



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. 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. 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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1. Geoffrey Wright, Credibility, and Getting Work) - Networking Tips Kindle Edition, Publisher: CreateSpace Independent Publishing Platform (July 6, 2014), ISBN-10: 1984189611

Library + online resources:

Open Educational Resources:

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



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