

## POLYTECHNIC OF MEÐIMURJE IN ČAKOVEC

COURSE SYLLABUS								
ACADEMIC YEAR: 2020/2021								
1. GENERAL COURSE INFO	RMATION	I	-					
1.1 Course name	Operational plan	nning						
1.2 Study program/s	Undergraduate study program Tourism and Sport Management							
1.3 Course status (O,E)	0		1.6 Mo	de of	Lect	ures	30	
1.4 Course code			ins	struction	Exe	rcises	30	
1.5 Course abbreviation			(number of		Sem	ninars		
1.6 Semester	IV		ho	urs)	E-le	arning		
1.7 ECTS	6		1.7 Pla	ce and	Prer	nises of t	he	
			tin	ne of	Poly	/technic/o	distanc	e learning
			ins	struction				
2. TEACHING STAFF			Γ					
2.1 Course leader/s-title	mr.sc. Željko Blag	gus,	contac	t	zbla	gus@me	v.hr	
	pred.							
			contac	t				
2.2 Assistant/s- title	Toni Miljak, pred	•	contac	t				
	×		contac	t				
2.3 Instruction held by-	mr.sc. Zeljko Blag	gus,	contac	t				
	pred.							
3. COURSE DESCRIPTION						<u> </u>		
	application in business practice. Acquiring knowledge about the process and ways of making an operational plan. Acquisition of specific knowledge about operational planning instruments. At the end of the course, students are					rocess and edge about udents are		
3.2 Prerequisites	None	None						
3.3 Course outcomes	<ol> <li>I1 Justify the connection between operational planning, controlling and management.</li> <li>I2 Identify and compare planning instruments and principles.</li> <li>I3 Apply tools to create a specific part of the operational plan.</li> <li>I4 Detect European Union programs in the context of project design and application.</li> <li>I5 Develop an operational plan for the selected company.</li> </ol>							
3.4 Course content	The course includes contents related to operational planning. By attending the course, students gain tools and knowledge for independent development of an operational plan. The course is a continuation of the course Entrepreneurship - students who have developed a business plan for the course Entrepreneurship, supplement it in the Operational Plan with learned tools.							
3.5 Types of coursework	x Lectures x	Exercises	x	Biended e-	х	individual activities		Laboratory
	x Seminars and workshops Other	Distant learning		Field classes		Multimed and network	ia	Mentorship
3.6 Language of instruction								

5.7 Wollitoling students	2	Class a	ttendance		Ser	minars		Essay	
work (enter the	1 Class activity		1.5	qO	erational plar	n	Report/paper		
number of ECIS							Continuous		
activity so that the	1 Midterm exams			Pra	actical task		knowledg	e check	
total number of	Written exam			Exp	perimental wo	ork			
ECTS credits is equal	Oral exam		0.5	Res	search				
to the total ECTS									
value of the course,									
1 ECIS = 30 nours)									
3.8 Assessment and		Activity specific				Percent 9	%	Points	
students' work				Assessme	nt d	uring instruct	ion		
during classes and at		Class	s activity			6%		5	
the final exam		Midt	term exam 1			33%		30	
		Rese	erch and home	work		<u> </u>		5	
		Ope	rational plan			22%		20	
			Exam assessme	ent for the	stu	dents who fai	iled to fullfil	all the	
		14/	obligat	ory requir	eme	ents during th	e semester	60	
		Tota	l:			100%		90 90	
3.9 Assessment criteria –			Ways o	fovaluati	ng la	earning outco	mos		
analysis per learning			Research	evaluatio	18 1			<b>.</b>	
outcomes			and	Activity	'	Mid-term	Mid-term	Operatio nal plan	Total
	0.11	1	homework	2		45	CAULT 2		10
	Outc	ome 1	2	2		15			19
	Outc	ome 3	1	1		15	15		17
	Outcome 4 1			1			15		17
	Oute		1	-					-
	Outc	ome 5	1	-				20	20
	Outc Outc Outc	ome 5 ome	1	-				20	20
	Outc Outc Outc not-r Tota	ome 5 ome related	5	- 5		30	30	20	20 90
	Outc Outc Outc not-r Tota Gradi	ome 5 ome related I	5 putcomes (in	5 order to	pa	30 Iss the mid-	30 -term exai	20 20 n/exam the	20 90 student
	Outc Outc Outc not-r Tota Gradi must	ome 5 ome related I ing of c achiev	5 putcomes (in re at least 509	5 order to % points	pa	30 Iss the mid- r each learr	30 -term exar ning outco	20 20 m/exam the me)	20 90 student
	Outc Outc Outc not-r Tota Gradi must Point	ome 5 ome related I ing of c achiev s C	5 outcomes (in re at least 509 Grade	5 order to % points	pa foi	30 Iss the mid- r each learr	30 -term exan	20 20 n/exam the me)	20 90 student
	Outc Outc Outc not-r Tota Gradi must Point 0 – 3	ome 5 ome related I achiev s C 4 fail	5 putcomes (in ve at least 509 Grade (1)	5 order to % points	pa foi	30 Iss the mid- r each learr	30 -term exar ning outco	20 20 n/exam the me)	20 90 student
	Outc Outc not-r <b>Tota</b> Gradi must Point 0 – 3 35 - 4	ome 5 ome related ing of c achiev s C 4 fail	5 putcomes (in ve at least 509 Grade (1) ficient (2)	5 order to % points	pa	30 Iss the mid- r each learr	30 -term exar ning outco	20 20 n/exam the me)	20 90 student
	Outc           Outc           Outc           not-r           Tota           Gradi           must           Point           0 - 3           35 - 4           50 - 6	ome 5 ome 5 ome 7 related ing of c achiev s C 4 fail 9 suf 64 goo	5 outcomes (in ve at least 509 Grade (1) ficient (2) od (3)	5 order to % points	pa	30 Iss the mid- r each learr	30 -term exar ning outco	20 20 n/exam the me)	20 90 student
	Outc           Outc           Outc           not-r           Total           Gradii           must           Point           0 - 3           35 - 4           50 - 6           65 - 7	ome 5 ome elated ing of c achiev s C 4 fail 9 suf 64 goo 79 ver	5 putcomes (in ve at least 509 Grade (1) ficient (2) pd (3) y good (4)	5 order to % points	pa	30 Iss the mid- r each learr	30 -term exar ning outco	20 20 n/exam the me)	20 90 student
	Outc Outc Outc not-r Tota Gradi must Point 0 - 3 35 - 4 50 - 6 65 - 7 80 - 9	ome 5 ome 5 ome 6 elated 1 ing of c achiev s C 4 fail 9 suf 64 goo 79 ver 90 exc	5 outcomes (in ve at least 509 Grade (1) ficient (2) od (3) y good (4) vellent (5)	5 order to % points	pa	30 Iss the mid- r each learn	30 -term exan ning outco	20 20 n/exam the me)	20 90 student
3.10 Specific features	Outc Outc Outc not-r Tota Gradi must Point 0 – 3 35 - 4 50 - 6 65 - 7 80 - 9 Full-t	ome 5 ome 5 ome 7 elated ing of 0 achiev s 0 4 fail 9 suf 64 goo 79 ver 00 exc ime st	5 outcomes (in ye at least 509 Grade (1) ficient (2) od (3) y good (4) cellent (5) udents must	5 order to % points attend	pa for	30 Iss the mid- r each learr	30 -term examing outco of the to	20 20 n/exam the me)	20 90 student
3.10 Specific features related with taking	Outc           Outc           Outc           not-r           Total           Gradi           must           Point           0 - 3           35 - 4           50 - 6           65 - 7           80 - 9           Full-t           hours	ome 5 ome 5 ome elated achiev s ( 4 fail 9 suf 54 goo 79 ver 00 exc ime st 5 and a	5 putcomes (in ve at least 509 Grade (1) ficient (2) od (3) y good (4) vellent (5) udents must at least 70%	5 order to % points attend of the to	pa for at	30 Iss the mid- r each learn least 70% I number co	30 -term examing outco of the top of the top	20 20 n/exam the me) tal number hours in of	20 90 student of lecture rder to be
3.10 Specific features related with taking the course	Outc           Outc           Outc           not-r           Tota           Gradii           must           Point           0 - 3           35 - 4           50 - 6           65 - 7           80 - 9           Full-t           hours           eligib	ing of c achiev achiev s C 4 fail 9 suf 64 goo 79 ver 90 exc ime st s and a le to ta	5 outcomes (in ye at least 509 Grade (1) ficient (2) od (3) y good (4) y good	5 order to % points attend of the to e. The co	pa for at ota	30 Iss the mid- r each learn least 70% l number c lition for ta	30 -term examing outco of the to of practice king the co	20 20 n/exam the me) tal number hours in of purse is an o	20 90 student of lecture rder to be perational
3.10 Specific features related with taking the course	Outc           Outc           Outc           not-r           Tota           Gradii           must           Point           0 - 3           35 - 4           50 - 6           65 - 7           80 - 9           Full-t           hours           eligib           plan,           stude	ing of c achiev	5 outcomes (in /e at least 509 Grade (1) ficient (2) od (3) y good (4) ellent (5) udents must at least 70% ake the course hich all instr	5 order to % points attend of the to e. The co uctions	pa for at ond are	30 Iss the mid- r each learr least 70% I number o lition for ta e on the Lu	30 -term examing outco of the tor of practice king the co oomen /	20 20 n/exam the me) tal number hours in o purse is an o Merlin syste	20 90 student of lecture rder to be perational em. If the led to sign
3.10 Specific features related with taking the course	Oute           Oute           Oute           not-r           Total           Gradi           must           Point           0 - 3           35 - 4           50 - 6           65 - 7           80 - 9           Full-t           hours           eligib           plan,           stude           and t	ing of c achiev achiev s ( 4 fail 9 suf 64 goo 79 ver 90 exc ime st s and a le to ta for w ent doe	5 putcomes (in ve at least 509 Grade (1) ficient (2) od (3) y good (4) vellent (5) udents must at least 70% ake the course hich all instru- es not meet the course Stu	5 order to % points attend of the to e. The co uctions he presci dents a	pa for at ota are ibe	30 Iss the mid- r each learr least 70% l number c lition for ta e on the Lited condition required to	30 -term examing outco of the to of practice king the co oomen / ns, he / sho	20 20 n/exam the me) tal number hours in of purse is an o Merlin syste is not entit	20 90 student of lecture rder to be perational em. If the led to sign
3.10 Specific features related with taking the course	Oute Oute Oute not-r Tota Gradi must Point 0 – 3 35 - 4 50 - 6 65 - 7 80 - 9 Full-t hours eligib plan, stude and t (avail	ing of c achiev achiev s C 4 fail 9 suf 64 goo 79 ver 00 exc ime st 5 and a le to ta for w ent doe ake th able a	5 outcomes (in ye at least 509 Grade (1) ficient (2) od (3) y good (4) cellent (5) udents must at least 70% ake the course hich all instr es not meet th e course. Stu t Loomen / M	5 order to % points % points attend of the to e. The co uctions he presco dents an Merlin) r	pa for at ond are ibe	30 Iss the mid- r each learn least 70% I number of lition for ta e on the Li ed condition required to	30 -term examing outco of the to of practice king the co oomen / ns, he / sho bring to o	20 20 n/exam the me) tal number hours in o burse is an o Merlin syste e is not entit class lecture d topic of th	20 90 student of lecture rder to be perational em. If the led to sign materials pe lecture
3.10 Specific features related with taking the course	Oute Oute Oute not-r Tota Gradi must Point 0 – 3 35 - 4 50 - 6 65 - 7 80 - 9 Full-t hours eligib plan, stude and t (avail Stude	ing of a achiev achiev achiev s ( 4 fail 9 suf 64 goo 79 ver 90 exc ime st s and a le to ta for w ent doe ake th able a ents ar	5 putcomes (in ve at least 50% Grade (1) ficient (2) od (3) y good (4) vellent (5) udents must at least 70% ake the course hich all instr es not meet th e course. Stu t Loomen / N re required t	5 order to % points % points of the to e. The co uctions he prescu dents au dents au Merlin) r o inforr	pa for at ota are ibe re r ele n t	30 Iss the mid- r each learr least 70% I number of lition for take on the Lu- ed condition required to evant to the hemselves	30 -term examing outco of the top of practice king the co oomen / ns, he / sho bring to co e intended in advan	20 20 n/exam the me) tal number hours in or ourse is an o Merlin syste e is not entit class lecture d topic of the ce from the	20 90 student of lecture rder to be perational em. If the led to sign materials ne lecture. e required
3.10 Specific features related with taking the course	Oute Oute Oute not-r Tota Gradi must Point 0 – 3 35 - 4 50 - 6 65 - 7 80 - 9 Full-t hours eligib plan, stude and t (avail Stude litera	ing of c achiev achiev s C 4 fail 9 suf 64 goo 79 ver 90 exc ime st s and a le to ta for w ent doe ake th able a ents ar ture of	5 outcomes (in ye at least 50% Grade (1) ficient (2) od (3) y good (4) y good (5) y good (4) y good (4) y good (5) y good (4) y good	5 order to % points % points attend of the to uctions he prescu dents au Merlin) r o inforr ovided f	pa for at ota are ibe e r ele n t or	30 Iss the mid- r each learn least 70% I number of lition for ta e on the Lu ed condition required to evant to the hemselves a particular	30 -term examing outco of the to of practice king the co oomen / ns, he / sho bring to o e intendeo in advan r lecture d	20 n/exam the me) tal number hours in or burse is an o Merlin syste e is not entit class lecture d topic of the ce from the ate.	20 90 student of lecture rder to be perational em. If the led to sign materials ne lecture. e required
3.10 Specific features related with taking the course	Oute Oute Oute not-r Tota Gradi must Point 0 – 3 35 - 4 50 - 6 65 - 7 80 - 9 Full-t hours eligib plan, stude and t (avail Stude litera The e	ing of c achiev achiev achiev s C 4 fail 9 suf 64 goo 79 ver 00 exc ime st s and a le to ta for w ent doe ake th able a ents ar ture of exam is	5 outcomes (in /e at least 50% Grade (1) ficient (2) od (3) y good (4) ellent (5) udents must at least 70% ake the course hich all instr es not meet th e course. Stu t Loomen / N re required t n the topic pr s taken throu	5 order to % points % points % points % points % points % points % points % a the form % o inform %	pa for at ota are ibe re r ele n t or dte	30 Iss the mid- r each learr least 70% I number of lition for ta e on the Lu- ed condition required to evant to the hemselves a particular prm test (2)	30 -term examining outco of the tor of practice king the co oomen / ns, he / sho bring to co e intended in advan r lecture d	20 20 n/exam the me) tal number hours in of burse is an o Merlin syste is not entit class lecture d topic of the ate. regular exa	20 90 student student of lecture rder to be perational em. If the led to sign materials ne lecture. e required am period.
3.10 Specific features related with taking the course	Oute Oute Oute Oute not-r Tota Gradi must Point 0 – 3 35 - 4 50 - 6 65 - 7 80 - 9 Full-t hours eligib plan, stude and t (avail Stude litera The e Midte	ing of c achiev achiev s C 4 fail 9 suf 64 goo 79 ver 90 exc ime st 5 and a le to ta for w ent doe ake th able a ents ar ture of exam is erm tes	5 outcomes (in re at least 509 Grade (1) ficient (2) od (3) y good (4) ellent (5) udents must at least 70% ake the course hich all instr te course. Stu t Loomen / N re required t n the topic pr s taken throu sts are taken	5 order to % points % points % points of the to e. The co uctions he prescu dents an derlin) r o inforr ovided f gh a mi exclusive	pa for at orda are ibe re r ele n t dte ely	30 Iss the mid- r each learr least 70% I number of lition for ta e on the Lu- ed condition required to evant to the hemselves a particular erm test (2) in writing. <i>J</i>	30 -term examining outco of the top of practice king the co oomen / ns, he / sho bring to co e intended in advan r lecture d o or at the After passi	20 n/exam the me) tal number hours in or burse is an o Merlin syste e is not entit class lecture d topic of the ce from the ate. regular exa ng both mid	20 90 student of lecture rder to be perational em. If the led to sign materials ne lecture. e required am period. term tests
3.10 Specific features related with taking the course	Oute Oute Oute not-r Tota Gradi must Point 0 – 3 35 - 4 50 - 6 65 - 7 80 - 9 Full-t hours eligib plan, stude and t (avail Stude litera The e Midte and t	ing of c achiev achiev s C 4 fail 9 suf 64 goo 79 ver 00 exc ime st s and a le to ta for w ent doe ake th able a ents ar ture of exam is erm tes he pre	5 outcomes (in ye at least 50% Grade (1) ficient (2) od (3) y good (4) good (4) wellent (5) udents must at least 70% of ake the course hich all instr es not meet th e course. Stu t Loomen / N re required t n the topic pro- s taken throu sts are taken opera-	5 order to % points % points attend of the to e. The co uctions he prescri- dents an Merlin) r o inforr ovided f gh a mi exclusive ational p	pa for at orda are ibe rele n t or dte ely ilar	30 Iss the mid- r each learn least 70% I number of lition for ta e on the Lu ed condition required to evant to the hemselves a particular rm test (2) in writing. A n, the stude	30 -term examing outco of the top of practice king the co oomen / ns, he / sho bring to co e intended in advan r lecture d or at the After passi ent has th	20 n/exam the me) tal number hours in or burse is an o Merlin syste is not entit class lecture d topic of th ce from the ate. regular exa ng both mid e right to en	20 90 student of lecture rder to be perational em. If the led to sign materials ne lecture. e required am period. term tests nrol in the

	higher grade only if he is missing 3 or less points for a higher grade in the written part of the exam. If a student does not pass the exam through the midterm test, he / she takes a written exam at the regular or extraordinate exam period. The condition for passing the written exam is 50% of correct answers, ie 30 out of a total of 60 points that include the course outcomes (1 4). Points earned on exercises and based on the operational plan are added to the total points earned on exams and midterm tests. All students must create are						
	total	points earned on exams and midterm tests. All students must create and					
	prese Part-	ent an operational plan, which is also a condition for taking the course. time students attend classes in a concentrated form. They can earn extra					
	point	s by doing the task and they must make and present the plan in teams,					
	and instead of two midterm tests at the end of the class they take a pre-term exam, which is a kind of midterm test of the entire course material before the						
	exam nece	<ol> <li>The mentioned predicate carries 60 points, and for the passage it is ssarv to achieve 30 points, je 50% (outcomes 1 - 4).</li> </ol>					
3.11 Students obligations	Full-t	ime students are required to attend at least 70% of the total number of					
	hour	s of lectures and exercises in order to exercise the right to take the exam.					
	Part-	time students are required to attend at least 30% of the total number of					
	hour	s of lectures and exercises in order to exercise the right to take the exam.					
	If the	student has not fulfilled all the obligations set by the course, he is					
	oblig	ed to attend the lectures again and meet the conditions for taking the					
	Atter	ndance can be offset by online tuition, organised webinars and added					
	assig	nments given by teachers. One lesson lasts 45 minutes, and several hours					
	form	a teaching unit. Absence from one teaching unit is counted as one					
	abse	nce. Delays and apologies are recorded separately. In that case, if the					
	stude	ent missed more than 50% of classes, and has a justifiable					
	reaso	on/apology, the request should be submitted to the Department Council,					
	whic	h then decides on the justification of student absences with the					
2 42 14/2014 - 2	oblig	atory opinion of the course leader.					
3.12 Written	орег тесн	ational plan. INICAL INSTRUCTIONS FOR WRITING A PLAN:					
assignments	Font	size 12 Calibri or Times New Roman					
	Line	spacing: Single					
	First	page: Name of the operational plan, team number, team members, date,					
	place	, teacher, name of the institution, direction					
	Marg	ins: normal					
	Seco	nd page: Content (related to the number of pages).					
	Crite	e of the operational plan: minimum 25, maximum 40 pages					
	- Con	npliance with technical instructions					
	- Orig	zinality of the idea					
	- Qua	, ality of processing of individual points of the plan					
	- Qua	lity of presentation					
3.13 Required reading	1.	Osmanagić Bedenik, N.: Operativno planiranje, Školska knjiga, Zagreb 2002.					
	2.	Gulin, Danimir i dr. 2012. Poslovno planiranje, kontrola i analiza, RiF,					
3.14 Additional reading	1.	Barrov, C. i dr.: The Business Plan Workbook, Kogan Page London, 2000.					
3	2.	Europska Komisija, PRAG – Practical Guide, 2019.					

4 ADDIT	IONAL COURSE INI	FORMA	TION							
4.1 Qual	ity control The quality of the program, teaching process, teaching skills and level of									
	mastery of the material will be established by conducting a written evaluation									
		based	based on questionnaires, and in other standardised ways and in accordance							
12 Cont	act the teacher	Stude	the by-laws o	of the Polytechnic of Medir	nurje in Cakovec.					
4.2 Com	while for short questions and explanations they can contact him/her any day									
	during working hours by coming in person or by landline. It is also possible to									
		ask q	uestions by e	e-mail, which will be answe	red in 48 hours at the l	atest. It is				
		desir	able for stud	ents to come as often as po	ossible for any possible	questions				
1 2 Infor	mation about	durin	g the teache	r's office hours.	larly informed about th					
4.5 mor the		All no	ne obligation	hout the classes or possible	nostponement of class	ses will be				
		poste	d on the bul	letin board and on the web	site of the Polytechnic	at least 24				
		hours	s in advance.		•					
4.4 Cour	rse contribution									
to ti	he study									
pro	gram	Analy	rse the busin	ess performance of the org	anization and the com	bany.				
		Creat	e accounting	g and financial reports.						
5. ANAL		OPICS (	the number	of hours is equal to the nu	mber of lectures and e	exercises				
or the ct	Juisej			LECTURES						
				Method						
				Direct teaching (lecture,						
				instruction, pp						
				Discovery learning		•				
Hours	Topic and	descrip	otion	(individual, lead,	Learning outcomes	Course				
				discussion)		outcome				
				Group learning     Case study						
				• Field classes						
1.	Course introductio	n · · ·		Direct teaching	<b>F</b> 1 1 1					
2.	Basic concepts of	planni	ng in	Direct teaching	Explain the					
	organizations.			discovery learning.	planning.	11				
				discussion	management and	. –				
					controlling.					
3.	Business environ	ment a	nd	Direct teaching, group	Explain how the					
	planning.			learning	environment	11				
4.	Facilities and play	ning n	rinciples		Recognize the basic					
	Facilities and planning principles.Recognize the basic									
				Direct teaching,	points in an					
				Direct teaching, discovery learning,	points in an operational plan	11				
				Direct teaching, discovery learning, discussion	points in an operational plan and distinguish	11				

			planning from	
			strategic.	
5.	Dimensions of operational planning.	Direct teaching, discussion	Explain planning instruments, time dimension of planning, planning of goals and measures.	12
6.	Sales planning.	Direct teaching, discussion	Make a sales forecast, calculate breakeven points and create a sales plan.	12
7.	Preparation for midterm test of I1 – I2			11,12
8.	Marketing planning.	Direct teaching, group learning, discussion	Determine the importance of marketing in company plans.	13
9.	Human resource planning.	Direct teaching, discussion	Develop a human resources plan.	13
10.	Production and procurement planning	Direct teaching, discussion	Determine the basic costs when making a production plan, explain product planning, explain the principles of planning goals and measures in production.	13
11.	Finance plan.	Direct teaching, discussion	Prepare basic financial reports and indicators when preparing the operational plan,	13
12.	Harmonization and harmonization of operational plans.	Direct teaching, group learning	Explain the characteristics of well-designed and coordinated operational plans.	13
13.	EU programs and projects.	Direct teaching, discussion	List and find projects that can be applied for. Develop a basic project application plan.	14
14.	Preparation for midterm test of I3- I4			13,14
15.	Presentations of operational plans.	Student presentations.		15
	EXE	RCISES/ SEMINARS		
Hours	Topic and description	Method	Learning outcomes	Course outcome

		<ul> <li>Direct teaching (lecture, instruction, pp presentation)</li> <li>Discovery learning (individual, lead, discussion)</li> <li>Group learning</li> <li>Case study</li> <li>Field classes</li> </ul>		
1.	Creating ideas for operational plans.	Discovery learning, group learning	Create an idea of an operational plan.	11
2.	Strategic plans.	Discovery learning, group learning, student presentations	Explain the difference between a strategic and operational plan.	11
3.	Operational plans.	Discovery learning, group learning	Explain the difference between a strategic and an operational plan.	11,15
4.	The role of a team in operational planning.	Discovery learning, group learning, student presentations	Recognize the importance of teamwork in the development and implementation of the operational plan.	11
5.	Sales forecast and breakeven points.	Direct teaching, group learning	Make a sales plan, sales forecast and calculate breakeven points.	12,15
6.	Sales plan.	Group learning	Make a sales plan, sales forecast and calculate breakeven points on your own example. Identify fixed and variable costs in the operational plan.	12,15
7.	Midterm test – I1 – I2			11,12
8.	Marketing plan.	Discovery learning, group learning	Develop a marketing plan on the example of an operational plan.	13
9.	Human resources plan.	Discovery learning, group learning, student presentations	Develop a human resource plan on the example of an operational plan.	13
10.	Production and supply plan.	Discovery learning, group learning, student presentations	Develop a production plan on the example of an operational plan.	13,15

11.	Finance plan.	Discovery learning, group learning	Prepare basic financial reports and indicators on the example of an operational plan.	13
12.	Harmonisation of operational plans.	Discovery learning, group learning	Harmonise your own operational plan.	15
13.	EU programs and projects.	Student presentations	Present an EU program.	14
14.	Midterm test - I3 – I4			13,14
15.	Presentations of operational plans.	Student presentations		15