



Course Descriptor
PROA3001 Growth Entrepreneurship

Proposed Academic Year	2020-2021	Last Reviewed Academic Year	2019-2020
Course Code	PROA3001	Course Title	Growth Entrepreneurship
Credit hours	6	Level of study	Undergraduate – Year Three
College / Centre	COBA	Department	Team Entrepreneurship
Co-requisites	None	Pre-requisites	MNGT 313

1. COURSE OUTLINE

This course is about managing a business that is profitable as a condition for the next stage of growth and expansion. Hence, the bottom line is to have a realistic Business Plan that shows all requisite steps to start a business that likely to succeed, make profits in a sustainable manner, which leads in a later stage to grow based on its own reserve, or show solid foundations for investors to invest in it

2. AIMS

The primarily aim of this course is:

- Manage successfully and profitably a business
- The team engages in growing their firm based on their own resource
- To partially count on borrowing

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. to draft an Economic feasibility study and a Business Plan in Oman	Field work such as visiting for a period of time a business	Projects
2. To manage a profitable business in Oman	Attending workshops and seminars	Essay
3. Able to set own plan for growing the business in Oman	Dialogue with fellow teammates	Presentation

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 **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)

Dialogue: Learn how to draft a Concept Statement
 Dialogue: Draft of a Concept Statement and test in real life
 Dialogue Learn how to conduct a feasibility study
 Dialogue: Learn how to conduct a test survey
 Dialogue: Conduct a real survey test
 Dialogue: Learn how to draft a Business Plan
 Dialogue : Draft a Business Plan I
 Dialogue : Draft a Business Plan II
 Dialogue: Plan how to grow the business
 Dialogue: Attending workshops on above topics
 Dialogue: Get inspiration of a real example of a business that has 10 or more years in existence (from small to medium and eventually large size in Oman
 Use the model above either to adapt or innovate model Business Model to Team Entrepreneurship
 Dialogue: Quantify Pro forma Income Statement, Balance Sheet, and Cash Flows for the first 5 years
 Dialogue: Compare above with similar enterprise in real world in Oman
 Presentation: discussion and re-adjust

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

7. RECOMMENDED REFERENCES

Core text/s:



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Per Davidsson, Frederic Delmar, and Johan Wiklund, Entrepreneurship and the Growth of Firms, Edward Edgar Publishing Limited, 2006 ISBN – 13-978 18542, ISBN 1-84542 578 5753

Library + online resources:

Open Educational Resources:

<https://open.umn.edu/opentextbooks/textbooks/developing-new-products-and-services>



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