

Course Descriptor PROA2002 Building a Business Network

Proposed Academic Year	2020-2021	Last Reviewed Academic Year	2019-2020
Course Code	PROA2002	Course Title	Building a Business Network
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 addresses the question how build an operational business network of stake holders ranging from customers, to suppliers, bankers, investors, partners, administration and community at larger

2. AIMS

Upon completing this course student will be to:

- •identify stakeholders relevant to their business in Oman
- •rank the stakeholder by order of priorities in Oman
- •to establish, manage, and develop their network to the advantage of the team in Oman to establish, manage, and develop the network to each individual project in Oman

3.	3. LEARNING OUTCOMES, TEACHING, LEARNING and ASSESSMENT METHODS				
Learning Outcomes (Definitive) Upon successful completion of this course, students will be able to:		Teaching and Learning methods (Indicative)	Assessment (Indicative)		
1.	Planning a strategy on how to network and communicate	Project write up	Presentations by founders		
2.	work in a business that outsources	Dialogue	Discussion among themselves of their operation		
3.	Engage in the practice of network	Dialogue	Critique of each other projects		
4.	Use of network to develop the Team and Individual businesses	Dialogue	Presentations		

4. ASSESSMENT WEIGHTING

Assessment	Percentage of final mark (%)
Dialogue	30
Essays	30
Projects	40
TOTAL	100%



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5. ACHIEVING A PASS

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

NB *Ensure that ALL learning outcomes are taken into account

6. COURSE CONTENT (Indicative)					
Dialogue: Omani Industry identified					
Dialogue: Growing into entrepreneurship					
Dialogue: Drafting a Business Networking strategy					
Dialogue: Implementing the business networking strategy In Oman industry					
Dialogue: Identifying the stakeholders in Oman					
Dialogue: build positive relationships with the community and investors					
Dialogue: building business networking with suppliers and customer					
Dialogue: Ranking network of businesses					
Dialogue: Reading on networking					
Dialogue: Attending workshops and attending seminars while networking					
Dialogue: Work in an Omani enterprise and experiencing networking					
Dialogue: attending trade fairs and experiencing networking					
Dialogue: Using network made to the advantage of the Team and Individual businesses					
Assessing the network established					
Presentation					
Dialogue: Omani Industry identified					
TOTAL HOURS	96				
Plus RECOMMENDED INDEPENDENT STUDY HOURS	96				
TOTAL COURSE HOURS	192				

7. RECOMMENDED REFERENCES

Core text/s:



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1. Geoffrey Wright, Credibility, and Getting Work) - Networking Tips Kindle Edition, Publisher: CreateSpace Independent Publishing Patform (July 6, 20I14), ISBN-10: 1984189611

Library + online resources:

Open Educational Resources:

https://open.umn.edu/opentextbooks/textbooks/project-management



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