

UČNI NAČRT PREDMETA / COURSE SYLLABUS

Predmet: Ekonomika poslovanja gospodarskih subjektov
Course title: Business Economics of the Enterprises

Študijski program in stopnja Study program and level	Študijska smer Study field	Letnik Academic year	Semester Semester
Pravo in management infrastrukture in nepremičnin - 1. stopnja		3	1
Law and Management of Infrastructure and Real Estate – 1 st degree		3	1

Vrsta predmeta / Course type

Obvezni/compulsory

Univerzitetna koda predmeta / University course code:

Predavanja Lectures	Seminar Seminars	Sem. vaje Tutorials	Lab. vaje Laboratory work	Teren. vaje Field work	Samost. delo Individual work	ECTS
50	0	40	0	0	110	8

Nosilec predmeta / Lecturer:

pred. Andrej Baričič/ Lect. Andrej Baričič

**Jeziki /
Languages:**

**Predavanja /
Lectures:** Slovenski jezik/Slovenian
Vaje / Tutorial: Slovenski jezik/Slovenian

Pogoji za vključitev v delo oz. za opravljanje študijskih obveznosti:

Vpis v 3. letnik dodiplomskega študija.

Vsaj 80% prisotnost na predavanjih in vajah.

Prerequisites:

Enrollment in the 3rd year of undergraduate study.

At least 80% attendance at lectures and tutorials.

Vsebina:

1. Učinkovitost poslovanja podjetja:

- nekateri problemi oblikovanja kazalnikov učinkovitosti podjetja in njihovega pojasnjevanja,
- analiza učinkovitosti podjetja po posameznih poslovnih funkcijah

Content (Syllabus outline):

1. The effectiveness of business:

- some problems creating business performance indicators and their explanation,
- Analysis of the effectiveness of company specific business functions (marketing,

(trženje, finance, razvoj, kadrovska funkcija itd.),

- opredeljevanje ukrepov za izboljšanje učinkovitosti poslovanja podjetja itd.

2. Zagotavljanje plačilne sposobnosti podjetja:

- optimalna dolgoročna zadolženost podjetja in optimalna struktura financiranja podjetja,
- kapitalska ustreznost in investicijska sposobnost podjetja,
- izrazna moč denarnega toka in ustreznih kazalnikov,
- ekonomska dodana vrednost podjetja,
- boniteta in kreditna sposobnost podjetja,
- diagnoza ekonomsko finančnega položaja podjetja,
- ocena tveganj, ki jim je podjetje izpostavljeno glede finan. položaja.

3. Modeli uspešnosti poslovanja podjetja:

- različna sodila (vidiki) uspešnosti poslovanja podjetja,
- sodobni modeli merjenja uspešnosti podjetja, njihove prednosti in slabosti (uravnotežen sistem kazalnikov, poslovna odličnost podjetja itd.),
- klasifikacija različnih modelov,
- primerjalna presoja različnih modelov uspešnosti poslovanja podjetja.

4. Vplivi kriz in posebej pandemije COVID-19 uspešnosti poslovanja podjetja:

- spremembe poslovnega okolja zaradi zunanjih (globalnih, regionalnih, lokalnih) kriz,
- vplivi kriz na poslovanje podjetja,
- ukrepi podjetja za zmanjševanje vplivov kriz in povečevanje odpornosti in robustnosti podjetja.

finance, development, human resource function, etc.),

- Identify measures to improve efficiency of business enterprises, etc.

2. Ensuring the solvency of the company:

- optimal long-term debt and optimal structure of financing companies,
- capital adequacy and the investment company's ability,
- expressive power of cash flow and the corresponding indicators,
- economic value added of the businesses,
- credit rating of the companies,
- diagnosis of the economic financial position,
- assessment of risks to which the entity is exposed, according to the company's financial situation.

3. Models of the company's performance:

- various criteria (aspects) of the company's performance,
- contemporary models of performance measurement company, their advantages and disadvantages (the balanced scorecard, business excellence companies, etc.),
- classification of different models,
- comparative assessment of different models of the company's performance.

4. Impacts of crises and especially the COVID-19 pandemics on the company's business performance:

- changes in the business environment due to external (global, regional, local) crises,
- impacts of crisis on the company's operations,
- Company measures to reduce the impacts of crises and increase the company's resilience and robustness.

Temeljna literatura in viri / Study Literature:

Priporočena literatura / Recommended literature:

- Samuelson, Ekonomika, lahko mednarodna izdaja ali zadnja slovenska izdaja.
- Hal A Varian, Microeconomics, najmanj 8th Edition, W W Norton
- C.H.Gibson: Financial Reporting and Analysis, South Western , Mason, 2009.
- Walsh Ciaran: Key Management Ratios. Pitman Publishing, London, 2005.
- Bergant Živko: Osnove analize poslovanja, Inštitut za poslovodno računovodstvo, 2011, Ljubljana.
- R. S. Kaplan, D. P. Norton: Uravnoteženi sistem kazalnikov. Ljubljana: GV založniška skupina, d.d., 2000.
- R. S. Kaplan, D. P. Norton: Strateško usmerjena organizacija. GV Založba, 2001, Ljubljana.
- M. Porter, Competitive Advantages, ali ..., lahko mednarodna izdaja ali slovenska izdaja
- R. S. Kaplan, D. P. Norton: Strateško usmerjena organizacija. GV Založba, 2001, Ljubljana.
- C.H.Gibson: Financial Reporting and Analysis, South Western , Mason, 2009.
- Walsh Ciaran: Key Management Ratios. Pitman Publishing, London, 2005.
- Gomez P.: Integrated Value Management, International Thomson Business Press, London, 1999.
- znanstveni in strokovni članki vezani na vsebino predavanj in učnega načrta.

Obvezna literatura / Compulsory literature:

- Prosojnice s predavanj oziroma konzultacij.

Cilji in kompetence:

Študentje bodo razvili **splošne kompetence**:

- sposobnost kritičnega pogleda na sisteme kazalnikov učinkovitosti poslovanja podjetja,
- sposobnost pojasnjevanja kazalnikov učinkovitosti in uspešnosti poslovanja podjetja,
- sposobnost pravočasnega prepoznavanja tveganj podjetja v zvezi z njegovo plačilno sposobnostjo,
- sposobnost oblikovanja ustreznih predlogov za izboljšanje plačilne sposobnosti podjetja,
- sposobnost oblikovanja konkretnih predlogov za izboljšanje učinkovitosti in uspešnosti poslovanja podjetja,
- sposobnost vživljanja v probleme poslovanja podjetja in njegovega razvoja,
- razumevanje celovitega pristopa k povečevanju vrednosti podjetja,
- poznavanje in uporaba finančne teorije in ekonomskih orodij pri sprejemanju

Objectives and competences:

Students will develop **basic competences**:

- ability to critically view on performance indicators of the company,
- ability to explain performance indicators and performance of the company,
- ability to timely identification of business risks relating to its solvency,
- ability to develop relevant proposals to improve the firm's solvency,
- ability to formulate concrete proposals for improving the efficiency and performance of the company,
- ability to deal with a problem of the company and its development,
- understanding of an integrated approach to increase the value of the company,
- knowledge and application of financial theory and economic tools in making business decisions companies, such as.: determining the optimal structure of financing a business, managing current assets of the companies (stocks,

poslovnih odločitev podjetja, kot so npr.: določanje optimalne strukture financiranja podjetja, upravljanje z obratnimi sredstvi podjetja (zaloge, terjatve, denarna sredstva), načrtovanje likvidnosti in solventnosti / kapitalske ustreznosti podjetja itd.,

- poznavanje posebnosti poslovnega odločanja podjetij, v katerih prihaja do spleta notranjih in zunanjih dejavnikov,
- sposobnost razumevanja in uporabe sodobnih modelov merjenja učinkovitosti in uspešnosti podjetij,
- sposobnost analitičnega in strukturiranega pristopa pri reševanju problemov, s katerimi se srečujejo v praksi podjetja,
- komunikacijske sposobnosti z vključevanjem ekonomskih orodij pri predstavitvah, analizi ter argumentaciji rešitev, idej, projektov, problemov,
- sposobnost razumevanja določenih ekonomskih teorij.

Študentje bodo razvili **predmetno-specifične kompetence**:

- poznavanje sodobnih modelov in kazalnikov merjenja in spremljanja učinkovitosti in uspešnosti poslovanja podjetja,
- poznavanje uporabe sodobnih orodij in metod analize poslovanja podjetja,
- obvladovanje analize neto sedanje vrednosti, interne stopnje donosa, tehtanih povprečnih stroškov kapitala podjetja itd.,
- obvladovanje izračuna kazalnikov učinkovitosti poslovanja podjetja,
- obvladovanje izračuna kazalnikov uspešnosti poslovanja podjetja,
- obvladovanje izračuna ekonomske dodane vrednosti (EVA) podjetja, prostih denarnih tokov (FCF) podjetja ter izračuna bodočih neto denarnih tokov podjetja,

receivables, cash), planning of liquidity and solvency / capital adequacy of the companies, etc.,

- knowledge of specific business decision-making businesses, which comes to the mix of internal and external factors,
- ability to understand and use contemporary models to measure the effectiveness and efficiency of enterprises,
- the ability of analytical and structured approach to solving problems encountered in practice,
- communication skills by integrating economic tools, presentations, analysis and reasoning solutions, ideas, projects, problems,
- ability to understand specific economic theories.

Students will develop **subject - specific competences**:

- knowledge of contemporary models and indicators to measure and monitor the effectiveness and performance of the company,
- knowledge of modern tools and methods for the analysis of the company,
- understanding of the analysis of net present value, internal rate of return, weighted average cost of capital, etc.,
- management of calculation of performance indicators of the company,
- know how to calculate the company's performance indicators,
- calculate the economic value added (EVA) of firms, free cash flow (FCF) of the companies, and calculates the future net cash flows of the companies,
- knowledge of methods for the effective management of current assets of the companies (such as inventories, accounts receivable, cash and short-term financial investments),

- poznavanje metod za učinkovito upravljanje z obratnimi sredstvi podjetja, kot so zaloge, terjatve do kupcev, denarna sredstva in kratkoročne finančne naložbe,
- razumevanje projektnega managementa in vodenja projektov v podjetju kot osnove za dolgoročno uspešnost podjetja,
- poznavanje izdelave zagonskega elaborata določenega projekta v podjetju,
- razumevanje, kako se izdelata strateški razvojni program podjetja,
- razumevanje sistema uravnoteženih kazalnikov podjetja itd.

- understanding of project management and leading projects in the company as the basis for long-term effectiveness;
- knowledge of construction of the start-up document of a specific project in the company,
- understanding, how to produce a strategic development program of the company,
- understanding the Balanced Scorecard of the companies, etc.

Predvideni študijski rezultati:

Študent bo:

- utrdil in nadgradil srednješolsko in dodiplomsko znanje osnov računovodstva, financ in mikroekonomije,
- spoznal vrste učinkovitosti poslovanja podjetja in način njihovega merjenja,
- razumel probleme pri oblikovanju kazalnikov in jih znal obvladovati,
- znal pojasnjevati kazalnike poslovanja podjetja,
- spoznal vlogo plačilne sposobnosti podjetja pri zagotavljanju razvoja podjetja,
- razumel probleme optimiranja strukture financiranja podjetja,
- spoznal, kako se obvladuje kapitalno ustreznost podjetja,
- spoznal različne modele merjenja in spremljanja uspešnosti podjetja,
- razumel posebnosti modelov merjenja učinkovitosti podjetja,
- spoznal načine merjenja učinkovitosti upravljanja z zalogami, terjatvami in denarnimi sredstvi podjetja,
- razumel ustrezne pristope k uporabi teh modelov,

Intended learning outcomes:

Student will:

- consolidate and upgrade the secondary and undergraduate basic knowledge of accounting, finance and microeconomics,
- understand the types of efficiencies of the company and the way they are measuring,
- understand the problems in developing indicators and use them to manage,
- be able to specify the indicators business enterprises,
- understand the role of the firm's solvency in the connection with its business development,
- understand the problems of optimizing the structure of financing companies,
- understand, how to control the capital adequacy of firms,
- understand different models of performance measurement and monitoring,
- understand the specific of the performance measurement models,
- understand the ways of measuring the effectiveness of management of inventory, receivables and cash

- spoznal načine vodenja projektov v podjetju,
- razumel izdelavo zagonskega elaborata posameznega projekta,
- spoznal izdelavo strateškega razvojnega programa podjetja,
- razumel uravnoteženi sistem kazalnikov podjetja,
- znal izračunati kazalnike učinkovitosti in uspešnosti poslovanja podjetja,
- znal izračunati: neto sedanjo vrednost in interno stopnjo donosa projekta, tehtane stroške kapitala podjetja (WACC), ekonomsko dodano vrednost (EVA), proste denarne tokove (FCF), načrtovano likvidnost in kapitalsko ustreznost podjetja itd.,
- znal postaviti za določeno podjetje najprimernejše kazalnike s tržnega, kadrovskega, finančnega in procesnega vidika (v okviru uravnoteženega sistema kazalnikov podjetja) itd.

- resources,
- understand appropriate approaches to use these models,
 - understand the techniques of project management in the company,
 - understand, how to create the start up document of the project,
 - understand, how to prepare a strategic development program,
 - understand the specifics of the balanced scorecard of the companies,
 - be able to calculate performance indicators and performance of the company,
 - be able to calculate: net present value and internal rate of return of the project, the weighted cost of capital (WACC), economic value added (EVA), free cash flow (FCF), projected liquidity and solvency of the enterprises, etc.,
 - be able to put for a specific company the best indicators form the point of view of marketing, human resource, financial and process (in the context of the balanced scorecard of the companies), etc.

Metode poučevanja in učenja:

Oblike dela:

- frontalna oblika poučevanja,
- samostojno delo študentov,
- e-učenje
- Kombiniran način študija

Metode dela:

- razlaga ,
- razgovor, diskusija, debata,
- proučevanje primera,
- reševanje nalog.

Learning and teaching methods:

Work form:

- frontal teaching,
- individual work of students,
- e-learning
- Combined mode of study

Methods:

- explanation,
- discussion,
- case study,
- solving problems.

Načini ocenjevanja:	Delež (v %) / Weight (in %)	Assessment:
Način (pisni izpit, ustno izpraševanje, naloge, seminar):		Type (examination, oral, coursework, seminar):
Pisni	50%	written examination
Ustni	20%	oral examination
Seminar	30%	seminar work.

Reference nosilca / Lecturer's references:

Pred. Andrej Baričič je strokovnjak s področja nepremičnin in ekonomike poslovnih subjektov. Napisal je več znanstvenih in strokovnih člankov s teh področij. Aktivno sodeluje tudi pri mednarodnih aplikativnih raziskovalnih projektih. Poleg predavateljskega dela deluje tudi kot poslovni svetovalec domačim in tujim poslovnim subjektom. Je član več nadzornih svetov poslovnih subjektov.

Lect. Andrej Baričič is an expert in the field of real estate and the economics of business entities. He has written several scientific and professional articles in these areas. He also actively participates in international applied research projects. In addition to his teaching work, he also acts as a business consultant to domestic and foreign business entities. He is a member of several supervisory boards of business entities.