

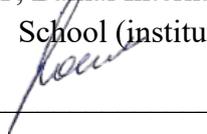


**MINISTRY OF SCIENCE AND HIGHER EDUCATION
OF THE RUSSIAN FEDERATION**
Federal State Budgetary Educational Institution of Higher Education
"IRKUTSK STATE UNIVERSITY"
SAF, Baikal International Business School (Institute)
Strategic and Financial Management Department



APPROVED:

Dean of SAF, Baikal International Business
School (institute)


N.B. Grosheva

April 14, 2025

Syllabus

Discipline Б1.В.02 Entrepreneurial Psychology

Major 27.03.05 Innovatics

Specialization: Management of Innovative and IT Projects and Products

University Degree: Bachelor

Full time

Approved by the Academic and
Methodological Council of Baikal
International Business School (institute)
Protocol № 4 of March 26, 2025

Chairperson  V.M. Maksimova

Recommended by the Strategic and Financial
Management Department
Protocol № 9 of March 21, 2025
Department Chair

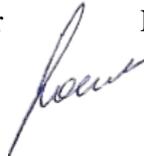

N.B. Grosheva

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I. Goal and Objectives of the Discipline (Module)

Goal: to provide the necessary amount of knowledge about the subject of psychology, tasks and methods of psychology, to help develop a holistic view of human psychology, which allows you to effectively build business relations; to acquaint with the main directions and achievements in the field of scientific psychology, including the psychology of communication

Objectives:

To teach students:

- the ability to think independently, plan and foresee the consequences of one's actions;
- independently learn and adequately assess their capabilities, use methods and tools of operational planning;
- independently find the best ways to achieve goals and overcome life difficulties, both in the personal sphere and in the activities of the enterprise or individual departments;
- to contribute to the formation of a holistic view of the psychological characteristics of a person as factors of the success of his work, cross-cultural management.
- improvement of general and psychological and pedagogical culture, knowledge of the basics of communication in the organization and methods of work in crisis situations.

II. Place of the Discipline in the CPEP Structure

The academic discipline "Psychology of the Entrepreneur" refers to the part formed by the participants of educational relations.

To study this academic discipline, it is necessary to have knowledge, skills and abilities formed in secondary school in the disciplines of Social Studies, History, Economics, Law, Geography, Computer Science and Information and Computer Technologies.

List of subsequent academic disciplines for which knowledge, skills and abilities formed by this academic discipline are required: Human Resource Management, Organizational Behavior, Management Systems Research.

III. Requirements for the Discipline Learning Outcomes

The process of mastering the discipline is aimed at the formation of competencies UC-3.1, 3.2, 3.3 in accordance with the Federal State Educational Standards of Higher Education and the Educational Programs of Higher Education in the area of training (specialty) 27.03.05 "Innovatics."

List of Planned Learning Outcomes for the Discipline, Mapped to Competency Achievement Indicators

Competency	Competency Indicators	Learning outcomes
UC-3 Be able to carry out social interaction and fulfill his role in a team	UC-3.1 Defines one's role in the team based on the strategy of cooperation to achieve the goal	<p>To know: about the nature of the psyche, about the main mechanisms of its development, about the relationship between consciousness and the unconscious; about the conditions and mechanisms of personality formation, cross-cultural management and the applicability of this knowledge to the practice of an entrepreneur</p> <p>To be able to: work in a team, tolerate social, ethnic, religious and cultural differences in the implementation of entrepreneurial projects</p> <p>To possess: various ways of resolving conflict situations for an entrepreneur when designing interpersonal, group and organizational communications based on modern personnel management technologies, including in an</p>

		intercultural environment
	<p>UC-3.2 Takes into account the experience, ideas and behavior of team members to achieve the goal</p>	<p>To know: models and methods for assessing the level of one's own development; on the content, principles, forms, means and methods of entrepreneurial activity.</p> <p>To be able to: give a psychological characteristic of a person (temperament, character, abilities, direction), interpret their own mental state, establish effective business communication, plan the interaction of departments in the implementation of entrepreneurial activities;</p> <p>To possess: skills of mental self-regulation of mental functions in various conditions of entrepreneurial activity.</p>
	<p>UC-3.3 Observes the established norms and rules of teamwork, bears personal responsibility for the overall result, the established norms and rules of teamwork, bears personal responsibility for the overall result</p>	<p>To know: about the basic concepts of psychology and pedagogy, about the content of modern theoretical concepts, about the main scientific schools; the basics of communication in the organization, the basics of business communication for an entrepreneur;</p> <p>To be able to: to work in project groups, organize professional communication and interaction, being in various status positions: leader, performer, observer, opponent, etc.;</p> <p>To possess: the skills of using the acquired knowledge in psychology in various conditions of entrepreneurial activity</p>

I. CONTENT AND STRUCTURE OF THE DISCIPLINE

IY. Contents and Discipline Structure

Discipline scope is 4 credits, 144 hours, including 35 hours of Summative Assessment. Summative assessment: examination

4.1 Discipline Contents, Structured by Themes, with Indicated Types of Classes and Allocated Academic Hours

№ p /n	Discipline section/Theme	Semester	Total Hours	Types of educational activities, including self-studies, practical sessions, and workload (in hrs)				Formative Assessment Formats; Summative Assessment Formats
				Teacher contact hours			Self-Study	
				Lecture	Seminar/ Practical, laboratory	Consultations		
1	2		4	6	7	8	9	10
1	Section 1. Introduction to Psychology		6	2	2		2	
	1.1. General characteristics of the training course. 1.2. Object and subject of psychology. The importance of these sciences for the entrepreneur.							Intermediate Test 1, Final test
2	Section 2. Psyche is the object of psychological research		10	4	4		2	
	2.1. The structure of the human psyche. Psyche as the basis of cognition of a person as a subject of organizational relations 2.2. Body, brain, psyche. Dependence of the effectiveness of personnel on the correct "loading"							Intermediate Test 1, Oral questioning, intermediate test, final test

	of the body, brain, psyche.							
3	Section 3. Personality of an entrepreneur and factors of its development		4 ¹	6	6		2	
	3.1. Individual, personality, individuality of an entrepreneur. 3.2. Ontogenetic development of the psyche and the main theories of personality development. 3.3. Defense mechanisms of the psyche and their influence on the behavior of an entrepreneur.							Oral questioning, intermediate test, final test
4	Section 4. The basics of teaching and learning an entrepreneur		6 ¹	4	4		8	
	4.1. Basic concepts of pedagogy: educational activity, training, teaching; development, upbringing and education. 4.2. Mechanisms of learning and strategies for the formation of knowledge and human abilities. 4.3. Structure of the educational process, methods and ways of organizing training, professional education, forms of organization of advanced training in the organization.							Oral questioning, intermediate test, final test
5	Section 5. Psychology of Cognitive Processes and Typology of the Entrepreneur's Personality		8 ²	0 ¹	10		8	
	5.1. Individual picture of the world and the laws of its creation. 5.2. Sensation and perception. 5.3. Attention: types and properties. 5.4. Memory and ways of its development. 5.5. Thinking: processes and types. Speech. 5.6. Imagination. Creativity. 5.7. General and individual. Psychological structure of personality. 5.8. Temperament and character. 5.9. Abilities as a manifestation of the							Oral questioning, intermediate test, final test

	individual in the psyche. 5.10. Relationship between the type of personality and the requirements of the profession.							
6	Section 6. The structure of self-consciousness		1 2	4	4	1 Ksr	2	
	6.1 Development of self-consciousness and "I-concept". 6.2 The Concept and Structure of Activity, Types and Development of Human Activity. Personality activity and motivation. 6.3 The world of experiences, feelings, emotions as a characteristic of consciousness. 6.4 Will as a characteristic of consciousness. Reflexive processes. 6.5 Professional self-awareness and becoming a professional.							Oral questioning, intermediate test
7	Section 7. Psychology of communication and development of an entrepreneur		1 3	4	4	1 Cons	5	
	7.1 Psychology of communication. Basics of effective interaction in the organization. 7.2 Psychology of relationships and interpersonal communication in a group. 7.3 Socio-psychological structure of the group and the dynamics of the development of relations in the group.							Oral questioning
	Summative Assessment		3 5			10 KOs		Final test – Control 35
	Total per semester		1 44	3 4	34	15	2 9	35

4.2. Plan for Out-of-Class Student Self-Study of the Discipline

Semester	Section, Themes	Self_Study			Assessment tool	Self-Study Educational and Methodological Support
		Type of Self-Study	Deadlines	Load hours		
	1.1, 1.2, 2.1, 2.2, 3.1, 3.2, 3.3	Study of recommendations for the formulation of goals, analysis of professionally significant personal qualities of an entrepreneur	Week 1-2	2	Oral questioning	Miloradova, N. G. Psychology and Pedagogy: Textbook and Practicum for Universities / Yurayt, 2022
	1.1,1.2, 2.1, 2.2, 3.1, 3.2, 3.1	Preparing a report for the seminar 1	Week 3	2	Report and presentation on the selected topic	Kochetkova, A. I. Applied Psychology of Management: Textbook and Practicum for Universities / Yurayt, 2022
	1.1,1.2, 2.1, 2.2, 3.1, 3.2, 3.1	Preparation for intermediate test 1, revision of material from lecture notes	Week 4	2	Midterm Test 1	Miloradova, N. G. Psychology and Pedagogy: Textbook and Practicum for Universities / Yurayt, 2022 Lecture Notes
	4.1 - 4.3,	Study of various forms and methods of organizing the process of entrepreneurial activity	Week 5-6	4	Oral questioning	
	5.1-5.9	Preparing a report for the seminar 2	Week 7	2	Report and presentation on the selected topic	Kochetkova, A. I. Applied Psychology of Management: Textbook and Practicum for Higher Educational Institutions / A. I. Kochetkova, P. N. Kochetkov. — Moscow : Yurayt Publishing House, 2022

Semester	Section, Themes	Self_Study			Assessment tool	Self-Study Educational and Methodological Support
		Type of Self-Study	Deadlines	Load hours		
	1.1, 1.2, 2.1, 2.2, 3.1, 3.2, 3.3	Study of recommendations for the formulation of goals, analysis of professionally significant personal qualities of an entrepreneur	Week 1-2	2	Oral questioning	Miloradova, N. G. Psychology and Pedagogy: Textbook and Practicum for Universities / Yurayt, 2022
	1.1,1.2, 2.1, 2.2, 3.1, 3.2, 3.1	Preparing a report for the seminar 1	Week 3	2	Report and presentation on the selected topic	Kochetkova, A. I. Applied Psychology of Management: Textbook and Practicum for Universities / Yurayt, 2022
	4.1-4.3, 5.1-5.6	Preparation for intermediate test 2, revision of material from lecture notes	Week 8	2	Midterm Test 2	Kochetkova, A. I. Applied Psychology of Management: Textbook and Practicum for Higher Educational Institutions / Yurayt, 2022 Lecture Notes
	5.1-5.9, 6.5	Preparing for the defense of a team project according to the schedule	Weeks 8-13	6	Oral questioning	Miloradova, N. G. Psychology and Pedagogy: Textbook and Practicum for Universities / Yurayt, 2022
	5.7 -5.10, 6.1, 6.2	Preparation for intermediate test 3, revision of material from lecture notes	Week 13	2	Midterm Test 3	Kochetkova, A. I. Applied Psychology of Management: Textbook and Practicum for Universities / Yurayt, 2022 Lecture Notes

Semester	Section, Themes	Self_Study			Assessment tool	Self-Study Educational and Methodological Support
		Type of Self-Study	Deadlines	Load hours		
	1.1, 1.2, 2.1, 2.2, 3.1, 3.2, 3.3	Study of recommendations for the formulation of goals, analysis of professionally significant personal qualities of an entrepreneur	Week 1-2	2	Oral questioning	Miloradova, N. G. Psychology and Pedagogy: Textbook and Practicum for Universities / Yurayt, 2022
	1.1,1.2, 2.1, 2.2, 3.1, 3.2, 3.1	Preparing a report for the seminar 1	Week 3	2	Report and presentation on the selected topic	Kochetkova, A. I. Applied Psychology of Management: Textbook and Practicum for Universities / Yurayt, 2022
	6.1-6.4	Diagnostic self-examination and drawing up a characteristic, an individual development plan for the entrepreneur	Weeks 14-17	2	Oral questioning	Kochetkova, A. I. Applied Psychology of Management: Textbook and Practicum for Universities / Yurayt, 2022
	7.1-7.3	Preparation of a report for the seminar 3	Week 14	1	Report and presentation on the selected topic	Kochetkova, A. I. Applied Psychology of Management: Textbook and Practicum for Universities / Yurayt, 2022 Lecture Notes
	All Topics	Preparation for the final test, revision of material from lecture notes	Week 16	4	Final test	
Total (hour)				30		

4.3. Learning Content

1	Section 1. Introduction to Psychology
	1.3. General characteristics of the training course. 1.4. Object and subject of psychology. The importance of these sciences for the entrepreneur.
2	Section 2. Psyche is the object of psychological research
	2.1. The structure of the human psyche. Psyche as the basis of cognition of a person as a subject of organizational relations 2.2. Body, brain, psyche. Dependence of the effectiveness of personnel on the correct "loading" of the body, brain, psyche.
3	Section 3. Personality of an entrepreneur and factors of its development
	3.1. Individual, personality, individuality of an entrepreneur. 3.2. Ontogenetic development of the psyche and the main theories of personality development. 3.3. Defense mechanisms of the psyche and their influence on the behavior of an entrepreneur.
4	Section 4. The basics of teaching and learning an entrepreneur
	4.1. Basic concepts of pedagogy: educational activity, training, teaching; development, upbringing and education. 4.2. Mechanisms of learning and strategies for the formation of knowledge and human abilities. 4.3. Structure of the educational process, methods and ways of organizing training, professional education, forms of organization of advanced training in the organization.
5	Section 5. Psychology of Cognitive Processes and Typology of the Entrepreneur's Personality
	5.1. Individual picture of the world and the laws of its creation. 5.2. Sensation and perception. 5.3. Attention: types and properties. 5.4. Memory and ways of its development. 5.5. Thinking: processes and types. Speech. 5.6. Imagination. Creativity. 5.7. General and individual. Psychological structure of personality. 5.8. Temperament and character. 5.9. Abilities as a manifestation of the individual in the psyche. 5.10. Relationship between the type of personality and the requirements of the profession.
6	Section 6. The structure of self-consciousness
	6.6 Development of self-consciousness and "I-concept". 6.7 The Concept and Structure of Activity, Types and Development of Human Activity. Personality activity and motivation. 6.8 The world of experiences, feelings, emotions as a characteristic of consciousness. 6.9 Will as a characteristic of consciousness. Reflexive processes. 6.10 Professional self-awareness and becoming a professional.
7	Section 7. Psychology of communication and development of an entrepreneur
	1.5 Psychology of communication. Basics of effective interaction in the organization.

	1.6 Psychology of relationships and interpersonal communication in a group. 1.7 Socio-psychological structure of the group and the dynamics of the development of relations in the group.
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4.3.1. List of seminars, practical classes and laboratory work

No p/n	Theme number	Seminars, Practical and Laboratory Work	Load (hours)	Assessment tools	Developed Competencies (Indicators)
1.	1.1, 1.2, 2.1, 2.2, 3.1, 3.2, 3.3	"Goal-setting, planning and reflection of professionally significant personal qualities of an entrepreneur"	2	Oral questioning	UC-3.1, UC- 3.2
2.	1.1, 1.2, 2.1, 2.2, 3.1, 3.2, 3.3	"Research Methodology in Psychology and Modern Theories of the Development of the Psyche and Personality of an Entrepreneur"	4	Report Midterm Test 1	UC- 3, UC- 3.3
3.	4.1, 4.2, 4.3	"Practice of organizing educational events in business"	4	Oral questioning	UC- 3
4.	4.1-4.3, 5.1- 5.9	"Individual Picture of the World and the Laws of Its Creation: Practical Exercises"	4	Report MidtermTest 2	UC- 3.3, UC- 3.2
5.	4.1-4.3, 5.1-5.9, 6.1-6.5	Protection of group projects	10	Oral questioning	UC- 3, UC- 3.3
6.	5.7-5.10, 6.1,6.2	"Knowledge of psychology at the service of the entrepreneur"	2	Midterm Test 3	UC- 3, UC- 3.1
7.	6.1-6.4	"Managing a business without knowledge of human psychology is not effective, drawing up a characteristic and developing an individual development plan"	2	Oral questioning	UC- 3.3
8.	7.1 -7.3	"Specifics of Behavior of Different Generations and the Dynamics of Group Processes"	4	Report	UC-3.3 UC- 3
9.	All topics	Testing on all topics	2	Final test	UC- 3.2 UC- 3.3

4.3.2. List of Themes (Questions) Assigned for Self-study as Part of Student Self-Study

№ p/n	Theme	Task	Competency	Indicators
1	2	3	4	5
1	1.1, 1.2, 2.1, 2.2, 3.1, 3.2, 3.3	Oral questioning	UC- 3	UC- 3.1, UC- 3.2
2	4.1, 4.2, 4.3	Oral questioning	UC- 3	UC- 3.1, UC- 3.2, UC-3.3.
3	4.1-4.3, 5.1-5.9, 6.1-6.5	Oral questioning	UC- 3	UC- 3.1, UC- 3.2, UC-3.3.
4	6.1-6.4	Oral questioning	UC- 3	UC- 3.1, UC- 3.2, UC-3.3.
5	1.1, 1.2, 2.1, 2.2, 3.1, 3.2, 3.3	Report	UC- 3	UC- 3.1, UC- 3.2, UC-3.3.
6	4.1-4.3, 5.1- 5.9	Report	UC- 3	UC- 3.1, UC- 3.2, UC-3.3.
7	7.1 -7.3	Report	UC- 3	UC- 3.1, UC- 3.2, UC-3.3.

4.4. Guidelines for Organizing Student Self-Study

Student Self-Study is carried out using e-learning and distance learning technologies. Educational and methodological materials for self-study are available to students through the Hecadem online learning system, which presents materials of lectures and practical tasks, interactive forms of training, examples of test tasks. Each student receives authorized access to the system. The Hecadem Internet Learning System is a platform for distance learning and learning using digital technologies of the Baikal International Business School of ISU.

Available at: <https://edu.buk.irk.ru>.

Student Self-Study with educational material in the study of the discipline *Entrepreneur's Writing is* associated with work on educational material (lecture notes, educational and scientific literature), as well as with recommended databases, information and reference and search systems on the Internet and is focused on the development of a number of problematic issues, including the preparation of:

- a) lectures and practical classes;
- c) current control and intermediate certification of the discipline.

Independent work consists of:

- in the student's independent preparation for the lecture – reading the notes of the previous lecture, watching the video version of the lecture (if any). This helps to better understand the material of the new lecture, relying on previous knowledge;
- in preparation for practical classes on the main and additional sources of literature;
- independent study of individual topics or issues from textbooks or manuals, from sources on the Internet and on the electronic portal of the university;
- in preparation for current control and intermediate certification.

When performing independent work in preparation for current control and intermediate certification, the student must take into account the criteria for evaluating the task being performed (section 8 of this program).

Control over independent work is carried out when the student performs tasks from the fund of assessment materials of the discipline. In the course of independent work control, both the actual knowledge, skills and abilities of students are assessed, as well as the depth of understanding and the ability to isolate and interpret integral semantic structures, as well as the skills of independent search for the necessary information on the topic of the lesson and its critical assessment.

Independent work of students is a process of active, purposeful acquisition of new knowledge and skills by a student without the direct participation of a teacher, characterized by a subject orientation, effective control and evaluation of the results of the student's activities.

Goals of independent work:

- systematization and consolidation of the theoretical knowledge and practical skills of students;
- deepening and expanding theoretical knowledge;
- formation of skills to use regulatory and reference documentation, special literature;
- development of cognitive abilities, activity of students, responsibility and organization;
- formation of independent thinking, creative initiative, abilities for self-development, self-improvement and self-realization;
- development of research skills and academic skills.

Independent work can be carried out individually or by groups of students, depending on the goal, volume, level of complexity, and specific topics.

The technology of organizing students' independent work includes the use of information and material and technical resources of an educational institution.

Before students perform extracurricular independent work, the teacher can instruct them on how to complete the task. The briefing includes:

- the purpose and content of the task;
- deadlines;
- an estimated amount of work;
- basic requirements for the results of work and evaluation criteria;
- possible typical errors during execution.

Instruction is conducted by the teacher at the expense of the amount of time allotted for the study of the discipline.

Control of the results of extracurricular independent work of students can take place in written, oral or mixed form.

Students should approach independent work as the most important means of consolidating and developing theoretical knowledge, developing a unity of views on certain issues of the course, acquiring certain skills and using professional literature.

Premises for independent work of students should be equipped with computer equipment with the ability to connect to the Internet and provide access to the electronic information and educational environment of the organization.

When studying the course independently, students should:

- view key definitions and facts;
- repeat the material summarized at the lecture session and supplement it taking into account the literature recommended on this topic;
- study the recommended literature, make theses, annotations and summaries of the most important points;
- independently perform tasks similar to those offered in the classroom;
use the materials of the assessment tools fund for self-examination.

V. Educational, Methodological, and Information Support for the Discipline

a) Required Reading:

1. Akimova, Y. N. Psychology of Management: Textbook and Practicum for Higher Educational Institutions. — Moscow : Yurayt Publishing House, 2022. — 320 p. — (Higher Education). — ISBN 978-5-534-00630-8. — Text : electronic //

- Educational platform Yurayt [site]. – URL: <https://urait.ru/bcode/48947> Unlimited access.
2. Kochetkova, A. I. Applied Psychology of Management: Textbook and Practicum for Higher Educational Institutions / A. I. Kochetkova, P. N. Kochetkov. — Moscow : Yurayt Publishing House, 2022. — 437 p. — (Higher Education). — ISBN 978-5-9916-7962-6. — Text : electronic // Educational platform Yurayt [site]. — URL: <https://urait.ru/bcode/489402> Unlimited access.
 3. Miloradova, N. G. Psychology and Pedagogy: Textbook and Practicum for Higher Educational Institutions. - 2nd ed., ispr. Moscow: Yurayt Publishing House, 2022. — 307 p. — (Higher Education). — ISBN 978-5-534-08986-8. — Text : electronic // Educational platform Yurayt [site]. – URL: <https://urait.ru/bcode/490986> Unlimited access.
 4. Psychology and Pedagogy in 2 Part 2. Pedagogy : Textbook for Higher Educational Institutions / V. A. Slastenin [i dr.] ; pod obshchei redaktsiyey V. A. Slastenin, V. P. Kashirin. — Moscow : Yurayt Publishing House, 2022. — 374 p. — (Higher Education). — ISBN 978-5-534-01839-4. — Text : electronic // Educational platform Yurayt [site]. — URL: <https://urait.ru/bcode/490528> Unlimited access.
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2. Adizes I. K. Reflections on Personal Development: transl. from English / I. K. Adizes; trans. by N. Postriga. - Moscow: Mann, Ivanov and Ferber, 2015. - 208 p.
3. Rock D. Brain. Instructions for use: How to use your capabilities to the maximum and without overloads: transl. from English. / D. Rock. - Moscow: Alpina Publishers, 2013. - 374 p.
4. Bronson P. King of the Mountain. Punching Character and Psychology of Competition: transl. from English / P. Bronson, E. Merriman; transl. by N. Yatsyuk. - Moscow: Mann, Ivanov and Ferber, 2014. - 304 p.
5. Buzan T. Intellect Maps. A Complete Guide to the Powerful Tool of Thinking: transl. from English / T. Buzan ; transl. by Y. Konstantinov. - Moscow: Mann, Ivanov and Ferber, 2019. - 208 p. -
6. Goleman D. Emotsional'nyi intellekt [Emotional intelligence]. Why it can mean more than IQ: transl. from English / D. Goleman; transl. by A. P. Isaev. - 3rd ed. - Moscow: Mann, Ivanov and Ferber, 2015. - 544 p.
7. Kawashima, R. Train your brain. Japanese system of intelligence and memory development. Advanced version / R. Kawashima. - St. Petersburg. : Piter, 2020. - 192 p. : ill. - (Psychologist for himself).
8. Cotton, D. Key Models for Self-Development and Personnel Management. 75 Models Every Manager Should Know [Text] : transl. from English / D. Cotton ; transl. by V. N. Egorov. - Moscow: Laboratory of Knowledge, 2019. - 320 p. : ill.
9. Christensen K. Strategiya zhizni: transl. s angl./ K. M. Christensen, Dzh. Allworth, C. Dillon; transl. by E. Vinogradov; Bystrov Y. - Moscow: Alpina Publisher, 2014.
10. Levitt, S. Freakism: Non-Standard Approaches to Problem Solving: Transl. from English / S. Levitt, S. Dubner. - Moscow: Alpina Publisher, 2015. - 199 p.
11. Letunovskiy V. V. 100 Lesson of A. V. Suvorov

- Leadership for Business / V. V. Letunovsky. - Moscow: Yauza-Press, 2018. - 336 p. - (Win in Business! Management in Suworov).
12. Ludwig P. Defeat procrastination! How to Stop Postponing Things for Tomorrow: transl. from Czech. - 2nd ed. - Moscow: Alpina Publisher, 2015. - 263 p.
 13. Medina D. Rules of the Brain. What You and Your Children Should Know About the Ozg / John Medina; transl. from English by K. Ivanova. – 3rd ed. Moscow: Mann, Ivanov & Ferber, 2019. – 3-4 p.
 14. Nurkova V. V. Psychology : a textbook for bachelors: [Electronic resource] / V. V. Nurkova, N. B. Berezanskaya.- 2nd ed., revised and supplemented - Moscow: Yurayt, 2012.- 576 p. -9785991616386.-(ECZ "Bibliotech")
 15. Petras K. The goal seems unattainable until it is achieved. Motivation for Dreamers and Creators: transl. from English / K. Petras, R. Petras; transl. by N. Yatsyuk. - Moscow: Mann, Ivanov and Ferber, 2015. - 432 p.
 16. Saip R. Razvitie mozga [Development of the brain]. How to Read Faster, Memorize Better and Achieve Big Goals: transl. from English / R. Saip; transl. by Y. Kornilovich. - 2nd ed. - Moscow: Mann, Ivanov and Ferber, 2015. - 256 p.
 17. Siegel, A. Briefly. I see. Simply: transl. from English / A. Siegel, A. Etzkorn. - M. : OLIMP-BUSINESS, 2018. - 256 p.
 18. Slotina T.V. Psychology of Relations. Textbook for universities. St. Petersburg, 2023 – 368 p.
 19. Stolyarenko L.D. Psychology and pedagogy: Textbook for acad. Bachelor's degree: [Electronic resource]/ L. D. Stolyarenko, V. E. Stolyarenko.- 4th ed., revised and supplemented.- Moscow: Yurayt, 2016.- 509 p.- (Ser. Bachelor. Acad. course).- (EBS "Yurayt")
 20. Finkelshtein S. Superbosses. How Outstanding Leaders Lead and Manage Talents / S. Finkelshtein. - Moscow: EKSMO, 2019. - 336 p.
 21. Chatfield T. Critical thinking: Analyze, doubt, form your opinion: transl. from English / T. Chatfield; ed. by N. Kolpakov; transl. by I. Belichev. - Moscow: Alpina Publisher, 2019. - 328 p. : ill.
 22. Khesson D. Razvitie emotsional'nogo intellekt: Tips, soveti, tekhniki: transl. s angl. [Development of emotional intelligence: Tips, advice, techniques]. V. Krasnyanskaya Lane; Ed. by V. Zavedeev. - Moscow: Alpina Publisher, 2019. - 127 p.

c) a list of author's methodological developments: a description of tasks and methodological recommendations in electronic form in the GECADEM system, the course contains slide lecture notes, which students can view in the system using the PowerPoint program

d) Search and Reference Systems

Internet resources:

1. EBS ECZ "Bibliotech". State Contract No 019 dated 22.02.2011 Bibliotech LLC. License Agreement No 31 dated 22.02.2011 Access address: <https://isu.bibliotech.ru/> Validity: from 22.11.2011 indefinitely.
2. EBS "Rukont" Contract No 98 dated 13.11.2020; Act No 6K-5415 dated 14.11.20 Valid until 13.11.2021. Access: <http://rucont.ru/>
3. EBS "Lan Publishing House". Lan Publishing House. Information Letter No 128 dated 09.10.2017 Validity: indefinite. Access address: <http://e.lanbook.com/>
4. EBS "National Digital Resource "Rukont". Central Design Bureau "Bibkom". Contract No 04-E-0343 dated 12.11.2021 Access address: <http://rucont.ru/>
5. EBS "Ibux.ru/ibooks.ru". Ibux LLC. Contract No 04-E-0344 dated 12.11.2021; Act of 14.11.2021 Access address: <http://ibooks.ru>
6. Electronic library system "EBS Yurayt". LLC "Electronic publishing house Yurayt". Contract No

VI. Material and Technical Support of the Course (Module)

6.1. Educational and Laboratory Equipment

Names of specialized premises and self-study areas	Equipment of specialized premises and self-study areas	List of licensed software. Details of the supporting document
Classroom for lecture-type classes	<p>The classroom is equipped with specialized (educational) furniture for 48 students and technical teaching aids that serve to present educational information to a large audience.</p> <p>1.PC HP Elite 8300 SFF i5 3470/4Gb/1Tb/DVD RV/kb/m/DOS/Sole noid Lock and Hood Sensor (RUS)2. Monitor Viewsonic TFT 20" VA2014WM glossy-black 5ms 20 00:1 250cd M/M3. Projector Epson EB-18304. Genius SP-S110 Active Speakers Black5. Aten VS92A Video Splitter 2-port VGA</p> <p>It is equipped with educational and visual aids and electronic presentations that provide thematic illustrations on all topics specified in the work program of the discipline</p>	<p>BASIC SOFTWARE INSTALLATION KIT:Office 2007 Russian OpenLicensePack NoLevel AcademicEdition – agreement with SoftLine Trade Tr026664 dated 17.05.2007Project Standard 2007, Access 2007 – Academic cooperation programs with Microsoft DreamSpark Premium Electronic Software Delivery. –Agreement with CJSC "SoftLine Trade" Tr000023480 dated 19.05.2015 Windows Operating Systems for Licensed OEM Pre-Installation Programs, Academic Cooperation Programs with Microsoft MSDN AA.- Agreement with CJSC "SoftLine Trade" Tr017431 dated 15.05.2008 Windows Operating Systems for Licensed OEM Pre-Installation Programs, Academic Cooperation Programs with Microsoft DreamSpark Premium Electronic Software Delivery. – agreement with CJSC "SoftLine Trade" Tr000031723 dated 05.08.2015Anti-virus programs - Rights to computer programs drWeb Server Security complex protection 120PC (1 license per year) migration with additional purchase(LBW-BC-12M-120:119-C4) – agreement with CJSC "SoftLine Trade" 13982/MOS2957 dated 22.01.2016Archivers WinRAR: 3.x: Standard License - for legal entities 100-199 licenses – agreement with CJSC "SoftLine Trade" No15422/IRK11 dated 05.02.2010Network client part Rights to computer programs Windows Server CAL 2012 Russian OLP NL Akademic Edition Device CAL 120 licenses – agreement with CJSC "SoftLine Trade" 13512/MOS2957 dated 29.10.2015Firewall, Proxy functionality - Right to use computer programs Traffic Inspector GOLD preferential – agreement with CJSC "SoftLine Trade" Tr044356 dated 27.08.2013Right to use computer programs Extension of Traffic Inspector GOLD Special for 1 year – agreement with CJSC "SoftLine Trade" Tr000112196 dated 29.09.2016</p>
Classroom for seminar-type classes	The auditorium is equipped with specialized (educational) furniture for 48	BASIC INSTALLATION KIT:Office 2007 Russian OpenLicensePack NoLevel AcademicEdition – agreement with SoftLine Trade Tr026664 dated 17.05.2007Project Standard 2007, Access 2007 – Academic cooperation programs with Microsoft

	<p>students and technical teaching aids that serve to present educational information to a large audience</p> <p>The demonstration kit includes: 1.PC HP Elite 8300 SFF i5 3470/4Gb/1Tb/DVD RV/kb/m/DOS/Sole noid Lock and Hood Sensor (RUS)2. Monitor Viewsonic TFT 20" VA2014WM glossy-black 5ms 20 00:1 250cd M/M3. Projector Epson EB-18304. Genius SP-S110 Active Speakers Black5. Aten VS92A Video Splitter 2-port VGA</p>	<p>DreamSpark Premium Electronic Software Delivery. – agreement with SoftLine Trade CJSC Tr000023480 dated 19.05.2015</p> <p>Windows operating systems under licensed OEM preinstallation programs, Academic cooperation programs with Microsoft MSDN AA.- agreement with CJSC "SoftLine Trade" Tr017431 dated 15.05.2008</p> <p>Windows operating systems under licensed OEM preinstallation programs, Academic cooperation programs with Microsoft DreamSpark Premium Electronic Software Delivery. – agreement with CJSC "SoftLine Trade" Tr000031723 dated 05.08.2015</p> <p>Anti-Virus Programs - Rights to computer programs drWeb Server Security complex protection 120PC (1 license per year) migration with additional purchase (LBW-BC-12M-120:119-C4) – contract with CJSC "SoftLine Trade" 13982/MOS2957 dated 22.01.2016</p> <p>Archivers WinRAR: 3.x: Standard License - for legal entities 100-199 licenses – agreement with CJSC "SoftLine Trade" No15422/IRK11 dated 05.02.2010</p> <p>Network client part Rights to computer programs Windows Server CAL 2012 Russian OLP NL Akademic Edition Device CAL 120 licenses – agreement with CJSC "SoftLine Trade" 13512/MOS2957 dated 29.10.2015</p> <p>Firewall, functionality Proxy - Right to use computer programs Traffic Inspector GOLD preferential – agreement with CJSC "SoftLine Trade" Tr044356 dated 27.08.2013</p> <p>Right to use computer programs Extension of Traffic Inspector GOLD Special for 1 year – agreement with CJSC "SoftLine Trade" Tr000112196 dated 29.09.2016</p>
<p>Auditorium for group and individual consultations, current control and intermediate certification</p>	<p>The classroom is equipped with specialized (educational) furniture for 11 students, 5 workplaces, equipped with computers with Internet connection and access to the EIOS of the Federal State Budgetary Educational Institution of Higher Education "ISU". 1. 5 Workstations HP compad dc7800SFF Dual Core PE-2180, 4 Gb DDR2</p>	<p>BASIC SOFTWARE INSTALLATION KIT:Office 2007 Russian OpenLicensePack NoLevel AcademicEdition – agreement with SoftLine Trade Tr026664 dated 17.05.2007Project Standard 2007, Access 2007 – Academic cooperation programs with Microsoft DreamSpark Premium Electronic Software Delivery. –Agreement with CJSC "SoftLine Trade" Tr000023480 dated 19.05.2015 Windows Operating Systems for Licensed OEM Pre-Installation Programs, Academic Cooperation Programs with Microsoft MSDN AA.- Agreement with CJSC "SoftLine Trade" Tr017431 dated 15.05.2008 Windows Operating Systems for Licensed OEM Pre-Installation Programs, Academic Cooperation Programs with Microsoft DreamSpark Premium Electronic Software Delivery. – agreement with CJSC "SoftLine Trade" Tr000031723 dated 05.08.2015Anti-virus programs - Rights to computer programs drWeb Server Security complex protection 120PC (1 license per year) migration with additional purchase(LBW-BC-12M-120:119-C4) –</p>

	<p>PC6400, 160GB SATA 3.0 HDD2. LCD Monitor 17.0" ViewSonic "VA703m" 1280x1024, 8mc, TCO"03, Silver- Black (D-Sub, MM)3. Printer Hewlett-Packard LaserJet 3055 All- in-One Multifunction Device, one piece.</p>	<p>agreement with CJSC "SoftLine Trade" 13982/MOS2957 dated 22.01.2016Archivers WinRAR: 3.x: Standard License - for legal entities 100-199 licenses – agreement with CJSC "SoftLine Trade" No15422/IRK11 dated 05.02.2010Network client part Rights to computer programs Windows Server CAL 2012 Russian OLP NL Akademic Edition Device CAL 120 licenses – agreement with CJSC "SoftLine Trade" 13512/MOS2957 dated 29.10.2015Firewall, Proxy functionality - Right to use computer programs Traffic Inspector GOLD preferential – agreement with CJSC "SoftLine Trade" Tr044356 dated 27.08.2013Right to use computer programs Extension of Traffic Inspector GOLD Special for 1 year – agreement with CJSC "SoftLine Trade" Tr000112196 dated 29.09.2016</p>
<p>Room for independent work of students</p>	<p>It is equipped with specialized (educational) furniture for 10 students, equipped with computer equipment connected to the Internet and provided with access to the EIOS of ISU 1. Think Centre M80 Series SFF System Unit Included: Intel® Core™ i3-540 Clarkdale 2.93GHz / 1333MHz / Dual Core™ / 4M / 73W / LGA 1156 / 32nm / 4GB PC3-10600 SDRAM x 2 /250 GB, 7200RPM SATA</p>	<p>BASIC SOFTWARE INSTALLATION KIT:Office 2007 Russian OpenLicensePack NoLevel AcademicEdition – agreement with CJSC "SoftLine Trade" Tr026664 dated 17.05.2007 Project Standard 2007, Access 2007 - Academic cooperation programs with Microsoft DreamSpark Premium Electronic Software Delivery. –agreement with CJSC "SoftLine Trade" Tr000023480 dated 19.05.2015Windows operating systems under licensed OEM preinstallation programs, Academic cooperation programs with Microsoft MSDN AA.- Agreement with CJSC "SoftLine Trade" Tr017431 dated 15.05.2008 Windows operating systems for licensed OEM pre- installation programs, Academic cooperation programs with Microsoft DreamSpark Premium Electronic Software Delivery. – Agreement with CJSC "SoftLine Trade" Tr000031723 dated 05.08.2015Anti-Virus Programs - Rights to computer programs drWeb Server Security, complex protection 120PC (1 license per year)</p>

	/DVD RW - 10pcs2. LCD Monitor - 20.0 ViewSonic "VA2013w" 1600x900 Monitor, 5mc, TCO 03, Black (D-Sub) - 10pcs3. HP LaserJet 5000N, A3, 22ppm, 32 MB, 250&500 sheet feeder, JetDirect 615n prn svr4. HP LaserJet 5100th, A3, 22ppm, 32 MB, 250&500 sheet feeder, JetDirect 615n prn svr	migration with additional purchase (LBW-BC-12M-120:119-C4) – agreement with CJSC "SoftLine Trade" 13982/MOS2957 dated 22.01.2016 Archivers WinRAR: 3.x: Standard License - for legal entities 100-199 licenses – agreement with CJSC "SoftLine Trade" No15422/IRK11 dated 05.02.2010 Network client part Rights to computer programs Windows Server CAL 2012 Russian OLP NL Akademic Edition Device CAL 120 licenses – agreement with CJSC "SoftLine Trade" 13512/MOS2957 dated 29.10.2015 Firewall, Proxy functionality - Privileged right to use Traffic Inspector GOLD computer programs – agreement with CJSC "SoftLine Trade" Tr044356 dated 27.08.2013 Right to use computer programs Extension of Traffic Inspector GOLD Special for 1 year – agreement with CJSC "SoftLine Trade" Tr000112196 dated 29.09.2016
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6.2. Software:

The university is provided with the necessary set of licensed and freely distributed software, including domestic production:

1. Basic installation kit for: Office 2010 Services for granting the right to use Microsoft Desktop Edu ALNG LicSAPk OLV E 1Y Acdmc Ent., 39-licenses for BMBS ISU. Contract No 03-K-1131 dated 11/29/2021 KOSGU 226.4
2. Project Standard 2007, Access 2007 – ISU Azure Dev Tools for Teaching subscription (Visio, Projekt) 1 Year. Microsoft Corporation, One Microsoft Way, Redmond, WA 98052. Expiration Date March 31, 2023.
3. Microsoft Project Professional 2010, ISU Azure Dev Tools for Teaching subscription (Visio, Projekt) 1 year. Microsoft Corporation, One Microsoft Way, Redmond, WA 98052. Expiration Date March 31, 2023.
4. Operating systems Windows'7, Windows'10 Services for granting the right to use Microsoft Desktop Edu ALNG LicSAPk OLV E 1Y Acdmc Ent., 39-licenses for BMBS ISU. Contract No 03-K-1131 dated 11/29/2021 KOSGU 226.4
5. Anti-virus programs - Dr.Web renewal Contract No Tr000582689/03-E-0043 dated February 05, 2021 Invoice No Tr000582689 dated February 08, 2021
6. WinRAR Archivers: 3.x: Standard Licence - for legal entities 100-199 licenses - annex. No1 to contract No15422/IRK11 of CJSC "SoftLine Trade" dated 05.02.2010
7. Network client part Rights to computer programs Windows Server CAL 2012 Russian OLP NL Akademic Edition Device CAL 120 licenses - account Tr000051059 CJSC "SoftLine Trade" dated 27.10.2015
8. Firewall, Proxy functionality - Right to use computer programs Traffic Inspector GOLD preferential account Tr005456 CJSC "SoftLine Trade" dated 27.08.2013
9. Traffic Inspector GOLD Special* for 5 years Contract RSZ-0000276 dated 16.11.2021 KOSGU 226.4 License renewal

6.3. Technical and electronic training aids:

Multimedia tools and other equipment for presentations of educational material:

1. HP ElliteDesk 800 G4 SFF Intel Core i5 8500(3Ghz)/8192Mb/1000Gb/DVDrw/war 3y/W10Pro +V2 Desktop. ViewSonic 21 Monitor, 5" VA2245a - LED [LED, 1920x1080, 10M: 1 5ms,170gor, 160ver, D-Sub]3. Projector Nec M420X LCD 4200ANSI Lm XGA

2000:1 lamp 3500h. Eco mode HDMI USB Viewer RJ-45 10W 3.6 kg4. Jetbalance JB-115U 2.0 black speakers (4W)5. Video signal splitter Aten VS92A 2-port VGA Wead of licensed software used:1. Office 2010 under the program of academic cooperation with Russian Microsoft Desktop Education AllLng License/Software Assurance Pack Academic OLV 1License Level Enterprise2. Project Standard 2007, Access 2007 – under the program of academic cooperation with Microsoft DreamSpark Premium Electronic Software Delivery.3. Microsoft Project Professional 2010, Microsoft Visio Professional 2010 under the program of academic cooperation with Microsoft Imagine Standard Electronic Software Delivery with the assistance of the Central Research Center of ISU.

VII. Educational Technologies

In accordance with the requirements of the Federal State Educational Standards of Higher Education in the direction of training 27.03.05 "Innovations", the profile of training "Management of innovative and IT projects and products", the implementation of the competency-based approach provides for the widespread use of active and interactive forms of conducting classes in the educational process (computer simulations, business and role-playing games, analysis of specific situations) in combination with extracurricular work in order to form and develop professional skills students. The training course includes meetings with representatives of Russian companies, state and public organizations, master classes by experts and specialists.

Teaching the discipline "Psychology of the Entrepreneur" involves the use of the following educational technologies:

- conducting classroom classes using multimedia technologies, audio and video materials;
- conducting lectures in the form of a problem lecture, lecture-discussion (if necessary, in the form of a webinar with a recording of the lecture for subsequent viewing);
- the use of a problem-oriented approach through independent work;
- test technologies on the remote platform of the BMBS LMS "Hekadem";
- the use of interactive training technologies, such as group discussion, work in small groups;
- conducting master classes with specialists;
- performance of tests and independent work by students.

Distance technologies used in the implementation of various types of educational work:

- individual communication with students through the teacher's e-mail;
- use of the educational portal of ISU <https://educa.isu.ru/> and the platform of the BMBS "Gecadem" to organize current monitoring of progress and attendance.

Distance technologies in the development of disciplines are used using the educational portal of Irkutsk State University (access address: <http://educa.isu.ru>) and the platform of the BMBS LMS "Hekadem" (access address <https://edu.buk.irk.ru/>). Texts or video recordings of lectures, tasks for practical classes are posted by disciplines in the relevant sections of the specified information portal of the BMBS ISU.

VIII. Materials for Formative and Summative Assessment

8.1. Assessment tools for incoming control (can be in the form of tests with closed or open-ended questions). – are not used.

8.2. Assessment materials for current control and intermediate certification

The purpose of assessment tools for formative control and intermediate certification is to identify the formation of competencies in accordance with the table below.

№	Formats of Assessment Tools	Assessed Themes (Sections)	Assessed Competencies/ Indicators
1	Oral questioning	1.1-1.2, 2.1-2.2, 3.1-3.3	UC- 3.1,

		4.1-4.3, 5.1-5.6 5.7-5.9, 6.1-6.5	UC- 3.2, UC-3.3.
2	Midterm Tests 1,2,3	№1 1.1-1.2, 2.1-2.2, 3.1-3.3 №2 4.1-4.3, 5.1-5.6 №3 5.7-5.9, 6.1-6.5	UC- 3.1, UC- 3.2, UC-3.3.
3	Report	1.1-1.2, 2.1-2.2, 3.1-3.3 5.1-5.9 7.1-7.3	UC- 3.1, UC- 3.2, UC-3.3.
4	Final test	All topics	UC- 3.1, UC- 3.2, UC-3.3.

8.3. Types of assessment tools used for current control and intermediate certification

The list of assessment tools used to assess competencies at various stages of their formation, as well as a brief description of these tools, is given in the table

	Name of Assessment Tool	Brief description of the assessment tool	Presentation of the Assessment Tool
1.	Oral questioning	A means of monitoring independent work or assimilation of the results of a practical lesson, organized as a special conversation between the teacher and the student on topics related to the discipline being studied, and designed to find out the amount of knowledge of the student on a certain section, topic, issue, etc. It can be used to assess the skills, abilities and (or) experience of students.	Questions for an oral quiz on the course topics (sections).
2.	Test	A system of standardized tasks that allows you to automate the procedure for measuring the level of knowledge and skills of a student. Performed by a student in the LMS "Hecadem"). The number of questions in intermediate tests is from 10 to 25, the time of completion is 25-40 minutes, in the final test from 50-100, the time of completion is 60-90 minutes, the number of attempts is 1. It can be used to assess the knowledge and skills of students	List of test questions
3.	Report	A product of independent work of a student, which is a public speech or written work to present the results of research on a certain educational and practical, educational research or scientific problem It can be used to assess the knowledge, skills, and (or) experience of students' activities	Report topics

8.4. Evaluation criteria for assessing competence development during intermediate certification and current control

Oral questioning

Grading scale	Characteristics of the result (answer)	Level of competence development
86 – 100 points	The student's answer reflects the main concepts and theories on this issue, their critical analysis and comparison, the described theoretical provisions are illustrated with practical examples and empirical data. Students formulate and substantiate their own point of view on the stated problems, the material is presented in professional language using the appropriate system of concepts and terms	High
70 – 85 points	In the student's answer, the main modern concepts and theories on this issue are described and compared, the described theoretical provisions are illustrated with practical examples, the student formulates his own point of view on the stated problems, but he experiences some difficulties in its argumentation. The material is presented in professional language using the appropriate system of concepts and terms	Basic
61 - 70 points	The student's answer reflects only some modern concepts and theories on this issue, the analysis and comparison of these theories is not carried out. The student experiences significant difficulties in illustrating theoretical provisions with practical examples. The student does not have his own point of view on the stated problems. The material is presented in professional language using the appropriate system of concepts and terms	Minimum
0 – 60 points	The student's answer does not reflect modern concepts and theories on this issue. The student cannot give practical examples. The material is inconsistent and illogical, the concepts and terms of the relevant scientific field are not used. The answer reflects the system of non-professional ideas of the student to the stated problem, the student cannot name a single scientific theory, does not give a definition of basic concepts.	Competencies are not formed

Test

Grading scale	Characteristics of the result (answer)	Level of competence development
86 – 100 points	The share of correctly solved test tasks is 86 – 100% of the total volume of tasks in the test.	High
70 – 85 points	The share of correctly solved test tasks is 70 - 85% of the total volume of tasks in the test.	Basic
61 - 70 points	The share of correctly solved test tasks is 55 - 70% of the total volume of tasks in the test.	Minimum

0 – 60 points	The share of correctly solved test tasks is 0 – 54% of the total volume of tasks in the test.	Competencies are not formed
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Report, report

Grading scale	Characteristics of the result (answer)	Level of competence development
86 – 100 points	The problem on the topic of the report (message) is indicated and its relevance is substantiated, a brief analysis of various points of view on the problem under consideration is made and one's own position is logically stated, conclusions are formulated, the topic is fully disclosed.	High
70 – 85 points	The problem on the topic of the report (message) is indicated and its relevance is substantiated, the analysis of various points of view on the problem under consideration does not reflect all scientifically grounded positions, one's own position is not quite logically stated or conclusions are formulated, the topic is covered in sufficient volume.	Basic
61 - 70 points	The problem on the topic of the report (message) is indicated, but its relevance is not substantiated, there is no analysis of various points of view on the problem under consideration, there is no logic and own position in the formation of conclusions, the topic is partially disclosed.	Minimum
0 – 60 points	The problems of the topic of the report (message) are not disclosed, the existing points of view on the given problem are not given, there is no own point of view, conclusions are not formulated.	Competencies are not formed

8.5. Description of the procedures for conducting interim certification and assessment of learning outcomes

Intermediate certification in the form of an exam is carried out taking into account the results of current monitoring of progress during the semester in the form of testing on materials studied during the semester. Assessment tools and standard control tasks used in the current control, in conjunction with testing, allow you to assess the knowledge, skills and possession of skills/experience of students in the development of the discipline.

In order to use the results of the current monitoring of progress, the teacher calculates the average assessment of the level of formation of the student's competencies (the sum of points received by the student is divided by the number of grades - semester score). The time of testing is announced to students in advance. Questions for the final test are formed from a set of questions from all tests on all topics and sections of the discipline. The number of questions in the test is 50-100, the execution time is 60-90 minutes, the number of attempts is one. Exam testing is carried out for those who received less than 60 points in the semester, as well as at the request of students to improve their results. In this case, the grade for the discipline is formed as 50% - semester score and 50% exam testing. The tests for the exam are similar to the final test.

8.6. Demonstration versions of assessment tools of current control Examples of questions for oral questioning

1. The Object and Subject of Psychology as a Science. Branches, principles and methods of psychology. A brief history of the development of psychology.
2. Psyche is the object of psychological research. Definition, basic functions of the psyche. The development of the psyche in phylogeny.
3. The structure of the human psyche.
4. The learning process is the main stages and patterns.
5. Psychology of entrepreneurial activity. The main characteristics of entrepreneurial activity: subject, means, methods, product, result, external structure, educational tasks, actions and operations.
6. Body, brain, psyche. Neuropsychological foundations of cognitive activity. Interhemispheric asymmetry of the brain.
7. Social environment and the formation of the entrepreneur's personality. Correlation of concepts: man, individual, personality.
8. Personality development: biological and social theories of personality.
9. Defense mechanisms of the psyche.
10. Development of self-consciousness and "I-concept".
11. The world of experiences, feelings, emotions as a characteristic of consciousness.
12. Will as a characteristic of consciousness. Reflexive processes.
13. Psychological aspects of professional formation of personality.
14. Sensation and perception.
15. Attention: types and properties.
16. Memory and ways of its development.
17. Thinking: processes and types.
18. Speech and its functions. Types of speech activity and their features.
19. Imagination.
20. Psychological structure of an entrepreneur.
21. Temperament. The history of the development of the doctrine of temperament. Types of temperament and their characterological characteristics. The role of temperament in activity.
22. Character. Social and individual character. Character accentuations. Typological approach on the example of Jung's typology.
23. Abilities as a manifestation of the individual in the psyche. Inclinations, abilities, intellect.
24. Creativity. Creativity. Giftedness, talent, genius.
25. Psychology of communication. Basics of effective interaction.
26. Psychology of relationships and interpersonal communication in a group.

Example of topics for the seminar No1

1. Theory of recapitulation (S. Hall)
2. Theory of convergence (V. Stern)
3. Normative approach (A. Gesell)
4. The Theory of Three Stages (K. Bühler)
5. Psychoanalytic theory (S. Freud)
6. Psychoanalytic theory (C.G. Jung)
7. Psychoanalytic theory (A. Adler)
8. Psychoanalytic theory (A. Freud and M. Klein)
9. Epigenetic theory (E. Erikson)
10. Psychosynthesis (R. Assagioli)
11. Theory of learning (I.P. Pavlov, D. Watson, etc.)
12. Trait theory (G. Allport)
13. Theory of social learning (A. Bandura and others)
14. Cognitive Theory of Development (J. Piaget)
15. Cultural-historical concept of personality development (L. Vygotsky and others)
16. Scientific School "Phenomenology of Development and Being of Personality" (V.S. Mukhina)

17. Socio-psychological concept of personality development (A.V. Petrovsky)
18. The concept of mental development (D.B. Elkonin)
19. Humanistic concept of development (A. Maslow)
20. Theory of personality (A. Meneghetti)
21. Humanistic concept of development (C. Rogers)
22. Humanistic concept of development (E. Fromm)

Demo version of the test No1

1. **An individual is ...** (circle the letter of the correct answer you have chosen)
 - a. stable formations that provide a certain qualitative and quantitative level of activity and behavior, typical for a given person;
 - b. a biosocial being possessing articulate speech, consciousness, higher mental functions (abstract logical thinking, logical memory, etc.), capable of creating tools and using them in the process of work;
 - c. a biological organism, a carrier of common genotypic hereditary properties of a biological species;
 - d. the socio-psychological essence of man, which is formed as a result of man's assimilation of social forms of consciousness and behavior, the socio-historical experience of mankind.
2. Define the concept of "**psychological defense**" (circle the letter of the correct answer you have chosen)
 - a. the socio-psychological essence of man, which is formed as a result of man's assimilation of social forms of consciousness and behavior, the socio-historical experience of mankind;
 - b. a special regulatory system of personality stabilization aimed at eliminating or minimizing the feeling of anxiety associated with the awareness of conflict. Its functions are to protect the sphere of consciousness from negative, traumatic experiences;
 - c. stable formations that provide a certain qualitative and quantitative level of activity and behavior, typical for a given person;
 - d. a relatively stable level of mental activity determined at a given time, which is manifested in increased or decreased activity of the personality.
3. **Identification is ...** (circle the letter of the correct answer you have chosen)
 - a. an unconscious mechanism by which impulses and feelings that are unacceptable to the individual are attributed to an external object and penetrate consciousness as an altered perception of the external world
 - b. the process and result of the replacement of a repressed drive or representation by some other tendency or symbol;
 - c. the process and mechanism of transformation of the energy of sexual desire, characterized by the replacement of a sexual goal with a more distant and socially valuable goal;
 - d. is the most important mechanism of socialization, the process and result of self-identification with another person, group, image or symbol, as well as their inclusion in their inner world and acceptance as their own norms, values and models.
4. A complex structural formation of personality – **ability** is called: (circle the letter of the correct answer you have chosen) –
 - a. a system of needs, interests, beliefs, ideals that determines the selectivity and level of activity of a person;
 - b. the system of natural properties of the personality – mobility, balance of behavior, tone of activity – characterizing the dynamic side of behavior;
 - c. a system of intellectual, volitional and emotional properties that determines the creative

- capabilities of the individual;
- d. system of relations and ways of behavior.
5. **An entrepreneur as an individual is characterized by...**
- Creativity
 - Tolerance
 - Growth
 - Call of duty
6. **General scientific methods of studying psychology include:**
- Interview
 - Experiment
 - Analysis of the products of activity
 - Mathematical modeling
7. Restore the sequence of the system of cyclically renewed forms of interaction in situations of joint creative activity: (write down the answer in the form of a series of letters, reflecting, in your opinion, the sequence - _____)
- self-organized actions.
 - self-motivated actions;
 - simulated actions;
 - introduction to the activity;
 - Cooperation, partnership, co-creation
 - self-regulatory actions;
 - supported actions;
 - actions shared between the teacher and the student.
8. **"Learning"** means
- the process of active interaction between the teacher and the student, as a result of which the student forms certain knowledge and skills on the basis of his own activity;
 - social, purposeful creation of conditions (material, spiritual, organizational) for the assimilation of socio-historical experience by the new generation in order to prepare it for social life in productive labor
 - a specially organized system of external conditions created in society for the development of a person
 - the process of assimilation by a person of the experience of previous generations through internal mental factors that ensure development.
9. Only higher animals are characterized by practical thinking.
Truly *False*
10. A person lives in a world of relatively permanent things, uses a tool in common with other people, borrows the experience of using a tool from some and passes it on to other people
Truly *False*

Demo version of the test No2

1. Psychologists distinguish four **properties of** image perception, in particular, the ability of a person to perceive the world not as a set of unrelated sensations, but in the form of objects separated from each other that have properties that cause these sensations – this property is called...
- Integrity
 - Objectivity
 - Categorical
 - Constancy
2. The effect of stimuli on **the sensory** organs (receptors), where a certain type of energy is transformed into a nervous process, can be called the _____ process of sensation emergence

- a. Psychic
 - b. Physiological
 - c. Physical
3. A complex process of receiving and transforming information that provides a holistic reflection of objective reality and orientation in the surrounding world is called
- a. Attention
 - b. Sensation
 - c. Reception
4. Which of the proposed definitions is not a definition of the process "**sensation**"
- a. the process of ordering information coming from the outside in the aspect of the priority of the tasks facing the subject
 - b. the process of reflection of individual properties of objects and phenomena of the objective world with their direct impact on receptors
 - c. conscious, subjectively represented in a person's head or unconscious, but affecting his behavior, product of processing by the central nervous system of significant stimuli arising in the internal or external environment
5. **The classification of sensations** into distant and contact is made on the basis of the attribute:
- a. Lead Analyzer
 - b. Interaction of receptors with the stimulus
 - c. Location of receptors
6. Which **law of perception** says: "Figures similar in some elements in perception are united and grouped."
- a. Proximity Effect
 - b. The Law of Constancy
 - c. Similarity Effect
 - d. The Law of Closure
7. The law of _____ and background in perception says: "A person perceives _____ as a closed _____ located in front of the background, while the background seems to extend continuously behind the figure."
8. **The classification of attention** into visual and auditory is made on the basis of the attribute:
- a. Subject, material of activity
 - b. Orientation of activity
 - c. the nature of the reflected connections and relations
 - d. Lead Analyzer
9. The ability to successfully perform several different types of activity (actions) at the same time characterizes **the property of attention**:
- a. Distribution
 - b. Selectivity
 - c. Switchability
10. The number of distinctly perceived objects simultaneously (within 0.1 seconds) characterizes **the property of attention**:
- a. Sustainability
 - b. Volume
 - c. Concentration
11. The mental process of creating something new in the form of an image, representation or idea is called
- a. Memory
 - b. Thinking
 - c. Imagination
 - d. Reception
12. This type of **imagination** is subordinated to desires that are thought to be fulfilled in the process of fantasy, while this type of imagination "satisfies" unsatisfied, mostly unconscious needs

of the person; images of this type of imagination are aimed at strengthening and preserving positively colored emotions and at repressing, reducing negative emotions. This type of imagination is called

- a. Active
- b. Recreating
- c. Passive
- d. Creative

13. Thinking according to the type of tasks to be solved is divided into

- a. Realistic – autistic
- b. Theoretical – practical, empirical
- c. Productive – reproductive
- d. Involuntary – voluntary

14. The type of thinking characterized by the use of concepts and logical constructions is called

- a. Visual-active thinking
- b. Visual and figurative thinking
- c. Verbal and logical thinking

15. The mental operation of establishing similarities and differences between objects

- a. Comparison
- b. Synthesis
- c. Analysis
- d. Generalization

16. The main function of speech, which ensures the unity of designation of objects and phenomena by the perceiver and the speaker, is called

- a. Generalization function
- b. Significative (notation) function
- c. Communication function

Demo version of the test No3

Choose the correct answers:

1. EQ emotional intelligence consists of

- a. the ability to perceive or feel emotions (both one's own and those of another person);
- b. the ability to direct one's mind to help emotions;
- c. the ability to control emotions;
- d. the ability to control the mind;
- e. the ability to accumulate knowledge about the world;
- f. the ability to understand what a particular emotion expresses;

2. The emotions of expectation and forecast include

- a. Excitement
- b. Red alert
- c. Euphoria
- d. Despair
- e. Joy

3. Communicative emotions include

- a. Surprise
- b. Interest
- c. Contempt
- d. Embarrassment
- e. Despair
- f. Euphoria

4. Human activity and its results are determined not only by his stable individual qualities, but also to a large extent by temporary shifts that occur in his body and are defined as

- a. Mental processes
 - b. Psychic properties
 - c. Psychophysiological states
5. Mental states of a person are characterized by
- a. Integrity
 - b. Individual originality and typicality
 - c. Immobility
 - d. Instability
 - e. Polarity
6. A relatively long-lasting, stable mental state of moderate or low intensity, manifested as a positive or negative emotional background of the mental life of an individual, is called
- a. Mood
 - b. Euphoria
 - c. Stress
 - d. Frustration
7. A mental state manifested in an increased joyful, cheerful mood is a state of complacency, carelessness, which does not correspond to objective circumstances
- a. Affect
 - b. Stress
 - c. Euphoria
 - d. Anxiety
 - e. Frustration
8. Fatigue as a complex of subjective experiences accompanying the development of the state of fatigue is characterized by
- a. feelings of weakness, lethargy, powerlessness
 - b. sensations of physiological comfort
 - c. loss of interest in work
 - d. the presence of motivation to perform the activity
 - e. negative emotional reactions
9. A person with such a temperament is characterized by quick movements, flexibility of mind, resourcefulness. Fast pace of speech, quick inclusion in a new job.
- a. Melancholic
 - b. Phlegmatic
 - c. Choleric
 - d. Sanguine

Insert missing words

10. Frustration is an extreme dissatisfaction, a blockade of aspiration that causes persistent _____ emotional _____, i.e. disorganization of
11. Physiological signs of stress are: _____ breathing, rapid _____ redness or blanching _____ of facial, an increase _____ in the blood and sweating
 Medical signs of stress include: _____ nervousness, the presence of hysterical _____ fainting, affects, headaches _____ achesinsomnia

Is the statement true

12. Emotions are subjective reactions of humans and animals to the impact of internal and external stimuli, manifested in the form of pleasure or displeasure, joy, fear, etc.

That's right

False

13. Emotions do not provide a deep understanding of what is happening or a deeper knowledge of a person himself, they are always superficial.

That's right

False

14. The ability to recognize emotions, both one's own and those of others, determines the degree of development of emotional intelligence (EQ) of a person, which in recent decades has been evaluated higher than mental intelligence (IQ) when determining the factors of a successful person and especially the professional activity of a manager.

That's right

False

15. Emotional intelligence – EQ is responsible for 27 – 45% of success at work, depending on the area being studied. Whereas IQ intelligence is only 1 – 20%

That's right

False

16. The ability to express emotions is not genetically determined. Emotions are not recognized with the help of external expressions – body language: gestures, facial expressions.

That's right

False

17. Emotions are more connected with the unconscious, and feelings are most represented in our consciousness.

That's right

False

18. Personality orientation is what is internal, really dear to a person, what he really strives for.

That's right

False

19. An integral characteristic of personality orientation is not the ability of a person to determine his own goals and values, to be an organism, and not only a personality.

That's right

False

20. Since the situation is changeable, the world always turns out to be hostile or even more frightening, so the main thing in a person's life is to protect himself from this world, this characterizes his personality structure as healthy.

That's right

False

21. People often think that they determine their own inner direction, but this is not always true: the mind often only justifies what the soul or body demands.

That's right

False

22. Personal signs of stress include: complete suppression of will, decrease in self-control, passivity and stereotyped behavior, inability to make creative decisions, increased suggestibility, fear, anxiety, unmotivated anxiety

That's right

False

23. Sleep is a natural physiological process of being in a state with a minimum level of active consciousness and a reduced reaction to the world around us.

That's right

False

24. An active life position is a stable form of manifestation of ideological and moral attitudes and attitudes, knowledge and skills, beliefs and habits, conditioned by specific social circumstances, which has a regulatory effect on his behavior and activities.

That's right

False

25. A manifestation of an active life position is low responsibility and passivity in various types of activities, regardless of the conditions in which they are carried out

That's right

False

The final test is compiled on the basis of intermediate tests.

Developer:


(signature)

Associate Professor Saprankova T.A.
(position) (FULL NAME)

The program is compiled in accordance with the requirements of the Federal State Educational Standards of Higher Education in the direction of training 27.03.05 "Innovation", the training profile "Management of innovative and IT projects and products".

The program was considered at a meeting of the Department of Strategic and Financial Management on March 21, 2025, Minutes No 9.

Head of the

A handwritten signature in blue ink, appearing to read 'N.B. Grosheva', is written over a light blue horizontal line.

Department N.B. Grosheva

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