSE	Title			Number of control the libration of the l	Availability through other media
	Galičić, V., Ivanović, S. Lapić, M., Hotelska prodaja i recepcijsko poslovanje, Fakultet za turistički i hotelski menadžment u Opatiji, Opatija, 2005.					2	
	Carev, D., Hotel	Carev, D., Hotelska prodaja i recepcijsko poslovanje, VPŠ Libertas, Zagreb, 2015.					
	e-learning hando	put					

5.2. Additional literature (at the moment of changes and/or amended of study programme)	 Prijia, D., Standardi u turističkom ugostiteljstvu, Visoka škola za turizam, 2003. Medlik, S., Ingram, H., Hotelsko poslovanje, Golden marketing, 2002. Berc Radišić, B., Cerović, Z., Cicvarić, A., i dr., Organizacija rada u hotelu, Sveučilište u Rijeci, Hotelijerstki fakultet Opatcija, 1994. Vrtiprah, V., Pavlić, I., Menadžerska ekonomija u hotelijerstvu, Sveučilište u Dubrovniku, 2005. 		Da				
5.3. Quality assurance methods that ensure the acquisition of knowledge, skills and competences	records of students' attendance and activity in the classroom and information obtained about studen the information needed for further guidance to students in order to increase their work efficiency. S obligations as well as working methods and required literature.	Quality assurance system indicators: Student survey, monitoring of annual data with CES - on the annual student employment status, employer					
5.4. information on the course and contact with the teacher	It is the obligation of each student to be regularly informed about the course, the coursework and th or possible adjournment will be published in a timely manner on the Intranet site of the o University. Students can contact teachers during the consultation period (at least one hour per week they can be contacted during class. It is also possible to ask questions by e-mail (from the official answered as soon as possible (no later than five working days after receiving the e-mail).	course and on the websit), while for short questions	e of the Šibenik and explanations				

1. GENERAL I	INFORMATION ABOUT THE SUBJECT		
1.1. Title	Management of Tourist Agencies and Tour Operators	1.8. ISVU course code	201480 202057
1.2. Lecturer	Jasmina Sladoljev, univ.spec. oec., Sen.Lec.	1.9. MOZVAG course code	B65 B65-I
1.3. Assistants and/or associates	None	1.10. Forms of teaching (number of hours Lecturing +Practical exercises + Seminars + e learning)	(45 + 0 + 15 +0)
1.4. Study programme (specialist, undergraduate, graduate)	Professional Undergraduate study of Tourism Management	1.11. Level of e-learning application (1 st , 2 nd , 3 rd level), percentage of online course performance (max. 20%)	Level 1 - Materials Available Online, 0%
1.5. Course status (obligatory, optional)	Obligatory	1.12. Number of course revisions	2.
1.6. Study year	3rd	1.13. Modernization	□ yes □no
1.7. Credit score (ECTS)	6	1.14. Percentage estimate of course changes and/or supplements	Less than 20% More than 20% □

2. COURSE DESC	RIPTION					
2.1. Course objectives	The aim of the course is to acquaint students with the specifics of tourist destinations, and to direct them to the analysis of resources and supply of them in a competitive environment to develop a destination development strategy					
2.2. Terms of course entry and required competences						
2.3. Learning	1. To apply and link economic terms in complex written and oral communication in Croatian and foreign languages					
outcomes on the study programme	2. To organize and lead teamwork, and critically evaluate the opinions and attitudes of team stakeholders					
level	3. To independently and responsibly search the relevant literature for decision making and conclusion in Croatian and foreign language					
	4. To collect, budget and graph economy and business statistics using advanced software tools and comment and analyse them					
	5. T use planning, organizing, leading and controlling methods using case studies and analysing the problem					
	6. To analyse and integrate core concepts and apply content related to economics, management, accounting, and finance					
	7. To develop team and interpersonal teamwork skills, master communication and case presentation skills (case studies, projects, seminars) using advanced software tools for document creation, presentation, and budget implementation					
	8. To link basic concepts and apply content related to the field of law for drafting legal acts (contracts, regulations) related to the company or organization					
	9. To use software packages to manage business departments, processes, and organizations					
	10. To design and economically evaluate entrepreneurial ideas, events, projects, products, and services in the team and present the same					
	11. To analyse the new roles of organizations, systems, processes, products and services and quality standards in the company and propose the valorisation of new trends in enterprises and organizations					
	12. To analyse supply and resources (in organization, company, tourism, tourist destination) respecting the changing environment using key business indicators at global, national, regional and local levels, and develop development strategies to achieve competitiveness					

2.4. Expected learning outcomes on the	U	outcomes towards Bloom's taxonomy: verbs per LO) To explain and critically evaluate t	ist destination	LO Level: Recapture, Understanding, Application, Analysis, Evaluation, Synthesis 2, 5			
course level	2.	To create, calculate, and present m	odels in a fore	eign language		4, 6	
	3. ser	To analyse the tourist environment vices of the tourist agency	on a concrete	e example and on that basis deter	rmine the prices of	4	
	4.	To design new products and servic				6	
	5.	To analyse and process the offer an	nd resources o	f the tourist destination		5,6	
	Construct	ive alignment					
	nr.	Thematic unit	IU course	Content / teaching method	Valuation		It takes time
2.5. Course content according to detailed curriculum	1.	Introductory lecture.	1	They listen to a lecture. In the course of the seminar, they are introduced to the course content and documents on the e-learning page of the course by working independently on a computer.	-		6 hours
schedule	2.	Tourism - classification, functions of tourism; Tourism as a system; Basic factors of tourism	1, 2,3 4	They listen to a lecture, present seminar papers	At the midterm or oral exam they def the basic concepts this whole; then th and analyse the sam example	ine and explain that occur in ey need to show	6 hours
	3.	Touristic destination and destination system. Tourism trends;	1, 2,3 4;8,	They listen to lectures, solve case studies, present seminar papers	At the colloquium and oral exam they explain the concep this thematic unit,	define and ts that occur in	8 o'clock

					present and analyse the same on a concrete example, critically judge based on the presented problem and propose a solution to the same problem.	
	4.	Planning as a function of managing a tourist destination; principles and characteristics of planning; subjective to you in the process of development planning tour with t Icke destination.	1, 2, 3, 4, 8	They listen to lectures, solve case studies, present seminar papers	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit, then they should present and analyse the same on a concrete example, critically judge based on the presented problem and propose a solution to the same problem.	10 o'clock
	5.	Planning as a function of managing a tourist destination; local planning procedures; planning of tourist sites;	1, 2, 3, 6, 7, 8, 10, 12	They listen to lectures, solve case studies, present seminar papers	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit, then they should present and analyse the same on a concrete example, critically judge based on the presented problem and propose a solution to the same problem.	10 o'clock
	6.	Analysis of the macro environment and the tourist destination market; SWOT analysis, 1 colloquium	1, 2, 3, 5, 6,7, 10, 12	They listen to lectures, present seminar papers	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit, then they should present and analyse the same on a concrete example, critically judge based on the presented problem and propose a solution to the same problem.	10 o'clock
	7.	Study trip	11.12	They analyse the elements of the tourist destination and the role of the organizations and make concrete conclusions and suggestions	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit, then they should present and analyse the same on a	12 hours

					concrete example, critically judge based on the presented problem and propose a solution to the same problem.	
	8.	Strategic destination management, Planning models and techniques for minimizing the negative effects of tourism	1, 2, 3, 5, 7,9, 10, 11, 12,	They listen to a lecture, solve case studies, present projects	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit, then they should present and analyse the same on a concrete example, critically judge based on the presented problem and propose a solution to the same problem.	12 hours
	9.	Strategic marketing planning as part of the overall development planning process	1, 2, 5, 7,9, 10, 11, 12	They listen to a lecture, solve case studies, present projects	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit, then they should present and analyse the same on a concrete example, critically judge based on the presented problem and propose a solution to the same problem.	12 hours
	10.	Organization of economic agents of tourist intermediation.	1, 2, 3, 5, 7,9, 10, 11, 12,	They listen to a lecture, solve case studies, present projects	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit, then they should present and analyse the same on a concrete example, critically judge based on the presented problem and propose a solution to the same problem.	16 hours
	11.	Managing the destination mix marketing tools	1, 2, 3, 5, 7,9, 10, 11, 12,	They listen to a lecture, solve case studies, present projects	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit, then they should present and analyse the same on a concrete example, critically judge	16 hours

						based on the presented problem and propose a solution to the same problem.	
		12.	Destination organization and management structure	1, 2, 3, 5, 7,9, 10, 11, 12,	They listen to a lecture, solve case studies, present projects	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit, then they should present and analyse the same on a concrete example, critically judge based on the presented problem and propose a solution to the same problem.	16 hours
		13.	Prac learning and monitoring implementation plans	1, 2, 5, 7,9, 10, 11, 12,	They listen to a lecture, solve case studies, present projects	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit, then they should present and analyse the same on a concrete example, critically judge based on the presented problem and propose a solution to the same problem.	16 hours
	14.	Global Tourism Trends; Guest lecture; Preparation for the colloquium	1, 2, 5, 7,9, 10, 11, 12	They listen to a lecture, present projects	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit, then they should present and analyse the same on a concrete example, critically judge based on the presented problem and propose a solution to the same problem.	16 hours	
		15.	Concluding Considerations, Signatures, 2nd Colloquium	11.12	present projects	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit, then they should present and analyse the same on a concrete example, critically judge based on the presented problem and propose a solution to the same problem.	4

3. EVALUATIO	N OF STUDENT WORK								
3.1. Students` obligations	In accordance with the Regulations on Studying and the Regulations on Student Assessment and Evaluation: for all regular students attend at least 70% attendance. Part-time students have the obligation to attend at least 50% of lectures. All students must create, present and positively colloquy seminar paper.								
	Students who have during the course achieved:								
	• From 0 – 24,9% ECTS credits- is rated F (unsuccessful) and cannot get ECTS credits and must re-enrol the subject in the next academic year.								
	• From 25 – 49,9% ECTS credits - is rated FX (inadequate) and has to come out and pass the test (exam). A written exam can be held in a regular or extraordinary exam period.								
	• More than 50% ECTS credits - students have the right to access the final exam of the subject. Students can pass the final exam in two ways: a) during the course through continuous student attendance (active participation in the lessons, solving case studies, making and presenting the seminar paper and project, passing two colloquia); b) during the course (active participation in the lessons, solving case studies, creating and presenting the seminar paper and project) and passing the exam (written and oral exam).								
3.2. Monitoring	Attending classes	0.5	Written exam	2 (no midter	rm)	The project	1.5		
student work (enter the share of ECTS	Experimental work		Research			Practical work			
credits for each activity so that the	Essay		Essay			Continuous checking			
total number of ECTS points corresponds to the credit score of the course)	Colloquia	3 (without written and oral exam)	Seminar paper	0.5		(other type)			
	Class activities 0.5		Oral examination	1 (no midte	rm)	(other type)			
3.3. Student	Student workload on all bases is 1 ECTS credit 30 semester hours and is estimated as:								
workload	Obligation		Hours (estimated)						
		ling classes	60						
		on of seminar work and pro	sentation	30					
	3. Prepa	ration for the midterm / exa		90					

4. GRADING 4.1. Seminar paper grading 4.2. Colloquium / exam grading	Valuation Poor Element			Satisfying		Above average
	Organization	The paper is not organized in logical order and lacks structu				The paper is well structured with a clear distinction between the introduction, the main body of the text and the conclusion, which are logically interconnected.
	Terminology, writing style			Words and expressions are in line with official terminology. The writing style is appropriate, the sentence structure is clear, the vocabulary is appropriate and there are few grammatical errors.		Words and expressions are aligned with official terminology and show an understanding of their meaning. The writing style is excellent, the sentences are clear and concise, the vocabulary is rich and there are no grammatical errors.
	Citing and referencing references	The sources are not listed at all. The references do not fit the topic and show a cursory approach to exploring the topic.		to the topic and show a satisfactory		The sources are accurately, completely and consistently listed. The references are appropriate, their list is "rich" and comprehensive and shows a detailed research approach.
	Student answers by memory, without deeper understanding of the subject. Does not know how to apply basic terms, concepts and knowledge, nor is able to support the content R		difficul underst the terr	duces basic terms, without Ity transfers new knowledge, tands subject matter, explains ms and the notions that Knowled legitimation and logic encapsul		erage ge is at the level of analysis, synthesis and evaluation. It observes y, accurately and thoroughly explains the content of the subject, ally links and explains the terms and concepts that it tes. Find solutions that are not originally given. There is a n with correlative subjects.

4.3. Creating a final grade	Active attendance	70-75% attendance	76-86% attendance	87-100% presence	Project task Solved case studies
according to		2 points	4 points	7 points	3 points
Seminar paper		2	3	4	5

evaluation		5 points	7 points	8 points	10 points	
elements		2	3	4	5	
	Examination / Written examination	50-64.9%	65-79,9%	80-89.9%	90-100%	
	-	25 points	30 points	35 points	40 points	
		2	3	5	5	
	Oral part of the exam	25 points	30 points	35 points	40 points	
4.4. Creating a	Percentage of adopted knowledge, skills, and competences (teaching + final exam)	Number	rating	ECTS g	rade	
final grade	90 - 100%	5 (excel	lent)	А		
according to	80 - 89,9%	4 (very §	good)	В		
absolute	65 - 79,9%	3 (goo	bd)	С		
allocation	50 - 64,9%	2 (suffic	tient)	D		
5. ADDITIONAL 5.1. Compulsory	INFORMATION ABOUT THE COU			Number of copies	Availability through	
literature		Title		in the library	other media	
(available in the library and through other	1. P. Gardijan, Menadžment turističke d Veleučilište u Šibeniku, 2010.	5				
media)	2. L. Petrić, Upravljanje turističkom des 2011.	10				

5.2. Additional	1. D. Magaš, Management turističke organizacije i destinacije, Adamić, Rijeka, 2003.		
literature (at the moment of changes and/or amended of study	 R. Dobre, Menadžment turističke destinacije (skripta), Visoka škola za turistički menadžment Šibenik,. Šibenik, 2004. Časopisi (Turizam, Tourism and Hospitality Management, Journal of Travel researsh, Acta 	3	
programme)	Turistica)4. P. Mason, Tourism Impacts, Planning and Management, Elsevier, Oxford 2006.		Yes

5.3. Quality assurance methods that ensure the acquisition of knowledge, skills and competences	The control of students' work quality and the acquisition of necessary knowledge and skills will be ensured through interactive work. By keeping track of attendance and student activity during classes and provided information on students' progress through short colloquiums and homework, information for further guidance to students will be provided in order to increase the efficiency of their work. Students will be informed about their rights and obligations as well as the methods of work and the required literature. Indicators of quality assurance system: Student survey, monitoring of annual data from the Croatian employment service on the annual state of student employment, surveys from employers and Alumni association.
5.4. Information on the course and contact with the teacher	It is obligatory for every student to regularly inform about the course, teaching and teaching activities. All information about teaching or any delay in teaching will be published on the Intranet pages of the course and on the web pages of the Šibenik University. Students can contact the teachers during the consultation term (at least one hour per week), while brief questions and explanations can be addressed during classes. It is possible to ask questions by e-mail (from the official e-mail address from the domain @ vus.hr) that will be answered in a short time (no later than five working days from the receipt of e-mail).

1. GENERAL INFORMATION ABOUT THE SUBJECT									
1.1. Title	Business Organization	1.8. ISVU course code	214424 214425						
1.2. Lecturer	PhD Ana Udovičić, college professor	1.9. MOZVAG course code							
1.3. Assistants and/or associates	None	1.10. Forms of teaching (number of hours Lecturing +Practical exercises + Seminars + e learning)	(30+0+15+0)						
1.4. Study programme (specialist, undergraduate, graduate)	Professional Undergraduate study of Tourism Management	1.11. Level of e- learning application (1 st , 2 nd , 3 rd level), percentage of on-line course performance (max. 20%)	1 st – materials available On-line, 0%						
1.5. Course status (obligatory, optional)	optional	1.12. Number of course revisions	2.						
1.6. Study year	3	1.13. Modernization	yes 🗆 no						
1.7. Credit score (ECTS)	3	1.14. Percentage estimate of course changes and/or supplements	Less than 20% More than 20 %						
2. COURSE DESCRIPTION									
2.1. Course objectives	2.1. Course objectives Introduce students with organizations theories and organizations structures and types of leadership styles.								
2.2. Terms of course entry and required competences Four-year high school education completed; having a qualification at level 4.2									

2.3. Learning outcomes on the study programme level	probl LO11 new t	 LO5: To use planning, organizing, management and control methods on practical examples, analyse the problem and propose appropriate solutions to problem situations LO11: To analyse new roles of organizations, systems, processes, products and services and quality standards in companies and propose valorisation of new trends in companies and organizations LO13: To understand specific human resource management processes and propose a proper value system in judgment process and assessment of work achievements and performances 										
2.4. Expected learning outcomes on the course level	(up to 11. t 12. t 13. t	12. to critically analyse organizations theories and identify modern organization structures 13. to comment problematic of different organizations' structures and to recommend leadership styles										
		tructive alignment										
	No:	Thematic ensemble / Lecture Topic	Course LO	Content / Teaching Method	Evaluation	Time needed						
	1	Introduction to course	-,	Listen to the lecture. On seminary teaching, by independent work on the computer students get acquainted with course content and documents on the e-learning course page.	-	2 hours						
2.5. Course content according to detailed curriculum schedule		Organization theories	1,6	Listen to the lecture and read the literature.	In a colloquy or written and oral exam students define main organization theories and define their representatives.	4 hours						
	2.	Organization behaviour	1, 6,	Listen to the lecture and read the literature.	In a colloquy or written and oral exam students can name and distinguish organization behaviour	¹ 4 hours						
	3.	Perception and individual decision making	1,2,3,4,5,6,	Listen to the lecture and read the literature.	In a colloquy or written and oral exam students can define and describe the perception of an individual inside the organization and define the process of decision making.							
	4.	Group behaviour	1, 5,6,	Listen to the lecture and read the literature. At the seminar student individually, in pairs or Socrates threes solve case studies thus	In a colloquy or written and oral exam students can define group behaviour and name the specifics of an formal and informal group. Solved case study.	1 10 hours						

			presenting the appropriateness of		
			previously acquired knowledge and		
			presenting adopted knowledge and		
			ideas, discuss issues.		
			Listen to the lecture and read the		
			literature.		
			At the seminar student individually		
			explore the content of this topic area	In a colloquy or written and oral exam students can	
			by searching the database and based	define and describe teamwork as a part of decision	
5.	Teamwork	1, 3,5,6	on it and read literature students write	making and problem-solving technique in	10 hours
5.	I calliwork	1, 5,5,0	seminar paper thus presenting the	organization. Created and Presented seminar paper	10 Hours
			acquired knowledge and making their	(by independent use of computer programs).	
			own ideas, and ways to solve	(by independent use of computer programs).	
			problems. Methods of brainstorm and		
			discussion on the exposed topic is		
		2	applied in the whole group.		
			Listen to the lecture and read the		
			literature.		
			At the seminar student individually		
			explore the content of this topic area		
			by searching the database and based	In a colloquy or written and oral exam they can	
(Mathematica	1 2 5 6	on it and read literature students write	define and describe different types of motivation.	0.1
6.	Motivation	1, 3, 5, 6,	seminar paper thus presenting the	Created and Presented seminar paper (by	8 hours
			acquired knowledge and making their	independent use of computer programs).	
			own ideas, and ways to solve		
			problems. Methods of brainstorm and		
			discussion on the exposed topic is		
			applied in the whole group.		
			Listen to the lecture and read the		
			literature.		
			At the seminar student individually		
			explore the content of this topic area		
			by searching the database and based	In a colloquy or written and oral exam they can	
_		1, 2, 3, 4, 5,	on it and read literature students write	define and describe communicational channels in	101
7.	Communication	6,7	seminar paper thus presenting the	organization. Seminar paper (by independent use of	10 hours
		-, /	acquired knowledge and making their	computer programs).	
			own ideas, and ways to solve		
			problems. Methods of brainstorm and		
			discussion on the exposed topic is		
			applied in the whole group.		
			Listen to the lecture and read the		
			literature.	In a colloguy or written and oral exam they can	
			They use multimedia and network.	define and describe each leadership theories and	
8.	Leadership theories	1, 4, 5, 6, 7	Listen to the lecture and read the	define leadership styles. Created and Presented	4 hours
0.	Leader ship webries	1, 4, 3, 0, 7	literature.	seminar paper (by independent use of computer	T HOULS
			At the seminar student individually	programs).	
			explore the content of this topic area	programs).	
			exprore the content of this topic area		

			by searching the database and based on it and read literature students write seminar paper thus presenting the acquired knowledge and making their own ideas, and ways to solve problems. Methods of brainstorm and discussion on the exposed topic is applied in the whole group.		
9.	Organization structures	1, 2, 3, 4, 5, 6, 7	Listen to the lecture and read the literature. Listen to the lecture and read the literature. At the seminar student individually explore the content of this topic area by searching the database and based on it and read literature students write seminar paper thus presenting the acquired knowledge and making their own ideas, and ways to solve problems. Methods of brainstorm and discussion on the exposed topic is applied in the whole group.	In a colloquy or written and oral exam students can define and describe different modern and traditional organization structures. Created and Presented seminar paper (by independent use of computer programs).	6 hours
10.	Organization changes	1, 2, 3, 4, 5, 6, 7	Listen to the lecture and read the literature. At the seminar, students solve the case study.	In a colloquy or written and oral exam students can define and describe organizational changes and choose between mechanisms to solve changes. Created and Presented seminar paper (by independent use of computer programs).	8 hours
11.	Values and job satisfaction	1, 2, 3, 4, 5, 6, 7	Listen to the lecture and read the literature. At the seminar, students solve the case study.	In a colloquy or written and oral exam they can define and describe how individuals measure and value job satisfaction. Created and Presented seminar paper (by independent use of computer programs).	8 hours
12.	Personalities and values	1, 2, 3, 4, 5, 6, 7	Listen to the lecture and read the literature. They use multimedia and network. Listen to the lecture and read the literature. At the seminar student individually explore the content of this topic area by searching the database and based on it and read literature students write seminar paper thus presenting the acquired knowledge and making their own ideas, and ways to solve	In a colloquy or written and oral exam students can define and describe the values and external and internal factors of an individual in organization. Created and Presented seminar paper (by independent use of computer programs).	6 hours

					problems. Methods of t discussion on the expos applied in the whole gro	ed topic is			
	13. Business po			2,3	Listen to the lecture and literature. Listen to the lecture and literature. At the seminar student i explore the content of t by searching the databa on it and read literature seminar paper thus pres acquired knowledge an own ideas, and ways to problems. Methods of b discussion on the expose applied in the whole gro	d read the d read the individually his topic area se and based students write senting the d making their solve orainstorm and red topic is	define and deso the organizatio Created and Pr	or written and oral exam students can cribe the politics and power within n. esented seminar paper (by se of computer programs).	6 hours
	14.	Organization cultu	re	2,3	Listen to the lecture and literature.		describe difference Created and Pr	or written and oral exam they can ent organization cultures. esented seminar paper (by se of computer programs).	8 hours
	15.	Concluding Consid Repeating and Pre			Listen to the lecture and preparation for the exar				20 hours
3. EVALUATION OF STUDEN	T WO	RK							
3.1. Students` obligations	obliga Studer Studer semina	 tion to attend at least 50% hts who have during the comparison of the comparison of	of lectures. All students m purse achieved: TS credits- is rated F (unsuc TS credits - is rated FX (in S credits - students have the in two ways: a) during the	ust create, pr ccessful) and adequate) an e right to acc course throu	esent and positively colloq cannot get ECTS credits and d has to come out and pass ess the final exam of the su ugh continuous student atte	uy seminar paper nd must re-enrol the test (exam). bject. ndance (active pa solving case stu	r. the subject in the A written exam articipation in the dies, creating and	attend at least 70% attendance. Part-t e next academic year; can be held in a regular or extraordina e lessons, , solving case studies, makin d presenting the seminar paper) and p	ry exam period; ng and presenting the
3.2. Monitoring student work (enter the share of ECTS credits	Attendance		Writt	en exam	(by submitting colloquiums th relieved of a w examination)	e student is	Project		
for each activity so that the total number of ECTS points	Experi	imental work		Rese	arch	0,5		Practical work	
corresponds to the credit score	Essay			Repo	ort			Continuous examination	
of the course)	Colloc	luium	1 (by submitting both colloquiums the studer	t is Semi	nar paper	0,5		Other (inscribe)	

	Valuation Element	Poor		Satisfying	Above average
4. GRADING					
3.3. Student workload	Commitment 1. Attending classes 2. Creating and Preser	a all basis's amounts to 1 ECTS pointing seminar paper Colloquium / exam through self-study	nt for 30 hours o	of work per semester and is est Hours (estimate) 20 40 50	stimated as:
	Class activities	oral examination) Oral exam	1	1 (by submitting both colloquiums the student is relieved of an oral examination)	Other (inscribe)
		relieved of a written and			

	Organization	The paper is not organize order and its structure is 1				The paper is well-structured with a clear distinction between the introduction, the main part of the text and the conclusions that are perfectly logically linked to one another		
4.1. Seminar paper grading	Terminology, writing style	Words and phrases are lo with official terminology not appropriate, sentence modest vocabulary, and f repeated grammatical mis	. Writing style is s are too long, requent and	Words and phrases are aligned with terminology. The writing style is appropriate, the sentence structure the vocabulary is appropriate and h grammatical errors.	is clear,	Words and phrases are aligned with official terminology and show an understanding of their meaning. The writing style is excellent, the sentences are clear and concise, the vocabulary is rich and there are no grammatical errors.		
	Quoting and referencing	Sources are not specified references do not match t a superficial approach to	he topic and show	Sources are listed, but incomplete and with errors. The references are appropriate for the subject and show a satisfactory research attitude.		Sources are accurate, complete and consistent. The references are appropriate, their list is "rich" and comprehensive and shows a robust research approach.		
	Poo	or	Satisfying			Above average		
4.2. Colloquium / exam grading	Student answers by memory understanding of the subjec apply basic terms, concepts able to support the content of examples.	t. Does not know how to and knowledge, nor is	new knowledge, u	terms, without difficulty transfers inderstands subject matter, explains the notions that substantiate by	Knowledge is at the level of analysis, synthesis and evaluation. It observes legitimacy, accurately and thoroughly explains the content of the subject, and logically links and explains the terms and concepts that it encapsulates. Find solutions that are not originally given. There is a correlation with correlative subjects.			

	Active attendance of classes		attendance of 70-75% attendance		76-86% attendance 8		87-100% atte	endance	le a mental map ved case studies
			2 points	3		4 points	7 point	s	3 points
			2			3	4		5
4.3. Forming the final grade	Seminar work	_	5 points	3		7 points	8 point	S	10 points
according to the evaluation elements			2			3	4		5
	Taking the colloqui Written part of the		50-64.9%	6	6	55-79.9%	80-89.9	%	90-100%
	I I I I I I I I I I I I I I I I I I I		25 points	s		30 points	35 poin	ts	40 points
	Oral part of the exa		2			3	5		5
	Oral part of the exa		25 points	ts		30 points 35 poin		ts	40 points
4.4. Forming the final grade based on absolute distribution	Percentage of acquired knowledge, skills and competences (classes + fina exam) 90 – 100% 80 – 89.9% 65 – 79.9% 60 – 64.9% 50 – 59.9%		wledge, skills and ences (classes + final exam) 90 - 100% 80 - 89.9% 65 - 79.9% 60 - 64.9%	Numerical 5 (exce 4 (very 3 (go 2 (eno 2 (eno	ellent) good) pod) pugh)	ECTS grade AND B C D E			
5. ADDITIONAL INFORMATI	ION ABOUT THE	E SUBJ	ЕСТ						
5.1. Compulsory literature (available in the library and through other media)	Title							Number of copies in the library	Availability through other media

	1. 1. Robbins, SP and Judge, TA: Organizational Behavior, Mate, 2009.	3	not
	2. Sikavica, P., Novak, M.: Modeling the organizational structure of a company, Informator, Zagreb.	3	not
5.2. Supplementary literature (at the time of application of changes and/or additions to the study program)	3. Sikavica, P., Novak, M., Business decision-making, Informator, Zagreb, 1999.	2	not
5.3. Methods of quality monitoring that ensure the acquisition of output knowledge, skills and competences	Control of the quality of students' work and the acquisition of the necessary knowledge and skills will be ensured through interactive work. B in class and information obtained on students' progress through colloquia, the information necessary for further instructions to students will work. Students will be informed about their rights and obligations, work methods and necessary literature. Indicators of the quality assurance system: Student survey, monitoring of annual data from HZZZ - on the annual state of student employment.	be obtained in order to increase	e the efficiency of their
5.4. Informing about the course and contacting the teacher	It is the duty of every student to regularly inform himself about the course, the course and activities at the class. All information about the will be published in a timely manner on the Intranet pages of the course and on the website of the Šibenik University. Students can contach hour a week), while for short questions and explanations they can be contacted during classes. It is also possible to ask questions by e-mail (fi which will be answered as soon as possible (no later than five working days from the receipt of the e-mail).	ct teachers during the consultat	ion period (at least one
In Šibenik, August 28, 201	9. Prepared by: Ph.D. Ana Udovičić, college professor Approved by the head of	the department:	

1. GENERAL INFORMATION ABOUT THE COURSE							
1.1. Course title	PUBLIC SECTOR ECONOMY	1.8. ISVU course code	146812 202060				
1.2. Course lecturer	PhD Dijana Mečev, college professor	1.9. MOZVAG course code					
1.3. Assistants and/or associates	-	1.10. Forms of teaching (number of hours Lecturing + Practical exercises + Seminars + e-learning)	(30L + 0 + 15S+ 0)				
1.4. Study programme(professional undergraduate, and professional graduate)	Professional Undergraduate study of Tourism management	1.11. Level of e- learning application (1st, 2nd, 3rd level), percentage of on line course performance (max. 20%)	1 st level – materials available on-line, 0%				
1.5. Course status (obligatory, optional)	Optional	1.12. Number of course revisions	1				
1.6. Study year	3 rd	1.13. Modernization	□ yes X no				
1.7. Credit score (ECTS)	3	1.14. Percentage estimate of course changes and/or supplements	Less than 20%XMore than 20 %□				

2. COURSE DESCRIPTION					
2.1. Course objectives	Understanding the fundamental mechanisms of modern public finance and the role of the public sector in the functioning of ma	rket economies.			
2.2. Terms of course entry and required competences	Four-year secondary education completed; qualification level 4.2 according to the CROQF.				
	LO1: To apply and connect economic terms in more complex written and oral communication in Croatian and foreign languages.				
2.3. Learning outcomes on the study programme level	LO2: To develop team and interpersonal skills in team work, master communication skills and presentation skills of given topics and tasks				
study programme lever	LO3: To independently and responsibly search the relevant literature for decision making and conclusion in Croatian and foreign languages.				
2.4. Expected learning outcomes on the course level	Learning outcomes towards Bloom's taxonomy: (up to two verbs per LO)	LO Level: 1- Recapture, 2- Understanding, 3- Application, 4- Analysis, 5- Evaluation,			

						6- Synthesis		
	1. To justify the role of the government in managing public goods.							
	2.	To evaluate the financial and econory systems.	omic aspects of	an individual's quality of life based on the analysis	s of the pension and healthcare	6		
	3. To critically assess the effects of the government's fiscal activities on creating an investment and competitive environment.							
	4.	To critically evaluate the complex	factors influen	cing the public sector's operations.		6		
	Constr	uctive alignment						
	no.	Thematic ensemble / Lecture Topic	LO of the course	Content / Teaching Method	Evaluation	n	Time needed	
	257.	Introduction to Public Sector Economy	LO1	Listen to the lecture (with encouragement of student participation and engagement); class discussions; study of teaching materials (case studies, research articles, official publications).	In the colloquium or written and oral exams, the student will be able to define and describe the fundamental concepts of public secto economics.		3 hours	
2.5. Course content according to detailed curriculum schedule	258.	The role of the state in a market economy	LO1, LO4	Listen to the lecture (with encouragement of student participation and engagement); Class discussions; Presentation of seminar papers with discussion.	In the colloquium or writter students will be able to liss functions of the state; critica differences between the co society" and public choice the reasons for government in economy as well as the show intervention.	t and explain the ally reflect on the oncept of "good heory; explain the tervention in the	6 hours	
	Public Goods and Private259.Goods Provided by the PublicSector	LO1, LO4	Listen to the lecture (with encouragement of student participation and engagement); class discussions; study of teaching materials (case studies, research articles, official publications); presentation of seminar papers with discussion.	students will be able to define public, mixed, and private goods. They will be able to explain the inefficiencies of the market mechanism in		6 hours		

260.	Public Revenue and Public Expenditure	LO1, LO4	Listen to the lecture (with encouragement of student participation and engagement); class discussions; presentation of seminar papers with discussion.	In the colloquium or written and oral exams, students will be able to list and explain various forms of public revenue and public expenditures. They will analyse public revenue in terms of bearing the fiscal burden and levels of financial autonomy and sovereignty. They will also analyse public expenditures based on the object, time, and entity of spending, and differentiate between public revenue and expenditures in the government budget.	6 hours
261.	Tax Analysis	LO3, LO4	Listen to the lecture (with encouragement of student participation and engagement); class discussions; Study of teaching materials (case studies, research articles, official publications); Presentation of seminar papers with discussion.	In colloquium or written and oral exams, students will be able to define and explain fundamental terms in tax terminology. They will be able to critically reflect on the fairness and efficiency of the tax system.	6 hours
262.	Taxation of Individuals and Their Behavior	LO3, LO4	Listen to the lecture (with encouragement of student participation and engagement); class discussions; Presentation of seminar papers with discussion.	In colloquium or written and oral exams, students will be able to explain the position of individuals in the income tax system. They will analyse income tax as a means to achieve fiscal and non-fiscal goals. The student will be able to articulate reasoned arguments for progressive or proportional taxation of individuals' income. They will outline the fundamental characteristics of the income tax system.	6 hours
263.	Corporate Income Tax	LO3, LO4	Listen to the lecture (with encouragement of student participation and engagement); class discussions; study of teaching materials (case studies, research articles, official publications); presentation of seminar papers with discussion.	In colloquium or written and oral exams, students will be able to list the fundamental characteristics of the corporate income tax system. They will distinguish factors that increase and decrease the tax base of corporate income tax, and evaluate the utilization of tax losses by business entities in regular operations.	6 hours
264.	Consumption Taxes	LO3, LO4	Listen to the lecture (with encouragement of student participation and engagement); class	In colloquium or written and oral exams,	6 hours

			discussions; study of teaching materials (case studies, research articles, official publications); presentation of seminar papers with discussion.	students will be able to analyse consumption taxes as means to achieve fiscal and non-fiscal objectives. They will be able to outline the fundamental characteristics of consumption taxes.	
265.	Public Debt	LO3, LO4	Listen to the lecture (with encouragement of student participation and engagement); class discussions; study of teaching materials (case studies, research articles, official publications); presentation of seminar papers with discussion.	In colloquium or written and oral exams, students will be able to define public debt; critically evaluate the current level and structure of public debt, as well as recognize the possibilities and limitations of refinancing matured obligations. They will be able to differentiate between theoretical approaches to public debt and alternative financing approaches through tax increases.	6 hours
266.	Pension Insurance and Social Welfare	LO1, LO2	Listen to the lecture (with encouragement of student participation and engagement); class discussions; study of teaching materials (case studies, research articles, official publications); presentation of seminar papers with discussion.	In colloquium or written and oral exams, students will be able to explain the role of pension insurance and social welfare. They will critically reflect on the sustainability of intergenerational solidarity systems.	6 hours
267.	Health Insurance	LO1, LO2	Listen to the lecture (with encouragement of student participation and engagement); class discussions; study of teaching materials (case studies, research articles, official publications); presentation of seminar papers with discussion.	In colloquium or written and oral exams, students will be able to describe and define basic economic concepts in healthcare, explain the financing of healthcare in Croatia and worldwide. They will be able to explain the roles of different stakeholders in the healthcare system and outline the advantages and disadvantages of centralized and polycentric planning models for health.	6 hours
268.	Education as a Public Good	LO1, LO4	Listen to the lecture (with encouragement of student participation and engagement); class discussions; study of teaching materials (case studies, research articles, official publications); Critical Review (with oral presentation)	In colloquium or written and oral exams, students will be able to define and describe the concepts of the economics of education. They will explain the relationship between educational policy, education reform, and economic growth. Additionally, they will	6 hours

							analyse the impact of invest	sting in education	
							costs on the societal benef	•	
	269.	Cost-Benefit Analysis	L	O4	student participation discussions; study studies, research art	re (with encouragement of on and engagement); class of teaching materials (case ticles, official publications); inar papers with discussion.	In colloquium or written students will be able to descr objectives of conducting co They will be able to evaluate cost-benefit analysis.	ibe the purpose and st-benefit analysis.	6 hours
	270.	Political Economy	L	O4	student participation discussions; study	re (with encouragement of on and engagement); class of teaching materials (case ticles, official publications);	In colloquium or written and students will be able to d concepts in the field of politi will explain different approa economic and political refo analyse the relationship betw politics, specifically the in markets and the state in conto	lefine fundamental local economy. They loches to conducting orms and critically yeen economics and interaction between	6 hours
	271.	Concluding Considerations / Repeating and Preparing for Exam.			Concluding Con and Preparing for	siderations / Repeating Exam.			9 hours
3. EVALUATION OF STUDEN	T WOR	K							
3.1. Students` obligations In accordance with the Regulations on Studying and the Regulations on Student Assessment and Evaluation: all regular students must attend at least 70% of classes. Part-time students are required to attend at least 50% of lecture classes. All students must complete, present, and pass a seminar paper. It is recommended that students actively participate in class, which includes engaging in discussions, solving problem tasks, etc. During the course, students are entitled to take two colloquiums. If students do not pass the colloquiums, they have the option to take a written exam, in which they must achieve at least 50% of the points to qualify for the oral exam. After successfully passing the colloquium or the written exam, students proceed to the oral exam. In the oral exam, students answer questions related to the outcomes that were not met. The final grade is formed based on the weighted sum of points achieved through class activities, the written exam or colloquium, and the oral exam.									
3.2. Monitoring student work (enter the share of ECTS credits	Attenda	ance		Writte	en exam	1 (without the colloquium)	Project		
for each activity so that the total number of ECTS points	Experir work	nental		Resea	rch		Practical work		

corresponds to the credit score of the course)	Essay		Report			Continuo examinat	
	Colloquium	1 (without the written part of the exam)	Seminar paper	0,	,5		
	Class activities	0,5	Oral exam	1			
	The student's workloa	nd on all basis's amounts t	to 1 ECTS point for 30) hours o	of work per semester and	l is estima	ted as:
	Commitme				Hours (estimate)		
3.3. Student workload	19. Attending o				45		
	-	d Presenting seminar pap			15		
	3. Preparati	on for the Colloquium / e	xam through self-stud	у	30		
4. GRADING SYSTEM							
	Valuation Element	P	oor		Satisfying		Above average
	Organization The paper is not organization		0 0	0		oduction,	The paper is well-structured with a clear distinction between the introduction, the main part of the text and the conclusions that are perfectly logically linked to one another
4.1. Seminar paper grading	Terminology, wri style	ting with official termin is not appropriate	are low harmonized hology. Writing style e, sentences are too bulary, and frequent matical mistakes.	Words and phrases are aligned official terminology. The writin is appropriate, the sentence struc clear, the vocabulary is appropri- has little grammatical errors.		ing style ucture is	Words and phrases are aligned with official terminology and show an understanding of their meaning. The writing style is excellent, the sentences are clear and concise, the vocabulary is rich and there are no grammatical errors.
	Quoting referencing	and references do not	pecified at all. The match the topic and al approach to the	natch the topic and with er		ces are	Sources are accurate, complete and consistent. The references are appropriate, their list is "rich" and comprehensive and shows a robust research approach.
4.2. Colloquium / exam grading		Poor		Satis	fying		Above average

	Student answers by memory, without deeper understanding of the subject. Does not know how to apply basic terms, concepts and knowledge, nor is able to support the content of the subject with examples.	trans matt	Reproduces basic terms, without difficulty transfers new knowledge, understands subject matter, explains the terms and the notions that substantiate by examples.		Knowledge is at the level of analysis, synthesis and evaluation. It observes legitimacy, accurately and thoroughly explains the content of the subject, and logically links and explains the terms and concepts that it encapsulates. Find solutions that are not originally given. There is a correlation with correlative subjects.	
	Percentage of adopted knowledge, skills and competences (teaching + final exam)		Numerous grade		ECTS grade	
4.3. Creating a final grade	90-100%		5 (excellent)		А	
according to absolute allocation	80-89,9%		4 (very good)		В	
	65 - 79,9%		3 (good)		С	
	50-64,9%		2 (sufficient)		D	

5. ADDITIONAL INFORMATION ABOUT THE COURSE

	Title		Availability via other media
5.1. Compulsory literature (available in the library and through other media)	Rosen, H.S. (1999). "Javne financije". Institut za javne financije, Zagreb. Mečev, D. i Žaja, J. (2018). "Financiranje središnje države i lokalnih vlasti ". Veleučilište u Šibeniku, Šibenik	5	e-edition
5.2. Additional literature (at the moment of changes and/or amended of study programme)	Sliglitz, J.E. (2004). "Ekonomija javnog sektora". Ekonomski fakultet u Beogradu, Beograd. Šimurina, N. i sur. (2012). "Javne financije u Hrvatskoj". Ekonomski fakultet u Zagrebu, Zagreb.	2 5	
5.3. Quality assurance methods that ensure the acquisition of knowledge, skills and competences	The control of students' work quality and the acquisition of necessary knowledge and skills will be ensured throu attendance and student activity during classes and provided information on students` progress through short coll further guidance to students will be provided in order to increase the efficiency of their work. Students will be in as well as the methods of work and the required literature. Indicators of quality assurance system: Student sur Croatian employment service on the annual state of student employment, surveys from employers and Alumni assurance successful to the student employment service on the annual state of student employment, surveys from employers and Alumni assurance successful to the student employment service on the annual state of student employment, surveys from employers and Alumni assurance successful to the student employment service on the annual state of student employment, surveys from employers and Alumni assurance successful to the student employment service on the annual state of student employment, surveys from employers and Alumni assurance successful to the student employment service on the annual state of student employment, surveys from employers and Alumni assurance successful to the student employment service on the annual state of student employment services from the student employment service service services and the student employment services from the student employment services and student employment services from the student employment services and student employment services from the student employment services and student employment services and student employment services and student employment services and services and student employment services and student employ	oquiums and homewor formed about their righvey, monitoring of an	ck, information for the and obligations

	It is obligatory for every student to regularly inform about the course, teaching and teaching activities. All information about teaching or any delay in
5.4. information on the course	teaching will be published on the Intranet pages of the course and on the web pages of the Šibenik University. Students can contact the teachers during the
and contact with the teacher	consultation term (at least one hour per week), while brief questions and explanations can be addressed during classes. It is possible to ask questions by e-
	mail (from the official e-mail address from the domain @ vus.hr) that will be answered in a short time.

1. GENERAL INFORMATION AB	1. GENERAL INFORMATION ABOUT THE SUBJECT						
1.1. Title	QUALITY MANAGEMENT	1.8. ISVU course code					
1.2. Lecturer	Divna Goleš, Master of Economics, Senior lecturer	1.9. MOZVAG course code					
1.3. Assistants and/or associates	None	1.10. Forms of teaching (number of hours Lecturing +Practical exercises + Seminars + e learning)	(45+0+15+0)				
1.4. Study programme (specialist, undergraduate, graduate)	Professional Undergraduate Study of Tourism Management	1.11. Level of e- learning application (1 st , 2 nd , 3 rd level), percentage of on line course performance (max. 20%)	1 st – materials available On-line, 0%				
1.5. Course status (obligatory, optional)	Optional	1.12. Number of course revisions	4.				
1.6. Study year	3 st	1.13. Modernization	▪ yes □ no				
1.7. Credit score (ECTS)	3	1.14. Percentage estimate of course changes and/or supplements	Less than 20% More than 20 % □				

2. COURSE DESCRIPTION						
2.1. Course objectives	The aim of the collegium is to familiarize students with important terms in the area of Quality Management System and understanding the systems applied to quality management. Furthermore, collegium aims to familiarize, analyse and apply methods and tools that can be used to identify and eliminate non-conformities in the Quality Management System.					
2.2. Terms of course entry and required competences	No conditions.					
	LO2: To develop team and interpersonal skills in team work, master communication skills and presentation skills of given topics and	tasks.				
	LO3: To independently and responsibly search the relevant literature for decision making and conclusion in Croatian and foreign languages					
	LO 9: To analyse business processes and standards in tourism entities and propose the valorization of new ones for their development					
2.4. Expected learning outcomes	Learning outcomes towards Bloom's taxonomy: (up to two verbs per LO)	LO Level: 79. Recapture, 80. Understanding, 81. Application, 82. Analysis, 83. Evaluation, 84. Synthesis				
on the course level	1. To critically evaluate key concepts and processes that are important in the Quality Management System	5				
	2. To analyse the role and significance of quality policy and design it using s concrete example					
	3. To connect the reasons for improving the quality area, the role of quality costs and quality-based systems	6				
	4. To select and critically judge the appropriateness of selected methods and tools for solving problems in the Quality Management System					
	5. To present the seminar paper and make a critical judgment about the discussed topic	6,5				

2.5. Course content according to detailed curriculum schedule	Cons	Constructive alignment									
	No:	Thematic ensemble / Lecture Topic	Course LO	Content / Teaching Method	Evaluation	Time needed					
	272.	Introduction to the course and a detailed performance plan.	-	Listen to the lecture. On seminary teaching, by independent work on the computer students get acquainted with course content and documents on the e-learning course page.	-	2 hours					
	273.	The basis of the theory of quality.	1,2,6	They listen to a lecture. They read the literature.	At the colloquium or the written and oral exam, they define fundamental insights into quality theory.	4 hours					

274.	Interested partners and their integration into the Quality Management System.	1,2,3,6	They listen to a lecture. They read the literature.	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit.	4 hours
275.	Application of quality management principles.	1,2,3,6	They listen to a lecture, they read the literature, present a seminar paper, followed by a discussion.	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit.	4 hours
276.	Strategy, policy, mission, vision and quality goals. Business Systems and Quality Management Systems.	1,2,3,6	They listen to a lecture, work in a team on case work, present a seminar paper, followed by a discussion.	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit, then they should present and analyse the same on a concrete example.	6 hours
277.	Business Systems and Quality Management Systems.	1,2,3,6	They listen to a lecture, they read the literature, present a seminar paper, followed by a discussion.	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit, then they should present and analyse the same on a concrete example.	8 hours
278.	Documentation in the Quality Management System.	1,2,3,4,6	They listen to a lecture, work in a team on case work, present a seminar paper, followed by a discussion.	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit, then they should present and analyse the same on a concrete example.	6 hours
279.	Construction and modelling of business processes.	1,2,3,4,6	They listen to a lecture, work in a team on case work, present a seminar paper, followed by a discussion.	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit, then they should present and analyse the same on a concrete example.	6 hours
280.	Standards, guidelines and laws in the Quality Management System, I. colloquium.	2,3,4,6	They listen to a lecture, they read the literature, present a seminar paper, followed by a discussion.	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit, then they should present and analyse the same on a concrete example.	6 hours
281.	Concept of continuous improvement of quality.	3,4,5,6	They listen to a lecture, they read the literature, present a seminar paper, followed by a discussion.	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit, then they should present and analyse the same on a concrete example.	6 hours
282.	Implementation of auditing and certification process.	3,4,5,6	They listen to a lecture, work in a team on case work, present a seminar paper, followed by a discussion	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit, then they should present and analyse the same on a concrete example-	6 hours
283.	Troubleshooting Techniques in the Quality Management System.	3,4,5,6	They listen to a lecture, work in a team on case work, present a seminar paper, followed by a discussion	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit, then they should present and analyse the same on a concrete example.	10 hours
284.	Norm 9000 ff. TQM Models (Business Excellence Awards).	3,4,5,6	They listen to a lecture, work in a team on case work, present a seminar paper, followed by a discussion	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit, then they should present and analyse the same on a concrete example.	6 hours
285.	Quality Costs.	4,5,6	They listen to a lecture, they read the literature, present a seminar paper, followed by a discussion	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit, then they should present and analyse the same on a concrete example.	6 hours

	286.	Final lecture, cour colloquium	se signatures, II.	1,2,3,4,5,6	They listen to a lecture and prepare independently for the exam.			um or the written and oral exam they lain the concepts that occur in this	10 hours
3. EVALUATION OF STUDEN	T WO	RK							
3.1. Students` obligations	It is reto attended to attended to attended to attended to attended to and particular to attended to attend to a	Student obligations are prescribed by the Regulations on Studying and the Regulations on Student Assessment and Evaluation. It is recommended that students actively participate in classes, which means participating in discussions, solving assignments, etc. Students who are unab to attend classes regularly should consult with the subject teacher during the consultation or via e-mail. It is the duty of every student to be regularly informed about the progress of classes. All information about the holding or possible postponement of class will be published on the website of the Šibenik University of Applied Sciences or on the website of the course, which also contains all information abo the course as well as teaching materials and a list of literature. Students can pass the final exam in two ways: a) during the course through continuous student attendance (active participation in the lessons, making and presenting the seminar paper, passing two colloquia); b) during the course (active participation in the lessons, creating and presenting the seminar) and passing the exam (written and oral exam).							
	Attend	Attendance 0,5		Writt	en exam	2 (by submittin 1 olloquiums th relieved of an v examination)	e student is	Project	
3.2. Monitoring student work	Experi	mental work		Resea	arch			Practical work	
(enter the share of ECTS credits for each activity so that the total	Essay			Repo	rt			Continuous examination	
number of ECTS points corresponds to the credit score of the course)	Colloq	uium	1,5 (by submitting both colloquiums the student relieved of a written and examination)	Sami	nar paper	0,5		Other (inscribe)	
	Class a	activities	0,5	Oral	exam	0,5 (by submitt colloquiums the relieved of an o examination)	e student is	Other (inscribe)	
	The s	tudent's workload of Commitment	n all basis's amounts	to 1 ECTS		rs of work per semester and is estimated as: <i>Hours (estimate)</i>			
3.3. Student workload	21. Attending classes 22. Creating and Presenting seminar paper 23. Preparation for the Colloquium / exam through self-study					45 15 30			
4. GRADING									

	Valuation Element	Poor		Satis	fying			Above average
	Organization	The paper is not organize order and its structure is l	d in a logical acking.	bgical The paper is well structured with a clear distinction between the introduction, the main part of the text and the conclusion.		The paper is well-structured with a clear distinction between the introduction, the main part of the text and the conclusions that are perfectly logically linked to one another		
4.1. Seminar paper grading	Terminology, writing style	with official terminology. Writing style is not appropriate, sentences are too long, modest vocabulary, and frequent and		Words and phrases are aligned with official terminology. The writing style is appropriate, the sentence structure is clear, the vocabulary is appropriate and has little grammatical errors.		Words and phrases are aligned with official terminology and show an understanding of their meaning. The writing style is excellent, the sentences are clear and concise, the vocabulary is rich and there are no grammatical errors.		
	Quoting and referencing	Sources are not specified references do not match t a superficial approach to	he topic and show	Sources are listed, but incomplete and with errors. The references are appropriate for the subject and show a satisfactory research attitude.		Sources are accurate, complete and consistent. The references are appropriate, their list is "rich" and comprehensive and shows a robust research approach.		
	Po	oor	Satisfying			Ab	ove average	
4.2. Colloquium / exam grading	Student answers by memor understanding of the subject apply basic terms, concepts able to support the content examples.	ct. Does not know how to s and knowledge, nor is	Reproduces basic terms, without difficult new knowledge, understands subject matte the terms and the notions that subst examples.		lty transfers ter, explains stantiate by that it encapsulates. I		on. It observes ily explains the links and explains and explored capsulates. Find the provided t	evel of analysis, synthesis and s legitimacy, accurately and ne content of the subject, and plains the terms and concepts ind solutions that are not e is a correlation with
	Active participation in the	70-75% of attendance	76-8	6% of attendance	87-10	0% of atte	ndance	Solved case study and project
	lessons	2 points		4 points	7 points			3 points
	Seminar paper —	2		3	4			5
4.3. Creating a final grade	Seminar paper	5 points		7 points	8 points			10 points
according to evaluation		2		3	4			5
elements	Colloquium / written exam	50-64,9%		65-79,9%		80-89,9%		90-100%
		25 points		30 points		35 points		40 points
	Oral exam	2		3	5			5
		25 points		30 points	35 points			40 points

4.4. Creating a final grade	Percentage of adopted knowledge, skills and competences (teaching + final exam)	Numerous grade	ECTS grade
according to absolute allocation	90 - 100%	5 (excellent)	А
	80-89,9%	4 (very good)	В
	65 - 79,9%	3 (good)	С
	50 - 64,9%	2 (sufficient)	D

5. ADDITIONAL INFORMATION ABOUT THE COURSE

	Title	Number of copies in the library	Availability via other media
5.1. Compulsory literature (available in the library and through other media)	6. Goleš D.(2011). *Upravljanje kvalitetom* script, Veleučilište u Šibeniku, Šibenik		Available on the Intranet pages of the Šibenik University
	 Injac N.(2002). *Mala enciklopedija kvalitete, I dio, Upoznajmo normu ISO 9000*, Oskar, Zagreb, Šiško Kuliš M., Grubišić D.(2010). *Upravljanje kvalitetom*, Sveučilište u Splitu, Ekonomski fakultet, Split, 2010. (selected chapters) 	7 2	
5.2. Additional literature (at the moment of changes and/or amended of study programme)	 Lazibat T.(2009). *Upravljanje kvalitetom* Znanstvena knjiga, Zagreb Injac N.(2001). *Mala enciklopedija kvalitete, Moderna povijest kvalitete*, Oskar, Zagreb Drljača M.(2004).* Mala enciklopedija kvalitete, Troškovi kvalitete* Oskar, Zagreb Injac N.(2002).*Mala enciklopedija kvalitete, Informacije, dokumentacija, auditi*, Oskar, Zagreb Avelini Holjevac I.(2002).* Upravljanje kvalitetom u turizmu i hotelskoj industriji*Fakultet za turistički i hotelski menadžment, Opatija 	1 6 3 5 2	
5.3. Quality assurance methods that ensure the acquisition of knowledge, skills and competences	The control of students' work quality and the acquisition of necessary knowledge and skills will be ensured thr attendance and student activity during classes and provided information on students` progress through short co further guidance to students will be provided in order to increase the efficiency of their work. Students will be as well as the methods of work and the required literature. Indicators of quality assurance system: Student survey, monitoring of annual data from the Croatian employr employment, surveys from employers and Alumni association.	olloquiums and homewor informed about their right	k, information for ts and obligations
5.4. information on the course and contact with the teacher	It is obligatory for every student to regularly inform about the course, teaching and teaching activities. All is teaching will be published on the Intranet pages of the course and on the web pages of the Šibenik University. So consultation term (at least one hour per week), while brief questions and explanations can be addressed during mail (from the official e-mail address from the domain @ vus.hr) that will be answered in a short time.	Students can contact the t	eachers during the

1. GENERAL INFORMAT	1. GENERAL INFORMATION ABOUT THE COURSE										
1.1. Title	Nutrition in Tourism	1.8. ISVU course code	240715 240717								
1.2. Lecturer	PhD Nikolina Gaćina, Senior Lecturer	1.9. MOZVAG course code									
1.3. Assistants and/or associates	None	1.10. Forms of teaching (number of hours Lecturing +Practical exercises + Seminars + e learning)	(30+0+15+0)								
1.4. Study programme (specialist, undergraduate, graduate)	Professional Undergraduate study of Tourism Management	1.11. Level of e- learning application (1 st , 2 nd , 3 rd level), percentage of online course performance (max. 20%)	1 st – materials available On-line, 0%								
1.5. Course status (obligatory, optional)	Optional	1.12. Number of course revisions	1.								
1.6. Study year	3 rd	1.13. Modernization	yes 🗆 no								
1.7. Credit score (ECTS)	3	1.14. Percentage estimate of course changes and/or supplements	Less than 20% More than 20 %								
2. COURSE DESCRIPTIO	2. COURSE DESCRIPTION										
2.1. Course objectives The goal is to provide students with theoretical knowledge and case studies: • To understand the principles of specific types of nutrition depending on age, weight, health status, physical activity, religion • To understand dietary restrictions so that they can independently choose alternate foods • To learn how to recognize the difference between food intolerance and an allergic reaction, and on that basis approach the importance of choosing alternative foods • To apply the learned content of this course in business practice.											

2.2. Terms of course entry and required competences	Four-year secondary education completed; qualification level 4.2 according to the CROQF.	
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	LO 2: To organize to lead teamwork and critically evaluate the opinions and attitudes of team stakeholders									
	LO 3: To independently and responsibly search relevant literature for decision-making and conclusion in Croatian and foreign language									
2.3. Learning outcomes on the	LO 5: To use planning, organizing, leading and controlling methods using case studies, and analyse the problem and propose appropriate solutions to problem situations									
study programme level	LO 10: To develop team and interpersonal skills of working in a team, master communication skills and skills i advanced software tools for creating documents, presentations and implementing budgets	n presenting assigned topics and tasks (case studies, projects, seminars) using								
	LO 12: To design and economically value entrepreneurial ideas, events, projects, products and services in the te	eam and present the same								
	LO 13: To analyse the new roles of organizations, systems, processes, products and services and quality standar organizations	rds in the enterprise and propose the valorisation of new trends in enterprises and								
	Learning outcomes towards Bloom's taxonomy: (up to two verbs per LO)	LO Level: 1. Recapture, 2. Understanding, 3. Application, 4. Analysis, 5. Evaluation, 6. Synthesis								
	 Demonstrate knowledge and understanding of course content by defining and describing basic concepts about food, nutrition and functional foods 	1,2								
2.4. Expected	 Analyse and comment on the specific diet of a particular population in relation to age (children, adolescents, adults and the elderly) 	4, 2								
learning	 Analyse and compare the specifics of traditional ways of eating at the world level and apply this knowledge to create specific menus 	4, 2, 5								
outcomes on the course level	 Analyse and comment on the specifics of nutrition with regard to health status (especially for diseases caused by unhealthy eating habits) 	4, 2								
	5. Analyse and highlight the advantages of traditional Croatian gastronomy	4, 5,6								
	 Analyse and comment on the labelling of Croatian products, autochthonous Croatian dishes and drinks 	4, 2								
	7. Analyse, compare and plan nutrition for food allergies and intolerances	4, 2, 6								
	8. Analyse, compare and plan nutritional specifics depending on physical activity and body mass	4, 2, 6								
	 Analyse and compare dietary specifics depending on the religion and tradition of a particular population 	4.2								
	 Use materials and tools for searching scientific and professional literature in the mother tongue and in English 	3								
	11. Present acquired knowledge, ideas, problems and solutions independently and in a team	6								

	Constructive alignment								
	No:	Thematic ensemble / Lecture Topic	Course LO	Content / Teaching Method	Evaluation	Time needed			
		Introduction to the course and detailed curriculum. Parameters for creating a seminar paper and selecting a topic for the paper.	-	Listen to the lecture.	-	2 hours			
	1.	Digestion. Nutrition.	1, 10, 11	They listen to a lecture, watch multimedia, present a seminar paper, followed by a discussion, and read literature.	At the colloquium or the written and oral exam they know: define the basic concepts of nutrition science, describe the course of food digestion.	6 hours			
2.5. Course content according to detailed	2.	Macronutrients. Micronutrients.	1, 10, 11	They listen to a lecture, present a seminar paper, followed by a discussion, and read literature.	At the colloquium or the written and oral exam they know: to define and classify basic macronutrients, explain their primary role in the human body and evaluate the good nutritional sources of them; define and classify micronutrients, explain their primary role in the human body, and evaluate good nutritional sources. They know how to list, distinguish and give an example of essential nutrients.	8 hours			
curriculum schedule	3.	Functional food.	1, 3, 10, 11	They listen to a lecture, present a seminar paper, followed by a discussion, and read literature.	At the colloquium or the written and oral exam they know: to define and classify functional foods according to different aspects.	4 hours			
	4.	Traditional diet.	1, 3, 9, 10, 11	They listen to a lecture, present a seminar paper, followed by a discussion, and read literature.	At the colloquium or the written and oral exam they know: to define, describe and compare traditional diet.	4 hours			
	5.	Croatian traditional gastronomy.	1, 5, 6, 10, 11	They listen to a lecture, present a seminar paper, followed by a discussion, and read literature.	At the colloquium or the written and oral exam they know: to explain also the specifics of Croatian gastronomy, the types of foodstuffs and the ways of their thermal processing.	6 hours			
	6.	Labelling of Croatian indigenous products at national and European level.	1, 5, 6, 10, 11	They listen to a lecture, present a seminar paper, followed by a discussion, and read literature.	At the colloquium or the written and oral exam they know: define and classify the labelling of Croatian autochthonous products at national and European level, enumerate and describe Croatian autochthonous products.	4 hours			
	7.	Food allergies and intolerances. Alternative foods for lactose and gluten intolerance.	1, 4, 7, 10, 11	They listen to a lecture, present a seminar paper, followed by a discussion, and read literature.	At the colloquium or written and oral exam they know: define and describe food allergies and intolerances, list the most common food allergens, define and describe lactose intolerance and gluten intolerance, enumerate	4 hours			

				substitute functional foods for the same	
				intolerances and analyse its specificities. its	
				marking.	
8.	Food additives. GM Food vs. organic food.	1, 3, 10, 11	They listen to a lecture, present a seminar paper, followed by a discussion, and read literature.	At the colloquium or the written and oral exam they know: define to classify food additives, explain the use of E numbers, define GM foods and describe the negative effects of its consumption, define organic foods and explain the positive effects of its consumption, and describe their labelling.	4 hours
9.	Standards of consumption of food and drink. Means of supply of food and drink.	1, 3, 10, 11	They listen to a lecture, present a seminar paper, followed by a discussion, and read literature.	At the colloquium or the written and oral exam they know: to define and describe the norms of food and drink consumption, to analyse the losses in the preparation and heat treatment of foodstuffs, as well as the method of calculating the norms for a particular food or beverage, to describe the structure of the means of supply of food and beverages and their function.	4 hours
10.	Central food preps. Food and tourism. Catering.	1, 10,11	They listen to a lecture, watch multimedia, present a seminar paper, followed by a discussion, and read literature.	At the colloquium or the written and oral exam they know: to define and explain the central food prep and their benefits, to analyse the role of food in a particular form of tourism, to define catering.	4 hours
11.	Nutritional characteristics by age group. Children's menu. Seniors' menu.	1, 2, 8, 10, 11	They listen to a lecture, present a seminar paper, followed by a discussion, and read literature.	At the colloquium or the written and oral exam they know: to define, describe and analyse the specifics of children's diet and the diet of the elderly.	6 hours
12.	Nutrition of athletes.	1, 8, 10, 11	They listen to a lecture, present a seminar paper, followed by a discussion, and read literature.	At the colloquium or the written and oral exam they know: to define and analyse the nutrition of athletes and non-athletes, the specificity of the athlete's hydration and the timing of the consumption of food and drink.	6 hours
13.	Food Safety Basics. Transport and storage conditions of individual food groups. Declaring food.	1, 2, 3, 4, 5, 6, 7	They listen to a lecture, present a seminar paper, followed by a discussion, and read literature.	At the colloquium or the written and oral exam they know: to describe and critically basic concepts of food safety, to describe and analyse the conditions of storage and transport of food, to analyse the basic declaration of food.	6 hours
14.	Religious restrictions on diet. Colloquium.	1, 3, 9, 10, 11	They listen to a lecture, present a seminar paper, followed by a discussion, and read literature.	At the colloquium or the written and oral exam they know: describe the basic religious restrictions on diet and define substitute foods.	6 hours
15.	Concluding Observations / Repeat and preparing for the exam.		They listen to a lecture and prepare individually for the exam.		18 hours

3. EVALUATIO	N OF STUDENT W	ORK								
3.1. Students` obligations	In accordance with the Regulations on Studying and the Regulations on Student Assessment and Evaluation: for all regular students attend at least 70% attendance. Part-time students have obligation to attend at least 50% of lectures. All students must create, present and positively colloquy seminar paper. Students who have during the course achieved: • From 0 – 24,9% ECTS credits- is rated F (unsuccessful) and cannot get ECTS credits and must re-enrol the subject in the next academic year; • From 25 – 49,9% ECTS credits - is rated FX (inadequate) and has to come out and pass the test (exam). A written exam can be held in a regular or extraordinary exam period; • More than 50% ECTS credits - students have the right to access the final exam of the subject. Students can pass the final exam in two ways: a) during the course through continuous student attendance (active participation in the lessons, solving case studies, making and presenting the seminar paper and project, passing two colloquia); b) during the course (active participation in the lessons, solving case studies, creating and presenting the seminar paper and project) and passing the exam (written and oral exam).									
3.2. Monitoring student work	Attendance		Written exam	1 (without colloquiu	ms)	Project				
(enter the share	Experimental work		Research			Practical work				
of ECTS credits for each activity	Essay		Report			Continuous examination				
so that the total number of	Colloquium	2 (without the written and oral exams)	Seminar paper	0,75		Other (inscribe)				
ECTS points corresponds to the credit score of the course)	Class activities	0,25	Oral exam	1 (without colloquiu	ms)	Other (inscribe)				
			nounts to 1 ECTS p	oint for 30 hours	of work per semester and is estimated as:					
3.3. Student	Commitm				Hours (estimate)					
workload	1. Attending cl	asses Presenting seminar par)er		45 10					
	0	for the Colloquium / exa			35					

4. GRADING				
4.1. Seminar paper grading	Valuation Element	Poor	Satisfying	Above average
	Organization	The paper is not organized in a logical order and its structure is lacking.	The paper is well structured with a clear distinction between the introduction, the main part of the text and the conclusion.	The paper is well-structured with a clear distinction between the introduction, the main part of the text and the conclusions that are perfectly logically linked to one another
	Terminology, writing style	Words and phrases are low harmonized with official terminology. Writing style is not appropriate, sentences are too long, modest	Words and phrases are aligned with official terminology. The writing style is appropriate, the sentence structure is clear, the vocabulary is appropriate and has little grammatical errors.	Words and phrases are aligned with official terminology and show an understanding of their meaning. The writing style is excellent, the

	vocabulary, and frequent a grammatical mistakes. Quoting and referencing Sources are not specified a do not match the topic and approach to the research to the re		l mistakes. not specified at h the topic and s	all. The references Sources are listed, but incomplete and with errors. The references are appropriate for the references		opriate for the	the and comprehensive and shows a robust research	
		Poor			Satisfying	Know	Above average	
4.2. Colloquium / exam grading	of the subject. Does	L	asic terms, t the content knowledge, underst		terms, without difficulty transfers new tands subject matter, explains the terms substantiate by examples. evalua		ledge is at the level of analysis, synthesis and tion. It observes legitimacy, accurately and ghly explains the content of the subject, and logically and explains the terms and concepts that it sulates. Find solutions that are not originally given. is a correlation with correlative subjects.	
	Active participation in the	70-75% of attendance	76-86% of	fattendance	87-100% of attendance		Case studies resolved	
	lessons	3 points	4 p	oints	5 points		5 points	
	Research paper	2		3	4		5	
4.3. Creating a final grade		5 points	7 p	oints	8 points		10 points	
according to		2		3	4		5	
evaluation elements	Colloquium / written exam	50-64,9%	65-7	9,9% 80-89,9%		90-100%		
ciements		25 points	35 g	points 40 points		50 points		
		2		3	5		5	
	Oral exam	15 points	20 points		25 points	30 points		
4.4. Creating a final grade					Jumerous grade ECTS		CTS grade	
according to		90 - 100% 80 - 89,9%		5 (excellent)		A		
absolute		<u>80 - 89,9%</u> 65 - 79,9%		4 (very good) 3 (good)		B C		
allocation	50 - 64,9%			9		D	D	

5. ADDITIONAL INFORMATION ABOUT THE COURSE

5.1. Compulsory literature (available	Title	Number of copies in the library	Availability via other media
in the library and through other media)	 Gaćina, N. (2016). Nutrition and tourism. Internal script - handouts of the Šibenik University of Applied Sciences, Šibenik. 		Available on the
	 Gaćina, N. (2016). Nutrition and Tourism: Food and Tourism I. Textbook of the Šibenik University of Applied Sciences, Šibenik. 		Intranet pages of the Šibenik University
	1. Krešić, G. (2012). Nutrition trends. Faculty of Tourism and Hospitality Management, Opatija.	4	
5.2. Additional literature (at the	 Vranešić, D., Alebić, I. (2006). Magnifying Glass: How to Understand and Apply Nutrition Science?. Profile, Zagreb. 	5	
moment of changes	3. Kažinić Kreho, L. (2009). 21st Century Nutrition. Profile, Zagreb.	1	
and/or amended of	4. Mateljan, G. (2008). The healthiest foods in the world. Planetherapy, Zagreb.	3	
study programme)	 Mahan, K. L., Esoot Stumo, S. (2008). Krauses Food and Nutrition Therapy. SAUNDERS Elsevier 12e, St Luise, Missouri. 	1	
5.3. Quality assurance methods that ensure the acquisition of knowledge, skills and competences	The control of students' work quality and the acquisition of necessary knowledge and skills will be ensured through interactive wor during classes and provided information on students` progress through short colloquiums and homework, information for further gue the efficiency of their work. Students will be informed about their rights and obligations as well as the methods of work and the required indicators of quality assurance system: Student survey, monitoring of annual data from the Croatian employment service on the annual and Alumni association.	idance to students will be pro uired literature.	ovided in order to increase
5.4. Information on the course and contact with the teacher	It is obligatory for every student to regularly inform about the course, teaching and teaching activities. All information about teach Intranet pages of the course and on the web pages of the Šibenik University. Students can contact the teachers during the consultation and explanations can be addressed during classes. It is possible to ask questions by e-mail (from the official e-mail address from the (no later than five working days from the receipt of e-mail).	term (at least one hour per w	eek), while brief questions

10. GENERAL INFORMATION	ON							
1.1. Course lecturer	PhD Ivica Poljičak, college prof.	1.8. Course code in ISVU	214437 214438					
1.2. Course title	Business Communication	1.9. Course code in MOZVAG						
1.3. Assistants and/or associates		1.10. Forms of teaching (number of hours Lecturing +Practical exercises + Seminars + e learning)	(45+0+15+0)					
1.4. Study programme (specialist, undergraduate, graduate)	Professional Undergraduate study of Tourism Management	1.11. Level of e- learning application (1 st , 2 nd , 3 rd level), percentage of online course performance (max. 20%)	1 st , course materials are on- line, 0%					
1.5. Course status (obligatory, optional)	Optional	1.12. Number of course revisions	5					
1.6. Year of study	3 rd	g. Modernization	Yes					
1.7. Credit score (ECTS)	3	1.14. Percentage estimate of course changes and/or supplements	Less than 20% X□ More than 20 % □					
2. COURSE DESCRIPTION								
2.1. Course objectives	Getting familiar with basic communistyles, with a purpose of effective ap	ication terms, forms, and processes. Recognition and understanding plication in business communication.	of communication models and					
2.2. Terms of course entry and required competences	-							
2.3. Learning outcomes on the study programme level	LO 2: To organize and lead teamwork, and critically judge the opinions and attitudes of team members LO 10: To develop team and interpersonal teamwork skills, master communication skills and presentation skills of set topics and tasks (case studies, projects, seminars) using advanced software tools for document creation, presentation, and budget implementation.							

2.4. Expected learning outcomes on the course level	Learning outcomes according to the Bloom's taxonomy: (up to two verbs per LO)	Level of LO: 1 - remembering, 2 - understanding, 3 - application, 4 - analysis, 5 - evaluation, 6 - synthesis
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	1	. To define forms and processes of	communica	ation		2,3,4,5.6				
	2	2,3,4,5.6								
	3		2,3,4,5.6							
	4	4. To define and analyse communication styles								
	5	5. To analyse and apply different forms of electronic communication								
	6	6. To define public speaking								
	7	7. To analyse and apply basic presentation skills								
	Cons	Constructive alignment								
	no	Thematic unit	LO of the course	Content/teaching methods	Evaluation	Time				
	1	Introduction into the course and detailed plan.	-	Listen to lectures. Work independently on computer, get to know course content and eLearning documents.	-	5 h				
2.5. Course content according to detailed curriculum schedule	2.	Forms and processes of communication	2,3,4,5.6	Listen to lectures and read literature. Independently and in a team, analyse individual examples of different forms and processes of communication.	At the colloquium or written / oral exact they know how to identify and evaluate the model of the communication proceard the participants in the communicate process.	ate ess 10 h				
	3.	Interpersonal communication	2,3,4,5.6	Listen to lectures and read literature. In the seminar classes, individually research examples of interpersonal communication, explain and present them.	At the colloquium or written / oral exa they know how to identify and evalu interpersonal communication principles of successful communication	ate 10 h				
	4.	Business communication – structure of communication	2,3,4,5.6	Listen to lectures and read literature. In the seminar classes, individually research the content of this thematic field and present it individually.	At the colloquium or written / oral exa they know how to identify verbal, nonverbal, written and electronic communication.	m, 10 h				
	5.	Effective communication	2,3,4,5.6	Listen to lectures and read literature. In the seminar classes, individually research the content of effective	they can analyse and explain the lelements of effective communication	ney 10 h				

			communication and present it individually.	asking questions, a positive atmosphere and avoiding meta-languages.	
6.	Nonverbal communication – body language	2,3,4,5.6	Listen to lectures and read literature. In the seminar classes, individually research nonverbal communication.	At the colloquium or written / oral exam, they can distinguish and explain different aspects of the impact of nonverbal communication on interpersonal communication.	10 h
7.	Communication styles – assertive communication style	2,3,4,5.6	Listen to lectures and read literature. In the seminar classes, individually research communication styles, especially assertive communication style.	They know how to define and interpret an assertive communication style in a colloquium or written / oral exam.	10 h
8.	Communication styles – aggressive and submissive	2,3,4,5.6	Listen to lectures and read literature. In the seminar classes, individually research communication styles, especially aggressive and submissive communication style.	They know how to define and interpret aggressive and submissive communication style at a colloquium or written / oral exam.	10 h
9.	Communication and cultural differences	2,3,4,5.6	Listen to lectures and read literature. In the seminar classes, individually research the influence of cultural differences on communication process.	At the colloquium or written / oral exam, they can identify certain types of cultural differences and explain how they affect communication.	10 h
10.	Business correspondence	2,3,4,5.6	Listen to lectures and read literature. In the seminar classes, individually research business correspondence.	At the colloquium or written / oral exam, they can explain, analyse and apply various forms of business correspondence.	10 h
11.	Electronic communication	2,3,4,5.6	Listen to lectures and read literature. In the seminar classes, individually research electronic correspondence.	At the colloquium or written / oral exam, they can describe electronic communication and analyse various forms of electronic communication.	10 h

	12.	Public relations	2,3,4,5.6	Listen to lectures and read literature. In the seminar classes, individually research the influence of public relations in modern organizations.	At the colloquium or written / oral exam, they know how to define public relations and describe the components of the public relations function.	10 h	
	13.	Public speaking and meeting management	2,3,4,5.6	Listen to lectures and read literature. In the seminar classes, individually research the content of public speaking and meeting management.	At the colloquium or written / oral exam, they can explain and analyse public speaking and describe the key elements of meeting management.	10 h	
	14.	Preparation of presentations and presenting	2,3,4,5.6	Listen to lectures and read literature. In the seminar classes, individually research how to prepare and make presentations.	At the colloquium or written / oral exam, they know how to identify the main parts of the presentation preparation and make a quality ppt.	10 h	
	15.	Negotiating as a communication skill	2,3,4,5.6	Listen to lectures and read literature. In the seminar classes, individually research negotiating as a communication skill.	At the colloquium or written / oral exam, they can define negotiation and describe the basic types of negotiation.	10 h	
3. EVALUATION OF STUDENTS	WOR	К					
 3.1. Students` obligations In accordance with the Regulations on Studying and the Regulations on Student Assessment and Evaluation: for all full-time students attendance of at least 70%. Part-time students are required to attend classes at least 50%. All students are required to prepare, present and positively pass the seminar paper. Students who have during the course achieved: from 0 - 24,9% ECTS credits- are rated F (unsuccessful) and cannot obtain ECTS credits, and must re-enroll in the next academic year; from 25 - 49,9% - are assessed by FX (insufficient) and must pass the written exam (test). Written exam (test) can be held in a regular or extraordinary exam period. more than 50% - students have the right to take the final exam. Students can pass the final exam from the course in two ways: a) during classes through continuous monitoring of students (active participation in classes and preparation and presentation of seminar paper and two colloquia); b) during classes (active participation in classes and preparation and presentation of seminar work) and taking exams (written and oral exam). Students can take the final exam from the course in two ways: a) during the course of teaching through continuous monitoring of students (active participation in classes and preparation and presentation of seminar work) and taking exams (written and oral exam). 							

	Attendance		Writter	n exam	2 (without	colloquia)	Project	
	Experimental work		Resear	ch			Practical work	
the share of ECTS credits for each activity so that the total number of ECTS points approaches to the	Essay		Report				Continuous examination	
ECTS points corresponds to the credit score of the course)	Colloguium	3 (without written an oral exam)	d Semina	ar paper			Other	
	Class activity		Oral ex	am	1(without c	olloquia)	Other	
3.3. Student workload	14. Attending clas	 tudent workload on all bases for 1 ECTS credit is 30 hours in a semester and is estimated as: 14. Attending classes and exercises 40 hours 15. Preparing colloquia or exams through individual work 50 hours 						
4. GRADING SYSTEM								
4.1. Grading seminar papers								
	Unsatisfa	Satisfactory			Above average			
4.2. Grading colloquia/ written and oral exam	Student answers by men understanding of the sub know how to apply basic and knowledge, nor is al content of the subject wi	difficulty imparts new knowledg			ledge, content of the material, and logically connects and explains t terms and concepts supported with examples. Finds solution			
		70-74,9% of a	ttendance 75-79,9% of att		endance	80-89,9% of	attendance	90-100% of attendance
	Active course attendance	2 poin	ts	5 points		s 10 po		20 points
		2		3		4		5
4.3. Final grade according to evaluation elements	Colloquia/ Written exam	n 50-64,9	9%	65-79,99	%	80-89	,9%	90-100%
		25 poir	its	30 point	s	35 pc	oints	40 points
	Oral exam	2	3			5		5
		25 poir	its	30 point	S	35 pc	oints	40 points
4.3. Final grade according to absolute division		rcentage of acquired owledge, skills and	Nume	rical grade	ECTS g	rade		

С	competences (teaching + final			
	exam)			
	90 - 100%	5 (excellent)	А	
	80-89,9%	4 (very good)	В	
	65 – 79,9%	3 (good)	С	
	50-64,9%	2 (satisfactory)	D	

5. ADDITIONAL COURSE INFORMATION

5.1. Compulsory literature (available in the library and via	Title	Number of copies in the library	Availability via other media				
other media)	Lamza-Maronić, M. i Glavaš, J. (2008.), Poslovno komuniciranje, Osijek, Studio HS Internet i EFOS.	5					
5.2. Additional literature (at the moment of changes and/or amended	Fox, R. (2006.), Poslovna komunikacija, Zagreb, Hrvatska sveučilišna naklada i Pučko otvoreno učilište – Zagreb.	5					
of study programme)	Reardon, K., K. (1988.), Interpersonalna komunikacija, Zagreb, Alineja.	5					
5.3. Quality assurance methods that ensure the acquisition of knowledge, skills and competences	The control of students' work quality and the acquisition of necessary knowledge and skills will be ensured through interactive work. By keeping tract of attendance and student activity during classes and provided information on students' progress through short colloquiums and homework, information for further guidance to students will be provided in order to increase the efficiency of their work. Students will be informed about their rights an obligations as well as the methods of work and the required literature. Indicators of quality assurance system: Student survey, monitoring of annual data from the Croatian employment service on the annual state of student employment, surveys from employers and Alumni association.						
5.4. Informing about the course and contacting the teacher	It is the responsibility of each student to be regularly informed about the course, the coursework, and the opossible adjournment will be published in a timely manner on the Intranet pages of the course and on the can contact teachers during the consultation period (at least one hour per week), while for short questiduring class. It is also possible to ask questions by e-mail (from the official e-mail address at @ vus.hr), (no later than five working days after receiving the e-mail).	e website of the Šibenik V ons and explanations the	University. Students ey can be contacted				

1. GENERAL INFORMATION AB	1. GENERAL INFORMATION ABOUT THE COURSE								
1.1. Name of the course	Food and beverage management	1.8. ISVU course code							
1.2. Course holders	PhD, Nikolina Gaćina, Sen.Lec.	1.9. Course code in MOZVAG							
1.3. Associates	there is none 1.10. Method of teaching (number of hours P+V+S+e- learning)		(30+0+15+0)						
1.4. Study program (professional, specialist graduate professional study)	Professional Undergraduate Study of Tourism management	1.11. Level of e-learning application (1st, 2nd, 3rd level), The percentage of online courses (max. 20%)	1st level – materials available online, 0%						
1.5. Course status (O, I)	Optional	1.12. Ordinal number of changes and/or additions to the course description	2.						
1.6. Year of study	3 rd	1.13. Modernization	Yes □No						
1.7. Point value (ECTS)	3	1.14. Estimation of the percentage of changes and/or additions course program	Less than 20% More than 20 %						

 2.1 Course Objectives The goal is that students, based on theoretical knowledge and case studies: understand the principles of specific types of nutrition depending on age, body mass, health status, physical activity, religion understand dietary restrictions so that they can independently choose alternative substitute foods 	2. COURSE DESCRIPTION	
 Learn to recognize the difference between food into parate and an allergic reaction, and on that basis approach the importance of choosing alternative foods apply the learned content of this course in business practice. 	2.1. Course Objectives	 understand the principles of specific types of nutrition depending on age, body mass, health status, physical activity, religion understand dietary restrictions so that they can independently choose alternative substitute foods learn to recognize the difference between food intolerance and an allergic reaction, and on that basis approach the importance of choosing alternative foods

2.2. Terms of course entry and required competences	Completed four years of high school education; having a qualification at level 4.2 according to HKO.							
	LO 2: To organize, lead work in a team, and critically judge the opinions and attitudes of team stakeholders							
	LO 3: To independently and responsibly search the relevant literature for making solutions and conclusions in Croatian and foreign languages							
2.3. Learning outcomes on the study programme level	LO 5: To use the methods of planning, organizing, leading and controlling on examples from practice and analyse the problem and propose appropriate solutions to pr	oblem situations						
study programme rever	LO 11: To propose and evaluate the importance of food and nutrition and hygienic production and preparation of food in the tourist industry							
	LO 12: To design and economically valorise entrepreneurial ideas, events, projects, products and services in a team and present them							
	Learning outcomes according to Bloom's taxonomy: (up to two verbs per IU)	LO level: 1- guessing, 2- understanding, 3- application, 4-analysis, 5-evaluation, 6-synthesis						
2.4. Expected learning outcomes at the course level (4-10	14. To demonstrate knowledge and understanding course content by defining and describing the basic competencies of food and beverage managers	1, 2, 4, 6						
learning outcomes)	15. To analyse and compare the specifics of individual catering facilities from the point of view of food and drink offerings	2, 4,6						
icaning outcomes)	 16. To analyse and compare the specifics of alternative ways of eating and apply this knowledge when using appropriate alternative foods and when creating specific menus 							
	17. To apply basic gastronomic rules, standards and norms	3						
	 To analyse and single out the advantages of Croatian traditional gastronomy and Croatian autochthonous products and apply this knowledge in the offer of the same 	3, 4, 5,6						
	19. To evaluate the role of the team and SOP on the operations of the food and beverage sector	4, 5, 6						

	Cons	tructive alignment				
	No:	Thematic ensemble / Lecture Topic	Course LO	Content / Teaching Method	Evaluation	Time needed
	1.	Introduction to the course and detailed lesson plan. Parameters of creating a seminar paper and choosing the topic of the paper		They are listening to a lecture.		2 hours
	2.	Hospitality activity. Categorization of catering facilities with regard to the food and beverage offer.	1, 2, 3, 4, 5, 6	They listen to a lecture, watch multimedia, present a seminar paper followed by a discussion and read literature.	At the colloquium or written and oral exam, they know how to: define and categorize catering activities and classify catering facilities and state their specifics.	6 hours
2.5. Course content according to detailed curriculum	3.	<i>Law on food</i> . Food and nutrition. Macronutrients, micronutrients. Drinks and beverages.	1, 2, 3, 4, 5, 6	They listen to a lecture, present a seminar paper followed by a discussion and read literature.	At the colloquium or written and oral exam, they can: define and classify food and its role in human nutrition, basic macronutrients, explain their primary role in the human body and value good food sources of them; define and classify micronutrients, explain their primary role in the human body and value good food sources of them. They know how to list, differentiate and give an example of essential nutrients.	10 o'clock
chedule	4.	HACCP system in the preparation process i serving food and drinks	1, 2, 3, 4, 5, 6,	They listen to a lecture, present a seminar paper followed by a discussion and read literature.	At the colloquium or written and oral exam, they can: explain the HACCP system in the preparation process and serving food and drinks.	4 hours
	5.	A tour of a high-class hotel with the guidance of a food and beverage manager	1, 2, 3, 4, 5, 6,	Field work	Experiential learning	4 hours
-	6.	Croatian traditional gastronomy. Croatian autochthonous products.	1, 2, 3, 4, 5, 6	They listen to a lecture, present a seminar paper followed by a discussion and read literature.	At the colloquium or written and oral exam, they can: explain the specifics of Croatian gastronomy, the types of foods and the way they are thermally processed; define and classify autochthonous Croatian products and list and describe them.	8 hours
	7.	Alternative forms of nutrition. Alternative foods.	1, 2, 3, 4, 5, 6	They listen to a lecture, present a seminar paper followed by a discussion and read literature.	At the colloquium or written and oral exam, they know how to: define and classify alternative forms of nutrition and analyse the type of food used in some alternative diets	4 hours
	8.	Tour of high-class hotels with the guidance of the food and beverage manager	1, 2, 3, 4, 5, 6,	Field work	Experiential learning	4 hours
	9.	Specific hospitality standards.	1, 2, 3, 4, 5, 6	They listen to a lecture, present a seminar paper followed by a discussion and read literature.	At the colloquium or written and oral exam, they know how to: define and classify specific hospitality standards	4 hours

	10.	A tour of a high-end restaurant guidance of a food and beverage		1, 2, 3, 4, 5, 6,	Field work	Experiential learning		4 hours		
	11.	Food and beverage consumption Rationalization of raw material foodstuffs. Price formation.		1, 2, 3, 4, 5, 6	They listen to a lecture, press a seminar paper followed by discussion and read literature	a preparation and thermal p	describe food and drink nalyse losses during pre- rocessing of food, and how	8 hours		
	12.	Means of offering food and dri trends.	nks - new	1, 2, 3, 4, 5, 6	They listen to a lecture, press a seminar paper followed by discussion and read literature	a define and describe new th		8 hours		
	13.	<i>Sommelier</i> as an element of the Hospitality. Food and drink ma		1, 2, 3, 4, 5, 6	They listen to a lecture, press a seminar paper followed by discussion and read literature	a able to: define and describ		6 hours		
	14.	Teams. SOP.		1, 2, 3, 4, 5, 6	They listen to a lecture, press a seminar paper followed by discussion and read literature	At the colloquium or write	ten and oral exam, they can:	8 hours		
	15.	Final considerations/Revision preparation for the exam.	on and		They listen to the lecture and prepare individually for the exam.			20 hours		
3. EVALUATION C)F STU	JDENT WORK								
3.1. Obligations of the student	In accordance with the Regulations on studying and the Regulations on Student Assessment and Evaluation of student work: for all full-time students, attendance at classes of at least 70%. Part-time students are obliged to attend a minimum of 50% of lectures. All students must create, present and positively evaluate a seminar paper. Students who achieved during the course: From 0 - 24.9% ECTS points - they are graded F (failed) and cannot acquire ECTS points, and must re-enrol in the course in the following academic year; From 25 - 49.9% - they are graded FX (insufficient) and must sit and pass a written exam (test). The written exam (test) can be held during the regular or extraordinary exam period; More than 50% - students gain the right to access the final exam of the course. Students can pass the final exam from the course in two ways: a) during classes through continuous monitoring of students (active participation in classes and solving case studies, preparation and presentation of a seminar paper and two colloquia) b) during classes (active participation in classes and solving case studies, preparation and presentation of a seminar paper) and by passing the exam (written and oral part of the exam).									
3.2. Monitoring of students' work	Attend	ing classes			Written exam	1 (without colloquium)	Project			
(enter the share of	Experi	mental work			Research		Practical work			
ECTS points for each activity so that	Essay				Report		Continuous check			
the total number of ECTS points	Colloq	uiums	2 (without writte	en and oral exam)	Seminar work	0.75	(write the rest)			
corresponds to the point value of the course)	Activit	ies in class	0.25		Oral exam	1 (without colloquium)	(write the rest)			

3.3. Student workload4. FORMATION OI	Obligation Hours (estimate) 24. Attending classes 45 25. Preparation of seminar paper and presentation 10 26. Preparation for the colloquium/exam through self-study 35						
	An element of valuation	Bad	Satisfying	Above average			
4.1. Evaluation of the seminar paper	Organization	The paper is not organized in a logical order and lacks structure.	The paper is well structured with a clear distinction between the introduction, the main body of the text and the conclusion.	The paper is well structured with a clear distinction between the introduction, the main part of the text and the conclusion, which are excellently logically connected to each other.			
	Terminology, writing style	Words and expressions not aligned with official terminology. The writing style is not appropriate, the sentences are too long, the vocabulary is modest and there are frequent and repeated grammatical errors.	Words and expressions are aligned with official terminology. The writing style is appropriate, the sentence structure is clear, the vocabulary is appropriate and there are few grammatical errors.	Words and expressions are aligned with official terminology and demonstrate an understanding of their meaning. The writing style is excellent, the sentences are clear and concise, the vocabulary is rich and there are no grammatical errors.			
	Citation and citing of references	No sources are given at all. The references do not match the topic and show a superficial approach to researching the topic.	The sources are listed, but incompletely and with errors. References are appropriate for the topic and demonstrate a satisfactory research attitude.	Sources are accurately, completely and consistently cited. The references are adequate, their list is "rich" and comprehensive and shows a detailed research approach.			

	Bad	Bad		Satisfying		Above average	
4.2. Evaluation of the colloquium / written and oral part of the exam	Student answers by memory, without deeper understanding of the subject. Does not know how to apply basic terms, concepts and knowledge, nor is able to support the content of the subject with examples.		He reproduces basic concepts and transfers new knowledge without difficulty, understands the material, explains terms and concepts that he supports with examples.			Knowledge is at the level of a evaluation. He notices the rul thoroughly explains the conte logically connects and explai which he supports with exam were not originally given. Ob related material.	es, accurately and ent of the material and ns the terms and concepts ples. Finds solutions that
4.3. Forming the	Active attendance of classes	70-75% a	ttendance	76-86% attendance	8	7-100% attendance	Solved case studies
final grade	Active attenuance of classes	3 points		4 points		5 points	5 points

according to the	C			2	3	4	5
evaluation elements	Seminar work		5 points		7 points	8 points	10 points
			2		3	4	5
	Taking the colloq the exam	uium / Written part of	50-64.9%		65-79.9%	80-89.9%	90-100%
			25 points		35 points	40 points	50 points
			2		3	5	5
	Oral part of the ex	am	15 points		20 points	25 points	30 points
4.4. Forming the final grade based on		Percentage of acquire knowledge, skills an competences (classes + exam)	i Nur	nerical evaluation	ECTS grade		
absolute		90-100%		5 (excellent)	А		
distribution		80-89.9%		4 (very good)	В		
uisuittuutti		65 - 79.9%		3 (good)	С		
		50 - 64.9%		2 (enough)	D		

5. ADDITIONAL INFORMATION ABOUT THE COURSE									
	Title	Number of copies in the library	Availability via other media						
5.1. Compulsory literature (available in the library and through other media)	 Davis B., Lockwood A., Pantelidis I., Alcott P. (2008). <i>Food and beverage management</i>, 4th edition, Elsevier Oxford, 2008. Materials prepared for the course - <i>e-learning</i> course pages (MS Teams) 		Online (PDF)						
5.2. Additional literature (at the moment of changes and/or amended of study programme)	 Gaćina, N. (2016). <i>Nutrition in tourism: Food and tourism</i> I. Textbook of the Šibenik University of Applied Sciences, Šibenik Gaćina, N. (2022). <i>Nutrition in tourism: Drinks and beverages</i>. Textbook of the Šibenik University of Applied Sciences, Šibenik Krešić, G. (2012). <i>Trends in nutrition</i>. Faculty of Management in Tourism and Hospitality, Opatija. Havranek, J., Tudor Kalit, M. (Ed.) (2014). <i>Food safety from field to table</i>. MEP, Zagreb. (Selected chapters) 	4 4	Online (.pdf)						

5.3. Quality assurance methods that ensure the acquisition of knowledge, skills and competences	The control of students' work quality and the acquisition of necessary knowledge and skills will be ensured through interactive work. By keeping track of attendance and student activity during classes and provided information on students` progress through short colloquiums and homework, information for further guidance to students will be provided in order to increase the efficiency of their work. Students will be informed about their rights and obligations as well as the methods of work and the required literature. Indicators of quality assurance system: Student survey, monitoring of annual data from the Croatian employment service on the annual state of student employment, surveys from employers and Alumni association.
5.4. Information on the course and contact with the teacher	It is obligatory for every student to regularly inform about the course, teaching and teaching activities. All information about teaching or any delay in teaching will be published on the Intranet pages of the course and on the web pages of the Šibenik University. Students can contact the teachers during the consultation term (at least one hour per week), while brief questions and explanations can be addressed during classes. It is possible to ask questions by e-mail (from the official e-mail address from the domain @ vus.hr) that will be answered in a short time (no later than five working days from the receipt of e-mail).

VI. SEMSTAR

1. GENERAL INFORMATION ABOUT THE SUBJECT							
1.1. Title	Tourist Destination Management	1.8. ISVU course code	229061 229062				
1.2. Lecturer	Jasmina Sladoljev, univ.spec. oec., Sen.Lec.	1.9. MOZVAG course code	B65 B65-I				
1.3. Assistants and/or associates	None	1.10. Forms of teaching (number of hours Lecturing +Practical exercises + Seminars + e learning)	(45 + 15 + 0)				
1.4. Study programme (specialist, undergraduate, graduate)	Professional Undergraduate study of Tourism Management	1.11. Level of e-learning application (1 st , 2 nd , 3 rd level), percentage of online course performance (max. 20%)	Level 1 - Materials Available Online, 0%				
1.5. Course status (obligatory, optional)	Obligatory	1.12. Number of course revisions	2				
1.6. Study year	3 rd.	1.13. Modernization	□□yes □no				
1.7. Credit score (ECTS)	6	1.14. Percentage estimate of course changes and/or supplements	Less than 20% More than 20% □				

2. COURSE DESCRIPTION

2.1. Course objectives	The aim of the course is to acquaint students with the specifics of tourist destinations, and to direct them to the analysis of resources and supply of them in a competitive environment to develop a destination development strategy.
2.2. Terms of course entry and required competences	Having passed the exams with the second year of study
2.3. Learning outcomes	1. To apply and link economic terms in complex written and oral communication in Croatian and foreign languages
on the study programme level	2. To organize and lead teamwork, and critically evaluate the opinions and attitudes of team stakeholders
	3. To independently and responsibly search the relevant literature for decision making and conclusion in Croatian and foreign language
	4. To collect, budget and graph economy and business statistics using advanced software tools, and comment and analyse them
	5. To use planning, organizing, leading and controlling methods using case studies and analysing the problem
	6. To analyse and integrate core concepts and apply content related to economics, management, accounting and finance
	7. To develop team and interpersonal teamwork skills, master communication and case presentation skills (case studies, projects, seminars) using advanced software tools for document creation, presentation and budget implementation
	8. To link basic concepts and apply content related to the field of law for drafting legal acts (contracts, regulations) related to the company or organization
	9. To use software packages to manage business departments, processes, and organizations
	10. To design and economically evaluate entrepreneurial ideas, events, projects, products and services in the team and present the same
	11. To analyse the new roles of organizations, systems, processes, products and services and quality standards in the company and propose the valorisation of new trends in enterprises and organizations
	12. To analyse supply and resources (in organization, company, tourism, tourist destination) respecting the changing environment using key business indicators at global, national, regional and local levels, and develop development strategies to achieve competitiveness

2.4. Expected learning outcomes on the course level	Learning outcomes towards Bloom's taxonomy: (up to two verbs per LO)	LO Level: Recapture, Understanding, Application, Analysis, Evaluation, Synthesis
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	1. To explain and critically destination	evaluate the	basic concepts and characteristics	of a tourist	2, 5					
	2. To create, calculate and p				4,6					
	3. To analyse the tourist env the prices of services of t	sis determine	4							
	4. To design new products a		¥		6					
	5. To analyse and process the	ne offer and	resources of the tourist destination		5,6					
	Constructive alignment	Constructive alignment								
	Thematic unit	IU course	Content / teaching method	Valuation		It takes time				
	Introductory lecture.	1	They listen to a lecture. In the course of the seminar, they are introduced to the course content and documents on the e-learning page of the course by working independently on a computer.	-	-					
2.5. Course content according to detailed curriculum schedule	Tourism - classification, functions of tourism; Tourism as a system; Basic factors of tourism	1, 2,3 4	They listen to a lecture, present seminar papers	exam they define concepts that or	or the written and oral ne and explain the basic ccur in this whole; then ow and analyse the same xample	6 hours				
curriculum schedule	Touristic destination and destination system. Tourism trends;	1, 2,3 4; 8,	They listen to lectures, solve case studies, present seminar papers	At the colloqui oral exam they concepts that of unit, then they analyse the sam example, critica	un or the written and define and explain the ccur in this thematic should present and he on a concrete ally judge based on the em and propose a	8 hours				
	Planning as a function of managing a tourist destination; principles and characteristics of planning; subjective to you in the process of development	1, 2, 3, 4, 8	They listen to lectures, solve case studies, present seminar papers	At the colloqui oral exam they concepts that of unit, then they analyse the sam	um or the written and define and explain the ccur in this thematic should present and he on a concrete ally judge based on the	10 hours				

	planning tour with t Icke destination.			presented problem and propose a solution to the same problem.	
	Planning as a function of managing a tourist destination; local planning procedures; planning of tourist sites;	1, 2, 3, 6, 7, 8, 10, 12	They listen to lectures, solve case studies, present seminar papers	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit, then they should present and analyse the same on a concrete example, critically judge based on the presented problem and propose a solution to the same problem.	10 hours
	Analysis of the macro environment and the tourist destination market; SWOT analysis, 1 colloquium	1, 2, 3, 5, 6,7, 10, 12	They listen to lectures, present seminar papers	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit, then they should present and analyse the same on a concrete example, critically judge based on the presented problem and propose a solution to the same problem.	10 hours
	Study trip	11.12	They analyse the elements of the tourist destination and the role of the organizations and make concrete conclusions and suggestions	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit, then they should present and analyse the same on a concrete example, critically judge based on the presented problem and propose a solution to the same problem.	12 hours
	Strategic destination management, Planning models and techniques for minimizing the negative effects of tourism	1, 2, 3, 5, 7,9, 10, 11, 12,	They listen to a lecture, solve case studies, present projects	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit, then they should present and analyse the same on a concrete example, critically judge based on the presented problem and propose a solution to the same problem.	12 hours

Strategic marketing planning as part of the overall development planning process	1, 2, 5, 7, 9, 10, 11, 12	They listen to a lecture, solve case studies, present projects	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit, then they should present and analyse the same on a concrete example, critically judge based on the presented problem and propose a solution to the same problem.	12 hours
Organization of economic agents of tourist intermediation.	1, 2, 3, 5, 7,9, 10, 11, 12,	They listen to a lecture, solve case studies, present projects	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit, then they should present and analyse the same on a concrete example, critically judge based on the presented problem and propose a solution to the same problem.	16 hours
Managing the destination mix marketing tools	1, 2, 3, 5, 7,9, 10, 11, 12,	They listen to a lecture, solve case studies, present projects	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit, then they should present and analyse the same on a concrete example, critically judge based on the presented problem and propose a solution to the same problem.	16 hours
Destination organization and management structure	1, 2, 3, 5, 7, 9, 10, 11, 12,	They listen to a lecture, solve case studies, present projects	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit, then they should present and analyse the same on a concrete example, critically judge based on the presented problem and propose a solution to the same problem.	16 hours
Learning and monitoring implementation plans	1, 2, 5, 7,9, 10, 11, 12,	They listen to a lecture, solve case studies, present projects	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit, then they should present and analyse the same on a concrete	16 hours

	Global Tourism Trends; Guest lecture; Preparation for the colloquium	1, 2, 5, 7,9, 10, 11, 12	They listen to a lecture, present projects	 example, critically judge based on the presented problem and propose a solution to the same problem. At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit, then they should present and analyse the same on a concrete example, critically judge based on the presented problem and propose a solution to the same problem. 	16 hours
	Concluding Considerations, Signatures, 2nd Colloquium	11.12	present projects	At the colloquium or the written and oral exam they define and explain the concepts that occur in this thematic unit, then they should present and analyse the same on a concrete example, critically judge based on the presented problem and propose a solution to the same problem.	4 hours
3. EVALUATION OF S	 In accordance with the Regulations on Studytime students have the obligation to attend a Students who have during the course achiev From 0 – 24,9% ECTS credits-i From 25 – 49,9% ECTS credits - extraordinary exam period. More than 50% ECTS credits - s Students can pass the final exam in two way 	tt least 50% of l ved: - is rated F (unsuc - is rated FX (in students have th vs: a) during the ct, passing two o	ectures. All students must create, present ar eccessful) and cannot get ECTS credits and n ladequate) and has to come out and pass the e right to access the final exam of the subject course through continuous student attendar colloquia); b) during the course (active parti	nation: for all regular students attend at least 70% attend nd positively colloquy seminar paper. nust re-enrol the subject in the next academic year. test (exam). A written exam can be held in a regular	or tudies, making

3.2. Monitoring student work (enter the share of	Attending classes	0.5	Written exam	2 (no midte	erm)	The project	1.5		
ECTS credits for each	Experimental work		Research			Practical work			
activity so that the total number of ECTS points	Essay		Essay			Continuous checking			
corresponds to the credit score of the course)	Colloquia	3 (without written and oral exam)	Seminar paper	0.5		(other type)			
	Teaching activities	0.5	Oral examination	1 (no midte	erm)	(other type)			
3.3. Student workload	Obligatio							Hou	irs
		ttending classes			60				
		reation of seminar work and			45				
	3. P	reparation for the midterm / e	xam through self-study		75				
4. GRADING									
4.1. Seminar paper grading	Valuation Element	Poor	Satisfying		Abov	e average			
	Organization	The paper is not organized in a logical order and lacks structure.	The paper is well structer distinction between introduction, the main text and the conclusion	een the 1 body of the	distin body	paper is well structured win action between the introdu- of the text and the conclu- ally interconnected.	ction, the main		
	Terminology, writing style	Words and expressions low in line with official terminology. The writing styl is not appropriate, the sentences are too long, of a modest vocabulary and with frequent and repeated grammatical errors.	N Words and expression	ns are in line ogy. The priate, the clear, the riate and there	Word offici under style e conci	Is and expressions are alig al terminology and show a rstanding of their meaning is excellent, the sentences se, the vocabulary is rich ammatical errors.	an the writing are clear and		
	Citing and referencing references	The sources are not listed at all. The references do not fit the topic and show a cursory approach to exploring the topic.	The sources are listed incomplete with error references are relevar and show a satisfacto attitude.	rs. The nt to the topic	consi appro	sources are accurately, con stently listed. The reference opriate, their list is "rich" a prehensive and shows a dep pach.	ces are ind		

4.2. Colloquium / exam grading	Poor	Poor Satisfying		Satisfying Ab		Above average	
grading	deeper understanding of the subject. Does not know how to apply basic terms, concepts and knowledge, nor is able to support the content of the subject with		ect.difficulty transfers newev.ic terms,knowledge, understands subjecttheable tomatter, explains the terms andlogt withthe notions that substantiate byen		Knowledge is at the level of analysis, synthesis and evaluation. It observes legitimacy, accurately and thoroughly explains the content of the subject, and logically links and explains the terms and concepts tha encapsulates. Find solutions that are not originally give There is a correlation with correlative subjects.		accurately and the subject, and ms and concepts that it re not originally given.
		2 points		4 points		7 points	3 points
	Sominor popor	2		3	4		5
	Seminar paper	5 points		7 points		8 points	10 points
		2		3		4	5
	Examination / Written examination	50 to 64.9%		65 to 79.9%		80 to 89.9%	90-100%
		25 points		30 points		35 points	40 points
	Oral part of the even	2		3		5	5
	Oral part of the exam	25 points		30 points	35 points		40 points
		equired knowledge, sl s (teaching + final ex		Number rating		ECTS grade	
4.4. Creating a final grade according to		90 - 100%		5 (excelle	nt) AND		
absolute allocation		80 - 89,9%		4 (very good			
		65 - 79,9% 50 - 64,9%		3 (good 2 (sufficie			

5. ADDITIONAL INFORM	IATION ABOUT THE COURSE		
	Title	Number of copies in the library	Availability through other media

5.1. Compulsory literature (available in the library and through other media)	1. P. Gardijan, Menadžment turističke destinacije-brend menadžment turističke destinacije, Veleučilište u Šibeniku, 2010.	5				
linough older media)	2. L. Petrić, Upravljanje turističkom destinacijom, Načela i praksa, Ekonomski fakultet u Splitu, Split, 2011.	10				
5.2. Additional literature (at the moment of changes and/or amended of study programme)	 D. Magaš, Management turističke organizacije i destinacije, Adamić, Rijeka, 2003. R. Dobre, Menadžment turističke destinacije (skripta), Visoka škola za turistički menadžment Šibenik,. Šibenik, 2004. Časopisi (Turizam, Tourism and Hospitality Management, Journal of Travel researsh, Acta Turistica) P. Mason, Tourism Impacts, Planning and Management, Elsevier, Oxford 2006. 	3	Da			
5.3. Quality assurance methods that ensure the acquisition of knowledge, skills and competences	Quality control of students' work and the acquisition of necessary knowledge and skills will be ensured through interactive work. Keeping records of students' attendance and activity in the classroom and information obtained about student progress through the midterm will provide the information needed for further guidance to students in order to increase their work efficiency. Students will be instructed in their rights and obligations as well as working methods and required literature. Quality assurance system indicators: Student survey, monitoring of annual data with CES - on the annual student employment status, employer survey and Alumni Association					
5.4. Information on the course and contact with the teacher	employer survey and Alumni Association. It is the obligation of each student to be regularly informed about the course, the coursework and the classroom activities. All notices of classes or possible adjournment will be published in a timely manner on the Intranet site of the course and on the website of the Šibenik University. Students can contact teachers during the consultation period (at least one hour per week), while for short questions and explanations they can be contacted during class. It is also possible to ask questions by e-mail (from the official e-mail address at @ vus.hr), which will be answered as soon as possible (no later than five working days after receiving the e-mail).					

1. GENERAL INFORM	MATION ABOUT THE SUBJECT				
1.1. Title	Professional Practice	1.8. ISVU course code	229063 229064		
1.2. Lecturer	Jasmina Sladoljev, univ. spec. oec., Sen.Lec.	1.9. MOZVAG course code	T46-I T46		
1.3. Assistants and/or associates	Dino Slavica, Master in econ., lec.	1.10. Forms of teaching (number of hours Lecturing +Practical exercises + Seminars + e learning)	120 hours		
1.4. Study programme (specialist, undergraduate, graduate)	Professional Undergraduate study of Tourism Management	1.11. Level of e- learning application (1 st , 2 nd , 3 rd level), percentage of online course performance (max. 20%)	Level 1 - materials available On-line,		
1.5. Course status (obligatory, optional)	Obligatory	1.12. Number of course revisions	2		
1.6. Study year	3 rd year	1.13. Modernization	yes □no		
1.7. Credit score (ECTS)	15	1.14. Percentage estimate of course changes and/or supplements	Less than 20% More than 20%		

2. COURSE DESCRIPTION

 2.1. Course objectives 2.2. Terms of course entry and required competences 	The basic goal of the course is to acquaint students with practical work in tourism organizations guidance of mentors in them. The goal is to train students to understand the organizational structure functions, level of responsibility and decision making in different situations. Thanks to previously practical classes, students are trained to work in tourism organizations and companies. The goal strengthen the links between the Polytechnic of Šibenik and economic entities in tourism and to face Enrolled VI semester	e, way of working, types of tasks, jobs, ly acquired theoretical knowledge and als of the professional practice are to
2.3. Learning outcomes on the study programme level	 To apply and connect economic terms in more complex written and oral communication in Cr To develop team and interpersonal skills in teamwork, master communication skills and preser To apply methods in the field of mathematics, statistics and informatics in the processing and at To use methods of planning, organizing, leading and controlling on examples from practice appropriate solutions to problem situations in the field of tourism To interpret business and financial reports and propose solutions to improve financial operatio To design and economically valorise entrepreneurial ideas, events, projects, products, and serve To analyse business processes and standards in tourism entities and propose the valorisation of To develop a marketing plan for a tourism company To use information and communication technology in business in tourism 	ntation skills of given topics and tasks nalysis of data in the field of economics and analyse the problem and propose ons vices in a team and present them
2.4. Expected	Learning outcomes towards Bloom's taxonomy: (up to two verbs per LO)	LO Level: Recapture, Understanding, Application, Analysis, Evaluation, Synthesis
learning outcomes	1. To analyse the organizational structure of the company	4,6
on the course level	2. To identify the scope of responsibilities in the workplace and competencies	4
	3. To analyse processes and procedures in business and work with clients and tourists	6
	4. To choose the right procedures in solving tasks	4
	5. To explain how to provide services and products and company policy	2
	6. To propose solutions for complex business situations	5
	7. To evaluate rules, procedures, and business rules	6

		•	onnect basic concepts and apply content related to the field of gement, marketing, accounting, and finance	3,4							
	Constructive alignment										
	Thematic unit	Valuation	It takes time								
2.5. Course content according to detailed curriculum schedule	1.	Execution of professional practice.	 Mandatory professional internship program (depending on the selected busine entity or institution): Introduction to the organisation and functioning of the business entity or organisation in which the professional practice is performed. Introduction to the system of work and business of appropriate organisational units in the organisation or company. Getting acquainted with the work and business and the scope of responsibilitie of the organisational unit(s) in which the student will perform professional practice (these organisational unit(s) should deal with those activities that are consistent with the knowledge that the student acquires at their study or have enough points of contact with professional subjects that the student listens to i their field of study). It is desirable that the student goes through several departments during the internship in order to better understand the functioning of the company and the connection between the departments. 4. Work on specific cases from practice (for example: contracts in the sale of tourist facilities, monitoring processes and procedures in the business of tourist companies, contracting tourist arrangements, and making them, making calculations, making contracts, contracting transport and insurance, performing payment transactions in country and abroad, organization of marketing service in the company, market research, the use of business information, introduction to the work and business of hotels, hotel departments production department, procurement, sales, finance, non-board facilities), contracts in tourism, making commercial calculations, getting acquainted with the method of making annual company plans, calculating economy, productivi and profitability of business, analyse financial data, get acquainted with legal organizations in tourism, and information organizations in tourism. 	Practice Diary prepared and presented.	120 hours						

3. EVALUATION C	OF STUDENT WO	RK						
3.1. Students` obligations	professional studies a in summary form. The students are obli holder of the course the course leader sign practice is performed and tasks entrusted to safety measures, accor practice and take car are obliged to conduc by a mentor. After su student's Certificate of professional practice does not accept the F Professional Practice The practice is interr or termination of the A student may be reac content and complex written application fo	at Šibenik ged to car profession as the Ins l under the point and shount-dare e that his/ ct a diary accessfull of Comple- tice and the sional pra- diary, he profession course in upted in t existence cognised f ity. In orce profession cor recogni-	c University of Applied Scier rry out professional practice. nal practice independently or truction for performing the p e mentorship of an authorise nall respect the laws and regu d obligations, and safety mer 'her behaviour or actions do of professional practice (An y completing practice, the au eted Professional Practice (An e certificate of completed pr actice and no later than the en- s/she enters "satisfied" in the al Practice diary, he enters "in the next academic year. he event of justified reasons of the same lecturers immed for the Professional Practice ler for the course to be recog ition of the internship (Appen-	nces are prescribed by the Ordin The student performs profession at the suggestion of the studen professional internship (Append d person. During a training, the alations of the legal entity with asures, and shall keep the prope- not cause damage to the legal e nex 4: Rules of Professional Pra- athorised person in a legal entity appendix 5 of the Rulebook on ofessional practice to the holde and of the current academic year Certificate of Professional Prac- not satisfied" in the Certificate and continues when such reaso diately after their occurrence or course if he/she works or has w mised, the student should, in the ndix 3 of the Ordinance on Inte	nance on Profession onal practice in org t. In order for a stu ix 2 of the Ordinar e student is obliged which he/she carrie erty of the legal ent ntity and the nivers actice). Upon comp y in which a studen Professional Intern r of the course Pro . If the holder of the ctice and the index. of Professional Pra ms cease to exist. The after learning about vorked on jobs that e semester in which rnship) and a certif	er of implementation of profession nal Practice. At this point, the same ganisations and companies determine dent to be admitted to a profession to en Professional Internship). Pro- to thoroughly and honestly perform es out the practice, to comply with ity in which he/she performs his/he sity. During their professional prac- oletion of the internship, a diary is the performs the practice signs and co- ship). The student is obliged to sul- fessional Practice immediately after e Professional Practice course acco- lf the holder of the Professional Pra- tice, and the student is obliged to the student or mentor informs about at the existence of such reasons. correspond to the intended practice in he is obliged to do the internship ficate of the legal entity where he w is well as the end date in case the en-	e is described ned by the nal internship, ofessional m the duties the prescribed er professional ctice, students further signed certifies the bmit the diary er the epts the Practice course or e-enrol in the ut the existence e in terms of , submit a works or has	
3.2. Monitoring student work (enter the share of	Attending classes			Written exam		Project		
ECTS credits for each activity so that the total	Experimental work			Research		Practical work		
number of ECTS points	Essay			Report		Continuous checking		
corresponds to the credit score of the course)	Colloquium			Seminar paper		Execution of expert burst	15 ECTS	
	Teaching activities			Oral exam				
3.3. Student workload	d	Studer		s 1 ECTS credit 30 semester	hours and is esti-			
			Commitment			Hours (estimated)		
			2. Attending pra	nctice		450 hours		

4. GRADING										
4.1. Seminar paper grading										
4.2. Colloquium / exam gradi	ng	/								
4.3. Creating a final grade acc evaluation elements	cording to	No grading. Professional practice is evaluated descriptively ("satisfied" or "not satisfied").								
4.4. Creating a final grade acc absolute allocation	cording to									
5. ADDITIONAL INFORM	ATION ABO	UT THE COURSE								
5.1. Compulsory literature (available in the library and through other media)		Title	Number of copies in the library	Availability through other media						
	Instructions f	professional practice of Šibenik University of Applied Sciences. or writing a Professional Practice Diary. on, laws, rulebooks and regulations related to the business organization and the performance of								
5.2. Additional literature (at the moment of changes and/or amended of study programme)	Documentation its activities	on, laws, rulebook and regulations related to the business organization and the performance of								
5.3. Quality assurance methods that ensure the acquisition of knowledge, skills and competences	attendance an for further ins of work and t Quality Assur	Quality control of students' work and acquisition of necessary knowledge and skills will be ensured through interactive work. Keeping records of student attendance and activities in the classroom and the information obtained on student progress through the colloquium will provide the information needed for further instructions to students in order to increase the efficiency of their work. Students will be instructed in their rights and obligations and methods of work and the necessary literature. Quality Assurance System Indicators: Student Survey, Monitoring of Annual Data from the CES on the Annual Employment Status of Students, Employer Survey and Alumni Association.								
5.4. information on the course and contact with the teacher	It is the obligation of each student to be regularly informed about the course, the course of classes and activities in the classroom. All notific the teaching or possible postponement of classes will be published in a timely manner on the intranet pages of the course and on the website or University. Students can contact teachers during the consultation period (at least one hour per week), while short questions and explana addressed during classes. It is also possible to ask questions by e-mail (from the official e-mail address on the domain @ vus.hr) which will as soon as possible (no later than five working days from the receipt of the e-mail).									

1. GENERAL INFORMATION										
1.1. Course title	Final Thesis	1.8. Course code at ISVU	142621							
1.2. Course lecturer	-	1.9. Course code at MOZVAG	-							
1.3. Assistants and/or associates	-	1.10. Forms of teaching (number of hours Lecturing + Practical exercises + Seminars + elearning)	-							
1.4. Study programme (specialist, undergraduate, graduate)	Professional Undergraduate study of Tourism Management	 1.11. Level of e- learning application (1st, 2nd, 3rd level), percentage of online course performance (max. 20%) 	1 st - some of the material available Online, 0%							
1.5. Course status (obligatory, optional)	Obligatory	1.12. Number of course revisions	4.							
1.6. Year of study	3 rd	1.13. Modernization	Yes 🗆 No							
1.7. Credit point (ECTS)	10	1.14. Percentage estimate of course changes and/or supplements								
2. COURSE DESCRIPTION										
2.1. Course objectives	profession, thus deepening the theoretical knowled of the course is for students to develop the ability	the given topic successfully applies the acquired knowl lge acquired through the study program at the level of the of an independent approach in processing and solving co dently analyse research results as well as the skills of writi	profession he acquires. Also, the aim omplex and practical problems in the							
2.2. Terms of course entry and required competences	Enrolled VI semester									
2.3. Learning outcomes on the study programme level	Learning outcomes of the Final thesis depends on	the topic and the course is chosen by the student.								

		Level of LO:
		1 - memory,
2.4. Expected learning outcomes	Learning outcomes according to Bloom's taxonomy:	2 - understanding,
on the course level	(maximum 2 verbs for LO)	3 - application,
		4 - analysis,
		5 - evaluation,

					6 – synthesis.						
	1. To choose a topic and analy		4								
	2. To analyse and sublimate r		3								
	3. To formulate and analyse the	he context of the research			6, 4						
	4. To select and apply the rese	earch methodology and write the Final	thesis		5						
	5. To evaluate and present the	e results of the research or solution to the	he problem		6						
2.5. Course content according to detailed curriculum schedule											
3. EVALUATION OF STUDENT	WORK										
3.1. Students` obligations	-	Students are required to write a final thesis under the guidance of a selected or assigned mentor and to consult with the mentor about the given opic and the final thesis. The student is obliged to present and defend the final thesis in front of the committee for its evaluation and defence.									
	Attendance	Written exam	4 (without colloquia)	Project							
3.2. Monitoring student work (enter the share of ECTS credits	Experimental work	Research		Practical work							
for each activity so that the total number of ECTS points	Essay	Report		Continuous examination							
corresponds to the credit score of the course)	Colloquium	Seminar paper		The written part of the Final thesis	7						
	Class activity	Oral exam		Oral defence of the Final thesis	3						
	Student workload on all bases	s is 1 ECTS credit 30 semester hours a	nd is estimated as:								
3.3. Student workload	Obligation		Hours (estimated)								
5.5. Student workload	1. The written part of		210								
	2. Oral defence of the	Final thesis	90								
4. FORMATION OF GRADES											

	Element of evaluation	Bad		Sati	isfying		Above average	
	Organization	The paper is not organi logical order and lacks		clear distinction	main body of the	The paper is well structured with a clear distinction between the introduction, the main body of the text and the conclusion, which are logically interconnected.		
4.1. Evaluation of the Batchelor thesis	Terminology, writing style	Words and expressions with official terminolog writing style is not app sentences are too long, vocabulary and with fre repeated grammatical e	gy. The ropriate, the of a modest equent and	with official term writing style is a sentence structur	ppropriate, the e is clear, the propriate and there	Words and expressions are aligned with official terminology and show an understanding of their meaning. The writing style is excellent, the sentences are clear and concise, the vocabulary is rich and there are no grammatical errors.		
	Citing and referencing references	The sources are not list references do not fit the show a cursory approac exploring the topic.	e topic and	The sources are l incomplete and v references are rel and show a satisf attitude.	vith errors. The levant to the topic	completel The refere list is "ric	es are accurately, y, and consistently listed. ences are appropriate, their n" and comprehensive and etailed research approach.	
	The written part of the	2		3	4	5		
4.3. Forming the final grade	Final thesis	5 points	1) points	15 point	s	s 20 points	
according to the evaluation	The written part of the	2		3	5		5	
hements	Final thesis	5 points	1) points	15 point	s	15 points	
	0 1	ired knowledge, skills a mpetences	nd	Number rating		ECT	S grade	
4.4. Formation of final grade	9	0 - 100%		5 (excellent)			A	
based on absolute distribution		0-89,9%		4 (very good)			В	
		5 – 79,9%		3 (good)			С	
	5	0-64,9%		2 (sufficient)		D		

5.1. Required literature (available	Title	Number of copies in the library	Availability via other media
in the library and through other	Regulations on the Final thesis	-	
media)	Instructions for writing a seminar paper and Final thesis		
	Books and professional literature in the field of writing the Final thesis		
	Internet websites in the field of the topic of writing the Final thesis	-	
5.2. Supplementary literature (at the time of the submission of changes and / or additions to the study program)	-	-	-
5.3. Quality assurance methods that ensure the acquisition of knowledge, skills and competences	Quality control of students' work and the acquisition of necessary knowledge and skills will be ensured of students' attendance and activity in the classroom and information obtained about student progra information needed for further guidance to students in order to increase their work efficiency. Stud obligations as well as working methods and required literature. Quality assurance system indicators: S data on annual employment status of students, employer survey and Alumni Association.	ess through the midterm ents will be instructed in	will provide the their rights and
5.4. Informing about the course and contacting the teacher	It is the responsibility of each student to be regularly informed about the course, the coursework, and the or possible adjournment will be published in a timely manner on the intranet site of the course and Students can contact teachers during the consultation period (at least one hour per week), while for she contacted during class. It is also possible to ask questions by e-mail (from the official e-mail address at as possible (no later than five working days after receiving the e-mail).	on the website of the Šib ort questions and explana	enik University. tions they can be

LEARNING OUTCOME MATRIX OF PROFESSIONAL UNDERGRADUATE STUDY OF TOURISM MANAGEMENT FOR THE ACADEMIC YEAR 2024/2025.

	I1	I2	I3	I4	I5	I6	I7	I 8	I9	I10	I11	I12	I13	I14
Principles of Economics	+	+	+			+								
Introduction to Tourism	+	+	+							+				+
Environmental Management in Tourism			+		+					+				
Financial Mathematics				+	+		+							
Organization of Tourism	+	+	+							+				+
Business English I	+		+							+				
Business German I	+		+							+				
Business Italian I	+		+											
Economy of companies in tourism	+	+	+			+	+							
Informatics		+	+	+										+
Commercial Law in Tourism	+	+	+						+	+				
Food and Beverage Technology		+	+						+		+			
Introduce in Selective Forms of Tourism	+		+			+				+		+		
Business English II	+	+	+			+				+				
Business German II	+		+							+				
Business Italian II	+		+											
Management	+	+	+		+			+	+			+		
Tourism Marketing	+	+	+	+								+	+	
Fundamentals of Accounting	+		+	+		+	+							
Business English III	+	+	+			+								
Economics of Non-Profit Organization	+	+	+			+								
Management of Protected Areas of Nature			+		+					+				+
Cultural Heritage Management		+	+		+			+				+		+
Business German III	+		+							+				
Business Italian III	+		+											

	I1	I2	I3	I4	I5	I6	I7	I 8	I9	I10	I11	I12	I13	I14
Service Management		+	+			+								
Fundamentals of Enterprise Financing in														
Tourism	+	+	+	+		+	+							
Business Statistics				+	+		+							
Business English IV	+	+	+			+								
Entrepreneurship		+					+	+						
Use of DDD Methods and HACCP-a in														
Hotel Industry		+			+				+		+			
Food Safety in Tourism		+	+								+			+
Digital marketing	+	+	+									+	+	+
Business German IV	+		+							+				
Business Italian IV	+	+	+			+								
Human Resource Management	+	+	+			+								
Hotel Organization and Reception														
Operation	+	+	+	+	+		+	+	+	+		+	+	+
Management of Tourist agencies and Tour														
Operators	+	+	+	+	+	+	+	+	+	+		+	+	+
Business Organization		+	+		+	+								
Public Sector Economics	+	+	+											
Quality management		+	+						+					
Nutrition in Tourism		+	+		+						+	+		+
Business Communication		+	+											+
Food and Beverage Management		+	+		+						+	+		+
Management of Tourist Destination	+	+	+	+	+			+		+		+		
Professional Practice	+	+	+	+	+			+		+		+		
Final Thiess	+	+		+	+		+	+	+				+	+
TOTAL NUMBER OF COURSES BY LEARNING OUTCOME	30	32	41	10	14	14	9	7	8	16	5	10	5	14

Curriculum for the Department of Management and Tourism, Professional Undergraduate Study of Tourism Management Šibenik University of Applied Sciences, for the academic year 2024/2025. was adopted at the 4th session of the Council Department of Management and Tourism, which was held on, July 15 and 16. 2024. (electronic session)

Curriculum for the Department of Management and Tourism, Professional Undergraduate Study of Tourism Management Šibenik University of Applied Sciences, for the academic year 2024/2025. was adopted at the 12th session of the Council Šibenik University of Applied Sciences, which was held on, July 17. 2024.

CLASS: 007-02/24-08/01 REGISTERY NUMBER: 103-07-24-12

Šibenik, 17.07.2024.

Head of Department of of Management and Tourism

Divna Goleš, mag.oec., Sen.Lec.

Jolisdivine

