



Course Descriptor PROA2001 Starting a Team Enterprise

Proposed Academic Year	2020-2021	Last Reviewed Academic Year	2019-2020
Course Code	PROA2001	Course Title	Starting a Team Enterprise
Credit hours	6	Level of study	Undergraduate – Undergraduate – Year Two
College / Centre	COBA	Department	Team Entrepreneurship
Co-requisites	None	Pre-requisites	PROA1001

1. COURSE OUTLINE

This course put to the test students who really face the situation of starting an enterprise and in fact become entrepreneurs. The team work together business plan and go through the process of set up the business. They together learn how launch their enterprise. They set up a work plan, roles to take in the enterprise, select a marketing plan, business model, marketing plan and sales plan, advertising, etc

2. AIMS

The course aims launching a real business by students who will:

- Implement their business plan
- Follow the steps for setting up the business

3. LEARNING OUTCOMES, TEACHING, LEARNING and ASSESSMENT METHODS

Learning Outcomes (Definitive)	Teaching and Learning methods (Indicative)	Assessment (Indicative)
Upon successful completion of this course, students will be able to:		
1. Register their real business	Real business is set up	Presentations by founders
2. Students take their respective role in the real enterprise as a homogeneous team leading the company	Meeting of founders and managers take place	Discussion among themselves of their operation
3. Pursue their Individual projects al	Meeting to discuss these individual projects	Critique of each other projects

4. ASSESSMENT WEIGHTING

Assessment	Percentage of final mark (%)
Set up of the enterprise	70
Essay	30



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TOTAL	100%
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5. ACHIEVING A PASS

Students will achieve **6** credit hours for this course by passing all of the course assessments and achieving a **minimum overall score of 50%**

NB *Ensure that ALL learning outcomes are taken into account

6. COURSE CONTENT (Indicative)

Distribute: Team meeting to distribute role
 Discussion : Establishing an enterprise
 planning the operations of the company
 Dialogue: deciding on what to sell, target market, location, Marketing, sales in Oman
 Attending workshops and attending seminars
 Dialogue: Selecting and distributing roles
 Dialogue: draft of Job description
 Dialogue: draft of Job description
 Dialogue: Job description finalized
 Dialogue: Individual projects
 Dialogue: Essay, presentation and discussion
 Dialogue: Essay, presentation and discussion
 Dialogue : Discussion of different individual projects
 Dialogue: Discussion of different individual projects
 Presentation related to Shared Enterprise

TOTAL HOURS	96
Plus RECOMMENDED INDEPENDENT STUDY HOURS	96
TOTAL COURSE HOURS	192

7. RECOMMENDED REFERENCES



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Core text/s:

1. Aulet, Bill. *Disciplined Entrepreneurship: 24 Steps to a Successful Startup*. Wiley, 2013. ISBN: 9781118692288. [Preview
2. Stephen Spinelli, Jr. & Robert Adms, *New venture Creation: Entrepreneurship for the 21st Century*, McGraw-Hiss,2012

Library + online resources:

Open Educational Resources:

<https://open.umn.edu/opentextbooks/textbooks/business-plan-development-guide>



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