

1.	Course Title	Entrepreneurship Qualities and Skills		
2.	Course Code	BBUS1013		
3.	Status	University		
4.	Credit Hour	Credit hour: 3 (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	Nil		
7.	Teaching method:	Distance Learning (Electronics)		
8.	Evaluation	Assessment and Marking Percentage: Quizzes 10 % Assignments 10 % Interactions through discussion board 10 % Mid-Semester Exam 20 % Final Examination 50 %		
9.	Lecturer	N/A		
10.	Objective of the Subject	This subject is designed to enable students to: - Know the concept and theory on entrepreneurship as well as the skills and qualities of an entrepreneur. - Understand the mechanisms of business creation and evaluate the skills necessary to start and operate a business. - Know the advantages and disadvantages of entrepreneurship as a career choice. - Understand the analysis of a strategic market and the management for the entrepreneur and develop a business plan.		
11.	Learning Outcomes	Upon completion of this subject, students should be able to: - 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. - Identify and describe the mechanisms of business creation and develop a business plan. - Examine the advantages and disadvantages of entrepreneurship as a career choice. - Evaluate the skills necessary to start and operate a business; - Analyze strategic marketing and management for the entrepreneur.		
12.	Synopsis	This subject will help students develop the particular skills needed for entrepreneurial activities, whether they are working for themselves or for someone else. They will learn the characteristics of entrepreneurs and the people who work for them, the benefits and challenges of an entrepreneurial organization, how to create a business plan, how to develop financial documents, and how to succeed in the business endeavor.		
13.	Topics	Details	Lecture (Hrs)	Lab/Tutorial (Hrs)
	Topic 1	The Entrepreneur - Characteristics of Entrepreneurship - The Entrepreneurial process - Spheres of influence - Advantages and Disadvantages of Entrepreneurship	2	0
	Topic 2	Inside the Entrepreneurial Mind: - Formation of ideas - What is the difference between idea and opportunity? - Converting ideas into reality	3	1.5
	Topic 3	Theories of Entrepreneurship - Theory One: The Discovery theory, Individual/Opportunity View - Theory Two: The Creative theory - Are These Theories Contradictory or Complementary?	3	3
	Topic 4	Developing from Others Experiences:	2	1.5

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		• Success Stories • Horror Stories		
	Topic 5	Technology Entrepreneurship • What is high-technology entrepreneurship? • What are the different sources of capital for high-tech ventures? • What are the essentials of the venture finance process from both the inventor’s and founder’s perspectives?	4	3
	Topic 6	Preparing a Business Plan • What is a Business Plan • How Do Plans for Existing Business and Start-up Differ? • What is included in the Business Plan	2	3
	Topic 7	Presenting a Business Plan • Executive summary • Professionalism in presentation	2	3
	Topic 8	Starting a New Business • Finance and grants • Taxes, returns and payroll • Employing people • Health, safety and premises • IT and e-commerce • Sales and marketing • Environment and efficiency	4	3
	Topic 9	Intellectual Properties • The stealing of ideas through the ages • Copyright: the champion of artists and authors • Encouraging innovation: the rise of patent protection • Testing trademark boundaries • Intellectual property rights as a bargaining chip • Co-opting copyright to prevent spam	3	1.5
	Topic 10	Entrepreneurship from an Islamic Perspectives	3	1.5
		Total contact hours	30	21
		Equivalent lecture hours	28	14
		Total lecture hours	42	
		Credit hours	3	
14.	Main references:	Peggy A. Lambing and Charles R. Kuehl.(2007). Entrepreneurship , 4/E, Prentice Hall.		
15.	Additional References:	1. Robert A. Baron and Scott A. Shane. (2005). Entrepreneurship: A Process Perspective, Thomson South-Western. 2. Thomas W Zimmerer, Norman M Scarborough and Doug Wilson, (2008). Essentials of Entrepreneurship and Small Business Management, 5/E, Prentice Hall. 3. Bruce R. Barringer. (2009). Preparing Effective Business Plans: An Entrepreneurial Approach, Prentice Hall.		
	Other Materials:	All other materials will be available to students online.		