

1.	Course Title	<b>Entrepreneurship Qualities and Skills</b>		
2.	Course Code	<b>BBUS1013</b>		
3.	Status	University		
4.	Credit Hour	3 credit hours (2+1) 2 for lecture ( 2 hours per week x 14 weeks) 1 for tutorial (1.5 hours per week x 14 weeks)		
5.	Semester/Year	2/1		
6.	Prerequisites	None		
7.	Teaching method:	Distance Learning (Electronic)		
8.	Evaluation	<b>Assessment and Marking Percentage:</b> <div>Quizzes10 %</div> <div>Assignments10 %</div> <div>Interactions through discussion board10 %</div> <div>Mid-Semester Exam20 %</div> <div>Final Examination50 %</div>		
9.	Lecturer			
10.	Objective of the Subject	BBUS1013 is designed to enable students to: <ul style="list-style-type: none"><li>Know the concept and theory on entrepreneurship as well as the skills and qualities of an entrepreneur.</li><li>Understand the mechanisms of business creation and evaluate the skills necessary to start and operate a business.</li><li>Know the advantages and disadvantages of entrepreneurship as a career choice.</li><li>Understand the analysis of a strategic market and the management for the entrepreneur and develop a business plan.</li></ul>		
11.	Learning Outcomes	Upon completion of BBUS1013, students should be able to: <ul style="list-style-type: none"><li>Explain the concept and theory on entrepreneurship as well as the skills and qualities of an entrepreneur so as to outline business frameworks and build, explore work opportunities.</li><li>Identify and describe the mechanisms of business creation and develop a business plan.</li><li>Examine the advantages and disadvantages of entrepreneurship as a career choice.</li><li>Evaluate the skills necessary to start and operate a business;</li><li>Analyze strategic marketing and management for the entrepreneur.</li></ul>		
12.	Synopsis	BBUS1013 covers the foundations of entrepreneurship, understand how entrepreneurs turn ideas into reality, theories of entrepreneurship, developing and screening business ideas, learning from other experiences, techno-preneurship, assembling the resources, preparing and presenting business plan, starting new business, running a business, intellectual properties and harvesting the rewards.		
13.	Topics	Details	Lecture (Hrs)	Tutorial (Hrs)
	Topic 1	<b>The Entrepreneur</b> <ul style="list-style-type: none"><li>Characteristics of Entrepreneurship</li><li>The Entrepreneurial process</li><li>Spheres of influence</li><li>Advantages and Disadvantages of Entrepreneurship</li></ul>	2	0
	Topic 2	<b>Inside the Entrepreneurial Mind:</b> <ul style="list-style-type: none"><li>Formation of ideas</li><li>What is the difference between idea and opportunity?</li><li>Converting ideas into reality</li></ul>	3	1.5
	Topic 3	<b>Theories of Entrepreneurship</b> <ul style="list-style-type: none"><li>Theory One: The Discovery theory, Individual/Opportunity View</li><li>Theory Two: The Creative theory</li></ul>	3	3

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		<ul style="list-style-type: none"><li>Are These Theories Contradictory or Complementary?</li></ul>		
	Topic 4	<b>Developing from Others Experiences:</b> <ul style="list-style-type: none"><li>Success Stories</li><li>Horror Stories</li></ul>	2	1.5
	Topic 5	<b>Technology Entrepreneurship</b> <ul style="list-style-type: none"><li>What is high-technology entrepreneurship?</li><li>What are the different sources of capital for high-tech ventures?</li><li>What are the essentials of the venture finance process from both the inventor’s and founder’s perspectives?</li></ul>	4	3
	Topic 6	<b>Preparing a Business Plan</b> <ul style="list-style-type: none"><li>What is a Business Plan</li><li>How Do Plans for Existing Business and Start-up Differ?</li><li>What is included in the Business Plan</li></ul>	2	3
	Topic 7	<b>Presenting a Business Plan</b> <ul style="list-style-type: none"><li>Executive summary</li><li>Professionalism in presentation</li></ul>	2	3
	Topic 8	<b>Starting a New Business</b> <ul style="list-style-type: none"><li>Finance and grants</li><li>Taxes, returns and payroll</li><li>Employing people</li><li>Health, safety and premises</li><li>IT and e-commerce</li><li>Sales and marketing</li><li>Environment and efficiency</li></ul>	4	3
	Topic 9	<b>Intellectual Properties</b> <ul style="list-style-type: none"><li>The stealing of ideas through the ages</li><li>Copyright: the champion of artists and authors</li><li>Encouraging innovation: the rise of patent protection</li><li>Testing trademark boundaries</li><li>Intellectual property rights as a bargaining chip</li><li>Co-opting copyright to prevent spa</li></ul>	3	1.5
	Topic 10	<b>Entrepreneurship from an Islamic Perspectives</b>	3	1.5
		Total contact hours	28	21
		Equivalent lecture hours	28	14
		Total lecture hours	42	
		Credit hours	3	
14.	<b>References</b> <b>Text book:</b>  <b>Additional :</b>  <b>Other materials :</b>	Lambing, Peggy A. and Kuehl, Charles R (2007). <b>Entrepreneurship (4<sup>th</sup> ed.)</b> Pearson Hall.  1. Baron, Robert A and Shane, Scott A. (2005) <b>Entrepreneurship: A Process</b> Perspective. Thomson South-Western 2. Barringer, Bruce R. (2008) <b>Preparing Effective Business Plans: An Entrepreneurial Approach</b> . Prentice Hall 3. Zimmerer, Thomas W, Scarborough, Norman M. and Wilson, Doug (2008). <b>Essentials of Entrepreneurship and Small Business Management (5<sup>th</sup> ed.)</b> . South Western.  All other materials will be available to students online.		

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