Virtual Erasmus mobility
Entrepreneurial Skills for the Information Technology Industry 3 ECTS
February – April 2024

<table>
<thead>
<tr>
<th>Sessions</th>
<th>Activities</th>
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| 13.02 8:45 am – 10:15 am | Virtual sessions
  Introduction to the course content: The Product or Service: Deciding on the product; Competitive marketplace;  
  • 2 ac. h online via BBB (e.tsi.lv)  
  • Self-reading and reporting (independent study)  
  • Self-assessment quiz (independent study) |
| 20.02 8:45 am – 10:15 am | The customer value proposition; Distinctive Selling Point.  
  • 2 ac. h online via BB (e.tsi.lv)  
  • Self-reading and reporting (independent study)  
  • Self-assessment quiz (independent study) |
| 27.02 8:45 am – 12:00 pm | Virtual sessions
  Practical Issues: - Building a demonstration prototype; The manufacturing process; - How to subcontract.  
  • 4 ac. h online via BB (e.tsi.lv)  
  • Self-reading and reporting (independent study)  
  • Self-assessment quiz (independent study) |
| 05.03 8:45 am – 12:00 pm | The customer value proposition; Distinctive Selling Point.  
  • 2 ac. h online via BB (e.tsi.lv)  
  • Self-reading and reporting (independent study)  
  • Self-assessment quiz (independent study) |

Intensive training week

11.03.- 08:45-12:00.
12.03.-08:45-12:00.
13.03. -08:45-12:00.
14.03. 08:45-12:00.
15.03. 12.00 – 15:00

RIGA In person

Company Law: Basic types of companies; Forming a Limited Liability Company; Intellectual Property; Formal Company Law Requirements;  
  • 4 ac. h tutorial session

Setting up your Office: - Electronic office; - Staff recruitment and employment; - Electronic Commerce.  
  • 4 ac. h tutorial session

Managing your finances: - Bookkeeping; - Understanding financial statements; - Company taxation; - Profitability, forecasting and pricing.  
  • 4 ac. h tutorial session

Making your Fortune: Marketing; Public Relations, advertising, sales; International expansion;  
  • 4 ac. h tutorial session

Cultural Activity – Riga City Guided Tour  
  • 4 ac. h
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<th>Date</th>
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<tr>
<td>19.03</td>
<td>8:45 am – 10:15am</td>
<td>Virtual session s&lt;br&gt;<strong>Making your Fortune: The exit trade sales and going public.</strong>&lt;br&gt;• 2 ac. h online via BB (e.tsi.lv)&lt;br&gt;• Self-reading and reporting (independent study)&lt;br&gt;• Self-assessment quiz (independent study)</td>
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<tr>
<td>09.04</td>
<td>8:45 am – 12:00pm</td>
<td>Project Presentation &amp; Report&lt;br&gt;• 4 ac. h online via BB (e.tsi.lv)</td>
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**Total:** 34 academic hours + 46 academic hours for independent study = **80 academic hours = 3 ECTS.**