



UČNI NAČRT / COURSE SYLLABUS

Predmet / Course	Strokovna praksa / Internship
Šifra predmeta / Course Code	B13SPRAK-SP12-ESD
Nosilec predmeta / Course Coordinator	Doc. dr. Gregor Jagodič
Vrsta predmeta / Type of the course	izbirni / elective
Jezik / Language - Vaje / Tutorials - Predavanja / Lecture	Slovenski / Slovene, Angleški / English Slovenski / Slovene, Angleški / English
Študijski program / Programme	Ekonomija v sodobni družbi (1. stopnja) / Economy in contemporary society (1st cycle)
Letnik / Year	3.
Primarno študijsko področje / Primary Study Field	Poslovne vede - Klasius 34
Pogoji za vključitev / Requirements	/

Predavanja Lectures	Vaje Tutorials	Druge oblike študija Other Type of Study	Samostojno delo Individual work	Ure dela Work hours	ECTS
0	30	0	270	300	12

Vsebina / Content:

<p>1. V podjetju oz. organizaciji se vključujejo v takšna dela, ki omogočajo spoznavanje z urejenostjo podjetja ter poslovnimi, delovnimi in informacijskimi procesi, ki potekajo znotraj ali zunaj podjetja.</p> <p>2. Pri svojem delu prihajajo v kontakt z različnimi notranjimi in zunanjimi udeleženci podjetja oz. organizacije (stranke, dobavitelji, zaposleni raznih poslovnih področij, management).</p> <p>3. Uporabljajo lahko tudi praktične veščine računalništva, osnovnih softverskih rešitev, komuniciranja, tujih jezikov ipd., kar so pri svojem študiju tudi spoznavali.</p> <p>4. Ena izmed možnosti, ki omogočajo spoznavanje z raznolikostjo v podjetju, je rotacija med delovnimi mesti.</p> <p>5. Na ta način lahko v času 6 tednov, kolikor traja strokovna praksa, študenti spoznajo ključna področja delovanja podjetja oziroma organizacije.</p>	<p>1. During their 6 week internship in a company or organisation students become familiar with its organisation and functioning, as well as with business, work and information processes that take place inside and outside the company.</p> <p>2. They get to deal with its various internal and external stakeholders (e.g. customers, suppliers, employees from various departments, management).</p> <p>3. They also have an opportunity to put to practice their computer and communication skills as well as their knowledge of foreign languages, etc.</p> <p>4. They may also have a chance to rotate between jobs in order to grasp the diversity and get to know various aspects of the company.</p> <p>5. This allows them to become familiar with the key areas of the operation of the company or organisation of their placement.</p>
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Splošne kompetence / General Competencies:

<p><i>Študent bo pridobil znanje in spretnosti na naslednjih splošnih vsebinskih področjih:</i></p> <p>SPL1: Delo s podatki in informacijami; SPL3: Medosebne, socialne spretnosti; SPL8: Spretnosti kritičnega mišljenja; SPL11: Spretnosti organiziranja in načrtovanja (npr. lastnega dela, dela drugih); SPL12: Spretnosti verbalne komunikacije (npr. retorika, predstavitvene veščine);</p>	<p><i>Student will acquire knowledge and skills in the following general areas:</i></p> <p>SPL1: Work with data and information; SPL3: Interpersonal, social skills; SPL8: Critical thinking; SPL11: Organising and planning skills; SPL12: Verbal communication skills (e.g. rhetorics, presentation skills);</p>
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Predmetno specifične kompetence / Course Specific Competencies:

<i>Študent bo pridobil znanje in spretnosti na naslednjih specifičnih vsebinskih področjih:</i>	<i>Student will acquire knowledge and skills in the following specific areas:</i>
PSP1: Značilnosti organizacije, funkcijska področja in razmerja med njimi.; PSP2: Pregled poslovanja, problemi, izzivi in njihovo reševanje, svetovalni načrt.; PSP4: Metode in orodja za analizo notranjega in zunanjega okolja in določanje razvojnih perspektiv organizacije; PSP7: Upravljanje s spremembami; PSP9: Vidik etike na vsebinskem področju predmeta; PSP18: Splošna razgledanost na vsebinskem področju predmeta.	PSP1: Organizations' characteristics, functional areas and the relationships between them; PSP2: Organisational audit, problems and challenges in business, problem solving, consultancy plans; PSP4: Methods and tools for analysis of an organisation and its environment to identify perspectives; PSP7: Change management; PSP9: Principles of ethics; PSP18: General overview of the course content area.

Predvideni študijski izidi / Intended Learning Outcomes:

<i>Študent bo dosegel naslednje študijske izide:</i>	<i>Student will achieve the following learning outcomes:</i>
<ol style="list-style-type: none">1. Razume delovanja in razvoja sodobnih organizacij.2. Zna uporabiti in združiti znanja s področij organizacije, managementa, prava, informatike, komuniciranja, tehnologije in etike ter razumevanja družbenega in političnega dogajanja z znanji poslovnih in ekonomskih ved.3. Zna rešiti poslovne probleme sodobnih podjetij in drugih organizacij, družbenih in državnih institucij in služb.4. Zna uporabiti preprostejše metode poslovne in ekonomske analize.5. Zna samostojno opravljati strokovna dela v poslovni praksi.6. Zna presojati relevantna socialna, znanstvena ali etična vprašanja.7. Zna rešiti strokovne probleme.	<ol style="list-style-type: none">1. Understands the functioning and development of contemporary organisations.2. Knows how to use and integrate knowledge in the fields of organisation, management, law, informatics, communication, technology and ethics, and to understand social and political developments with the knowledge of business and economic sciences.3. Knows how to solve business problems of contemporary businesses and other organisations, public and state institutions and services.4. Knows how to use the basic methods of business and economic analysis.5. Knows how to network and search for job opportunities.6. Knows to assess relevant social, scientific and ethnic issues.7. Knows how to solve expert problems.

Oblike in metode poučevanja in učenja / Types and Methods of Teaching and Learning

<i>Oblike dela</i>	Frontalna oblika poučevanja; Delo v manjših skupinah; Samostojno delo študenta;
<i>Types of Teaching and Learning</i>	Frontal teaching; Work in smaller groups or pairs; Independent student work;
<i>Metode dela</i>	Razlaga; Razgovor/diskusija/debata; Delo z besedilom; Javni nastop; Praktično delo;
<i>Teaching and Learning Methods</i>	Explanation; Conversation/discussion/debate; Work withh text; Public presentation; Practical work;

Načini ocenjevanja v % / Types of Student Assessment

Sprotno ustno ocenjevanje / Oral Assessment	/
Sprotno pisno ocenjevanje / Written Assessment /	/
Daljši pisni izdelek /Longer written casework ¹	90
Javni nastop s predstavitevjo rezultatov / Presentations ²	10
Končni pisni izpit / Final written examination/	/

¹ Seminarska ali projektna naloga, raziskovalna naloga ipd.

² Plakat, naloga, prispevek

Končni ustni izpit / Final oral examination	/
Udeležba in sodelovanje / Participation and cooperation	/
Lestvica ocenjevanja / Grading scale	opisna/descriptive

Temeljna literatura / Literature:

1. Gradivo delavnice Priprava na strokovno prakso
2. Gradivo delavnice Izdelava poročila strokovne prakse.
3. Gradiva gostov in predavateljev
4. Predloga Načrta Strokovne prakse / učenja v praksi, s komentarji in napotki
5. Predloga Poročila o opravljeni Strokovni praksi / Učenju v praksi, s komentarji in napotki
6. Poročilo za priznavanje Strokovne prakse / Učenja v praksi, s komentarji in napotki
7. Pravilnik o opravljanju Strokovne prakse / Učenja v praksi

Reference nosilca / Lecturer's references:

1.01 Izvirni znanstveni članek

1. JAGODIČ, Gregor, MILFELNER, Borut. Impact of marketing resource on company performance on B2B markets. *International journal of innovating and learning*. 2020, vol. 28, no. 2, str. 180-205, ilustr. ISSN 1471-8197. DOI: [10.1504/IJIL.2020.108969](https://doi.org/10.1504/IJIL.2020.108969). [COBISS.SI-ID [26927619](#)], [SNIP]
2. JAGODIČ, Gregor. Using of Information Communication Technology tools by the students with entrepreneur intent. *Management*. fall 2016, vol. 11, iss. 3, str. 239-254, ilustr. ISSN 1854-4231. http://www.fm-kp.si/zalozba/ISSN/1854-4231/11_239-254.pdf. [COBISS.SI-ID [1538769860](#)]

1.08 Objavljeni znanstveni prispevek na konferenci

1. JAGODIČ, Gregor. The motivation of employees at the workplace. V: DERMOL, Valerij (ur.). *Thriving on future education, industry, business and society : proceedings of the MakeLearn and TIIM International Conference, 15-17 May 2019, Piran, Slovenia*. Bangkok; Celje; Lublin: ToKnowPress, 2019. Str. 549-558, ilustr. MakeLearn. ISBN 978-961-6914-25-3. ISSN 2232-3309. <http://www.toknowpress.net/ISBN/978-961-6914-25-3/papers/ML19-180.pdf>. [COBISS.SI-ID [40074757](#)]
2. JAGODIČ, Gregor, SKRBINJEK, Vesna. Improving knowledge transfer with trainings : a case of car sellers approach. V: DERMOL, Valerij (ur.). *Integrated economy and society: diversity, creativity and technology : proceedings of the MakeLearn and TIIM International Conference, 16-18 May 2018, Naples, Italy*. Bangkok; Celje; Lublin: ToKnowPress, 2018. Str. 705-713, ilustr. MakeLearn. ISBN 978-961-6914-23-9. ISSN 2232-3309. <http://www.toknowpress.net/ISBN/978-961-6914-23-9/papers/ML2018-187.pdf>. [COBISS.SI-ID [39520005](#)]
3. KOKOVNIK, Katja, JAGODIČ, Gregor. Employment of young people and their approaches to find a job. V: DERMOL, Valerij (ur.), SMRKOLJ, Marko (ur.). *Management challenges in a network economy : proceedings of the MakeLearn and TIIM International Conference, 17-19 May 2017, Lublin, Poland*. Bangkok; Celje; Lublin: ToKnowPress, 2017. Str. 303-311, ilustr. MakeLearn. ISBN 978-961-6914-21-5. ISSN 2232-3309. <http://www.toknowpress.net/ISBN/978-961-6914-21-5/papers/ML17-057.pdf>. [COBISS.SI-ID [39058437](#)]
4. JAGODIČ, Gregor, DERMOL, Valerij. ICT tools for development of entrepreneurial competencies. V: DERMOL, Valerij (ur.), et al. *Managing intellectual capital and innovation for sustainable and inclusive society: proceedings of the MakeLearn and TIIM Joint International Conference, 27-29 May 2015, Bari, Italy*. Bangkok; Celje; Lublin: ToKnowPress, 2015. Str. 2123-2129, tabela. MakeLearn. ISBN 978-961-6914-13-0. ISSN 2232-3309. <http://www.toknowpress.net/ISBN/978-961-6914-13-0/papers/ML15-455.pdf>. [COBISS.SI-ID [13703329](#)]
5. JAGODIČ, Gregor, MILFELNER, Borut. The impact of selected marketing resources of companies operating in B2B markets on the company performance. V: KAVKLER, Alenka (ur.), LOGOŽAR, Klavdij (ur.). *Proceedings of the 6th Global Conference on Managing in Recovering Markets, GCMRM 2015, Maribor, May 18 - 19, 2015*. Global Conference on Managing in Recovering Markets, Maribor, May 18 - 19, 2015. Maribor: Faculty of Economics and Business, 2015. Str. 349-360. ISBN 978-961-6802-36-9. http://www.epf.um.si/fileadmin/user_upload/Raziskovalna/GCMRM/GCMRM_Proceedings_2015.pdf. [COBISS.SI-ID [12041500](#)]
6. JAGODIČ, Gregor. B2B marketing and its impact on the performance of the company. V: DERMOL, Valerij (ur.), SMRKOLJ, Marko (ur.), ĐAKOVIĆ, Goran (ur.). *Human capital without borders : knowledge and learning for quality of life : proceedings of the Management, Knowledge and Learning International Conference 2014, 25-27 June 2014, Portorož, Slovenia*. Management, Knowledge and Learning International Conference 2014, 25-27 June 2014, Portorož, Slovenia. Bangkok; Celje; Lublin:

- ToKnowPress, 2014. Str. 1425-1434, tabela. MakeLearn. ISBN 978-961-6914-09-3. ISSN 2232-3309. <http://www.toknowpress.net/ISBN/978-961-6914-09-3/papers/ML14-770.pdf>. [COBISS.SI-ID [12937633](#)]
7. JAGODIČ, Gregor. Intention to become an entrepreneur from 2nd year study students. V: DERMOL, Valerij (ur.), SMRKOLJ, Marko (ur.), ĐAKOVIĆ, Goran (ur.). *Human capital without borders : knowledge and learning for quality of life : proceedings of the Management, Knowledge and Learning International Conference 2014, 25-27 June 2014, Portorož, Slovenia*. Management, Knowledge and Learning International Conference 2014, 25-27 June 2014, Portorož, Slovenia. Bangkok; Celje; Lublin: ToKnowPress, 2014. Str. 1417-1424, graf. prikazi. MakeLearn. ISBN 978-961-6914-09-3. ISSN 2232-3309. <http://www.toknowpress.net/ISBN/978-961-6914-09-3/papers/ML14-769.pdf>. [COBISS.SI-ID [12937121](#)]
 8. JAGODIČ, Gregor. Effectiveness of communication in relation to training of sales staff. V: DERMOL, Valerij (ur.), et al. *Knowledge and learning : global empowerment : proceedings of the Management, Knowledge and Learning International Conference 2012, 20-22 June 2012, Celje, Slovenia*. Celje: International School for Social and Business Studies, 2012. Str. 999-1005, ilustr. MakeLearn. ISBN 978-961-6813-09-9, ISBN 978-961-6813-10-5. ISSN 2232-3309. [COBISS.SI-ID [15967541](#)]

1.09 Objavljeni strokovni prispevek na konferenci

1. JAGODIČ, Gregor. Project tasks and connecting ISSBS with firms ISSBS. V: GAISER, Laris (ur.), ČURČIČ, Denis (ur.). *Bridging gaps in the Mediterranean research space : conference proceedings*. 1st printing. Portorož: EMUNI University, 2012. Str. 462-469. ISBN 978-961-6805-05-6. [COBISS.SI-ID [16262197](#)]
2. JAGODIČ, Gregor. Employment challenges. V: ČURČIČ, Denis (ur.). *Innovation and employability - the universities challenge*. 1st printing. Portorož: EMUNI University, 2011. Str. 539-546, ilustr. ISBN 978-961-6805-04-9. [COBISS.SI-ID [16469813](#)]
3. DERMOL, Valerij, JAGODIČ, Gregor. Innovative approaches to entrepreneurial learning at higher education institution. V: ČURČIČ, Denis (ur.). *Innovation and employability - the universities challenge*. 1st printing. Portorož: EMUNI University, 2011. Str. 566-573. ISBN 978-961-6805-04-9. [COBISS.SI-ID [16470069](#)]

1.12 Objavljeni povzetek znanstvenega prispevka na konferenci

1. KOSTANJŠEK, Katjuša, JAGODIČ, Gregor. Employee training and education. V: DERMOL, Valerij (ur.). *Expanding horizons: business, management and technology for better society : proceedings of the MakeLearn and TIIM International Conference : 20-22 May 2020, online conference*. Bangkok; Celje; Lublin: ToKnowPress, 2020. Str. 489. MakeLearn. ISBN 978-961-6914-26-0. ISSN 2232-3309. <http://www.toknowpress.net/ISBN/978-961-6914-26-0/144.pdf>, <http://www.toknowpress.net/ISBN/978-961-6914-26-0.pdf>. [COBISS.SI-ID [21594627](#)]
2. KOSTANJŠEK, Katjuša, JAGODIČ, Gregor. Employment of foreigners from Bosnia and Herzegovina, and Serbia in Slovenia. V: DERMOL, Valerij (ur.). *Expanding horizons: business, management and technology for better society : proceedings of the MakeLearn and TIIM International Conference : 20-22 May 2020, online conference*. Bangkok; Celje; Lublin: ToKnowPress, 2020. Str. 491. MakeLearn. ISBN 978-961-6914-26-0. ISSN 2232-3309. <http://www.toknowpress.net/ISBN/978-961-6914-26-0/145.pdf>, <http://www.toknowpress.net/ISBN/978-961-6914-26-0.pdf>. [COBISS.SI-ID [21596419](#)]
3. KOKOVNIK, Katja, JAGODIČ, Gregor. Intergenerational cooperation at the company and knowledge transfer. V: DERMOL, Valerij (ur.), SMRKOLJ, Marko (ur.). *Management challenges in a network economy : proceedings of the MakeLearn and TIIM International Conference, 17-19 May 2017, Lublin, Poland*. Bangkok; Celje; Lublin: ToKnowPress, 2017. Str. 441. MakeLearn. ISBN 978-961-6914-21-5. ISSN 2232-3309. <http://www.toknowpress.net/ISBN/978-961-6914-21-5/papers/ML17-087.pdf>. [COBISS.SI-ID [39060229](#)]
4. KOŠIR, Suzana, JAGODIČ, Gregor. The role of intergenerational cooperation and the importance of knowledge transfer in organizations of tourist sector : extended abstract 10. V: GORENAK, Mitja (ur.), TRDINA, Andreja (ur.). *Tourism and development 2017 : active & sports tourism : feel the freedom of the water : [book of abstracts]*. 1st ed. Maribor: University of Maribor Press, 2017. Str. 55-60. ISBN 978-961-286-121-6. <http://press.um.si/index.php/ump/catalog/book/301>. [COBISS.SI-ID [2048230739](#)]
5. JAGODIČ, Gregor. Using of ICT tools by the students with entrepreneur intent. V: DERMOL, Valerij (ur.), TRUNK, Aleš (ur.), SMRKOLJ, Marko (ur.). *Managing innovation and diversity in knowledge society through turbulent time : proceedings of the MakeLearn and TIIM Joint International Conference, 25-27 May 2016, Timisoara, Romania*. Bangkok; Celje; Lublin: ToKnowPress, 2016. Str. 1195. MakeLearn. ISBN 978-961-6914-16-1. ISSN 2232-3309. <http://www.toknowpress.net/ISBN/978-961-6914-16-1/papers/ML16-273.pdf>. [COBISS.SI-ID [14512545](#)]

6. JAGODIČ, Gregor, KOŠIR, Suzana. Effectiveness of communication of personnel in relation to communication training. V: GORENAK, Mitja (ur.), RANGUS, Marjetka (ur.). *Sustainability recap : heritage and resources in tourism : book of abstracts*. 1st ed. Brežice: Faculty of Tourism, 2015. Str. 37-38. ISBN 978-961-6848-04-6. [COBISS.SI-ID [38226437](#)]
7. KOŠIR, Suzana, JAGODIČ, Gregor. The aging population and their impact on sustainable development. V: GORENAK, Mitja (ur.), RANGUS, Marjetka (ur.). *Sustainability recap : heritage and resources in tourism : book of abstracts*. 1st ed. Brežice: Faculty of Tourism, 2015. Str. 40-41. ISBN 978-961-6848-04-6. [COBISS.SI-ID [38226181](#)]
8. JAGODIČ, Gregor. Effectiveness of communication in relation to training of sales staff. V: DERMOL, Valerij (ur.), et al. *Knowledge and learning : global empowerment : abstracts of the Management, Knowledge and Learning International Conference 2012, 20-22 June 2012, Celje, Slovenia*. Celje: International School for Social and Business Studies, 2012. Str. 103. Makelearn. ISBN 978-961-6813-11-2. ISSN 2232-3309. [COBISS.SI-ID [16053813](#)]

1.16 Samostojni znanstveni sestavek ali poglavje v monografski publikaciji

1. JAGODIČ, Gregor, DERMOL, Valerij. Financial literacy of secondary school students. V: TRUNK, Aleš (ur.), DERMOL, Valerij (ur.), TRUNK ŠIRCA, Nada (ur.). *Financial literacy among the young : the role of banks in education and training*. Bangkok; Celje; Lublin: ToKnowPress, cop. 2018. Str. 123-137, ilustr. ISBN 978-83-65020-25-3, ISBN 978-83-65020-26-0. <http://www.toknowpress.net/ISBN/978-83-65020-25-3.pdf>. [COBISS.SI-ID [39989765](#)]
2. DERMOL, Valerij, JAGODIČ, Gregor. Youth unemployment as an incentive for self-employment. V: TRUNK, Aleš (ur.), DERMOL, Valerij (ur.), TRUNK ŠIRCA, Nada (ur.). *Financial literacy among the young: the role of banks in education and training*. Bangkok; Celje; Lublin: ToKnowPress, cop. 2018. Str. 155-167, ilustr. ISBN 978-83-65020-25-3, ISBN 978-83-65020-26-0. <http://www.toknowpress.net/ISBN/978-83-65020-25-3.pdf>. [COBISS.SI-ID [39990277](#)]
3. JAGODIČ, Gregor, KOŠIR, Suzana. Effectiveness of communication of employees in relation to communication training. V: RANGUS, Marjetka (ur.), GORENAK, Mitja (ur.), BRUMEN, Boštjan (ur.). *Sustainability in tourism and regional development*. Newcastle upon Tyne: Cambridge Scholars, 2017. Str. 123-144, graf. prikazi, tabele. ISBN 1-4438-8268-2, ISBN 978-1-4438-8268-2. [COBISS.SI-ID [2048193107](#)]
4. JAGODIČ, Gregor, DERMOL, Valerij. Finančna pismenost dijakov srednjih šol. V: TRUNK, Aleš (ur.), DERMOL, Valerij (ur.), TRUNK ŠIRCA, Nada (ur.). *Finančna pismenost med mladimi : vloga bank pri izobraževanju in usposabljanju*. Celje: Mednarodna fakulteta za družbene in poslovne študije, 2016. Str. 105-116, ilustr. Znanstvene monografije MFDPŠ. ISBN 978-961-6813-41-9. ISSN 2232-2116. [COBISS.SI-ID [38842117](#)]
5. DERMOL, Valerij, JAGODIČ, Gregor. Brezposelnost mladih kot spodbuda za samozaposlitev. V: TRUNK, Aleš (ur.), DERMOL, Valerij (ur.), TRUNK ŠIRCA, Nada (ur.). *Finančna pismenost med mladimi : vloga bank pri izobraževanju in usposabljanju*. Celje: Mednarodna fakulteta za družbene in poslovne študije, 2016. Str. 133-143, ilustr. Znanstvene monografije MFDPŠ. ISBN 978-961-6813-41-9. ISSN 2232-2116. [COBISS.SI-ID [38842885](#)]
6. KOŠIR, Suzana, JAGODIČ, Gregor. The aging population and their impact on sustainable development in tourism. V: GORENAK, Mitja (ur.). *The issues on the horizon of sustainable development in tourism*. Harlow [etc.]: Pearson Education, cop. 2016. Str. 93-109. ISBN 978-1-78449-108-6. [COBISS.SI-ID [2048144211](#)]

2.01 Znanstvena monografija

1. JAGODIČ, Gregor. *Internacionalizacija poslovanja podjetja*. Harlow [etc.]: Pearson, cop. 2020. 207 str., ilustr. ISBN čakamo izdajo. [COBISS.SI-ID čakamo izdajo]
2. VUKASOVIČ, Tina, JAGODIČ, Gregor. *Osnove trženja in strateškega tržnega načrtovanja*. Harlow [etc.]: Pearson, cop. 2017. 218 str., ilustr. ISBN 978-1-78726-026-9. [COBISS.SI-ID [39044101](#)]

2.05 Drugo učno gradivo

1. JAGODIČ, Gregor, DERMOL, Valerij. *Biti podjeten, biti inovativen - biti podjetnik : študijska gradiva*. Celje: Mednarodna fakulteta za družbene in poslovne študije: = International School for Social and Business Studies, 2012. IV, 64 str., graf. prikazi, tabele. Študijska gradiva MFDPŠ. ISBN 978-961-6813-06-8. ISSN 2232-3899. [COBISS.SI-ID [260957184](#)]