PROGRAM SPECIFICATION

Bachelor of Business Administration
in Team Entrepreneurship
2020-2021

Awarding Institution	A'Sharqiyah University
College / Centre	College of Business Administration
Program Title	Team Entrepreneurship
Final Award	Bachelor of Business Administration in Team Entrepreneurship
Credit hours	123
Mode of Study	Full time
Language of Study	English
Benchmarks	• TAMK-Tampere University of Applied Sciences – Finland (Conceived and adapted this program) • University of Southern California, USA. Lloys Greif center for Entrepreneurial Studies, Los Angeles • Northeastern University, USA. Entrepreneurship and Innovations, Boston University Brigham Young University, USA. Rollins Center for Entrepreneurship & Technology
Entry requirements	A student - should have successfully completed the courses of all subjects of the general education diploma or equivalent; - should achieve the standards set for the subjects of the General Foundation Program; - should have studied subjects which qualify him/her to be enrolled in programs in the College of Business Administration, namely: Applied Mathematics and English language. - must be medically fit.
Minimum period of registration	Full Time: 4 Years Part Time: N/A
Maximum period of registration	Full Time: 8 Part Time: N/A
Date specification produced	September 2015
Date specification last reviewed	December 2020

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1. THE COLLEGE OF BUSINESS ADMINISTRATION

It gives us great pleasure to welcome you to the College of Business Administration (COBA). The College offers programs at undergraduate level and also offers opportunities for research. Areas of study include Management Information Systems, Accounting and Finance, Management, and Team Entrepreneurship.

This program specification is intended for all students taking the Business Administration degree and majoring in Team Entrepreneurship. You will find it a useful source of information at the start of the program but you should also keep it for reference purposes throughout your time here. It is, however, not intended to provide all you need to know, so you should read the A'Sharqiyah University student guide booklet.

2. PROGRAM OUTLINE

The program places a particular applied emphasis on the subject matter and, where appropriate, the use of computer software is integrated into the teaching methods adopted. The program concentrates heavily on preparing students to become Entrepreneurs in Oman or overseas. Part of what makes this program distinctive is the relevance of the curriculum to Entrepreneurship profession, through coaching students in becoming entrepreneur and a careful balance of applied and theoretical underpinning. The program will enable you create and launch your own enterprise by the time you graduate, or use your newly acquired skills in corporations in the private sector.

The framework for studying at the Proacademy Method is the team enterprise founded at the beginning of the studies. Through working in the team enterprise, the students learn various aspects of business, such as developing a business idea, "productisation", sales, marketing, financial management of a company and leadership. The students also constantly learn collaboration and organizational skills, such as team learning and giving and receiving feedback. The students continuously apply the skills they have learned by implementing customer-based projects through their team

3. PROGRAM AIM/S

The aims of this program are:
1. Coach students to become professional Entrepreneurs and employers, managers and leader's entrepreneurial mindset.
2. Provide a range of groups and activities in a simulated market in the first year and real in the second year, supporting student enterprise business incubation and technology commercialization
3. Bring together core entrepreneurship training with an appreciation and awareness of entrepreneurship, proving students an opportunity to cultivate their entrepreneurial mindset and capability and to master the challenges of being practitioner entrepreneurs.
4. Define what entrepreneurship is, consider how everyone has the potential to be entrepreneurial, and to explore the constituents of the entrepreneurial process
5. Identify steps required to research the potential for an innovative idea for the development of an existing enterprise, a new venture or a social change opportunity
6. Examine the key resources required to exploit an innovative idea or opportunity to develop an existing business, launch a new venture, or initiate a social enterprise
7. Identify the key steps required for exploiting an innovative idea or opportunity.

8. To provide students with subject-specific knowledge and subject-related skills for a career as Entrepreneur.
9. To develop transferrable skills which are applicable in becoming an Entrepreneur.

10. Acquire both the skills and techniques required as a practitioner Entrepreneur, together with grounding in other related disciplines.

11. Provide a well-established support network for entrepreneurial student, allowing them their entrepreneurial capabilities, and build on their aspiration.

4. LEARNING OUTCOMES (Definitive)

Upon successful completion of the program, students will be able to:

A. KNOWLEDGE AND UNDERSTANDING	1. Define what entrepreneurship is, consider how everyone has the potential to be entrepreneurial, and to explore the constituents of the entrepreneurial process 2. Identify steps required to research the potential for an innovative idea for the development of an existing enterprise, a new venture or a social change opportunity 3. Examine the key resources required to exploit an innovative idea or opportunity to develop an existing business, new development or new venture creation launch a new venture, or initiate a social enterprise 4. Identify the key steps required for exploiting an innovative idea or opportunity to develop an existing business, launch a new venture, or initiate a social enterprise
B. SUBJECT-SPECIFIC INTELLECTUAL SKILLS	1. Recognize the central role of creativity and innovation in entrepreneurship, in the generation of new ideas and, where appropriate the core challenges of protecting those new ideas which have commercial/social value 2. Appreciate the significance within the entrepreneurial process of calculate risk-taking, attitudes to failure and tolerance of uncertainty
C. PROFESSIONAL / PRACTICAL SKILLS	1. Organize and utilize the components of the process in the development of an innovative project or the exploitation of a new opportunity to develop and existing business, launch a new venture, or initiate a social enterprise 2. Communicate and sell innovative ideas effectively
3. GENERAL COMPETENCE	1. Communicate and sell innovative ideas effectively. 2. working effectively as team entrepreneurs

	3. Recognize the value and potential of innovative and entrepreneurial thinking for effective problem solving and change management
	4. Recognize the core role of creativity and innovation in managing the entrepreneurial process effectively
	5. apply the entrepreneurial and leadership into Practical work

5. PROGRAM STRUCTURE

Students must achieve the required credit hours for the program by completing University Required and Elective courses listed in sections 5.1 to 5.5 below:

5.1 University Requirements: Total Credit hours 21

Course Code	Course Title	Pre- / Co-Requisites	Credit hours
ARAB101	Arabic		3
ISLM101	Islamic Civilization		3
ENGL101	English Communication Skills I		3
SOCI101	Sociology		3
ENGL102	English Communication Skills II	ENGL101	3
PHIL101	Introduction to Logic (Philosophy)		3
MNGT313	Entrepreneurship		3
TOTAL			**21**

5.2 University Electives: Total Credit hours

N/A

5.3 College Requirements: Total Credit hours 9

Course Code	Course Title	Pre-Requisites (P) Co-Requisites (C)	Credit hours
MNGT101	Introduction to Business		3
MNGT415	Leadership in Organization	MNGT101	3
ACCT101	Introduction to Financial Accounting		3
TOTAL			**9**

5.4	**Program Requirements:**	**Total Credit hours**		**63**

Course Code	Course Title	Pre-Requisites (P) Co-Requisites (C)	Credit hours
PROA1001	Introduction to Team Learning		3
PROA1002	Introduction to Sales and Marketing		3
PROA1003	Introduction to Contract Law		3
PROA2001	Starting a Team Enterprise	PROA1001	6
PROA2002	Building a Business Network	PROA1001	6
PROA3001	Growth Entrepreneurship	MNGT313	6
PROA3002	Profitable Business	MNGT101	6
PROA4001	Real Business Projects 1	PROA3002	12
PROA4002	Final Project		6
PROA4003	Real Business Projects 2 (Including a Thesis 12 credit hours)		12
TOTAL			**63**

5.2   **Program Electives:**   **Total Credit hours 30**

Choose from the following:

Course Code	Course Title	Pre-Requisites (P) Co-Requisites (C)	Credit hours
PROA010	Learning Organization I & II		3 + 3
PROA011	Sales, customer Relations and Networking I & II		3 + 3
PROA012	Leadership and Management I & II		3 + 3
PROA013	Marketing Communications I & II		3 + 3
PROA014	Corporate Finance I & II		3 + 3
PROA015	Global Business I & II		3 + 3
PROA016	Creative Products and Business Models I & II		3 + 3
PROA017	ICT Entrepreneurship I & II		3 + 3
PROA018	Sustainable and Responsible Business I & II		3 + 3
PROA019	Experience Economy I & II		3 + 3
PROA020	Trade Specific Competence I & II		3 + 3

6.   PROGRAM REFERENCE POINTS

This Program has been designed with reference to:

- TAMK-Tampere University of Applied Sciences – Finland (Conceived and adapted this program)
- University of Southern California, USA. Lloys Greif center for Entrepreneurial Studies, Los Angeles
- Northeastern University, USA. Entrepreneurship and Innovations, Boston University
- Brigham Young University, USA. Rollins Center for Entrepreneurship & Technology
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7.   TEACHING AND LEARNING METHODS (indicative)

Learning in Proacademy Method requires being present and active participation. Important learning methods at Proacademy style are dialogue, reading processional literature and producing essays, seminars, innovation tasks and customer projects.

During the first year of studies, the students study the basic courses of Business Administratio. Aslo, they apply for Proacademy during the first year of studies, and one criterion for entrance is successful completion of all 1st year studies. During the second and third year of studies the students complete 90 credits worth of Proacademy professional studies. The studies also contain practical training (30 cr) which is carried out as project studies and the Bachelor's thesis (15 cr). The students select their free-choice studies (15 cr) either from the Degree Program of Business Administration, or from other degree programs. The studies are completed in 4 years.

The first year, students participate in the foundation modules which are compulsory for all students of TAMK Business School.

To a large extent, students can decide for themselves how to accumulate the 90 Prokatemia Specialized Studies credit points. They make their own study plan within a set framework, and work accordingly. These specialized studies comprise literature study from various professional fields, seminar lectures, visits to companies, web-based learning activities, team meetings, project work, and incubation sessions for promoting the generation of innovative ideas. In order for the credit to be counted in the Specialized Studies category, the fields of study should be chosen from among the following: marketing, project management, development of learning skills, innovation education for entrepreneurship, advanced team work skills, or development of IT environments."

8.   ASSESSMENT METHODS (Indicative)

To reflect the program objectives and learning outcomes each taught course is usually assessed through a combination of various assessment techniques. These typically include group work and individual work, written reports, examinations, quizzes and essays. The main component of assessment is a written examination.

Recognizing that this program relies heavily on knowledge and practical skills, there is a significant emphasis on classroom based assignments. Assessment criteria for individual courses can be found in course descriptors included in this handbook as well as the individual module handbooks that will be made available during classes.

9.   CAREER and STUDY OPPORTUNITIES

Graduates of this program would typically be entrepreneurs and employers for the majority of them, while few among them will work in the private sector in corporations and companies. Their graduate skills would mean that they would be likely to successfully progress in their private endeavors entrepreneurs and of leadership, leading a team in corporations (domestic and foreign).

10.   STUDENT SUPPORT

Students attend an orientation program at the start of their studies. They are supported by a Coach-Coordinator-Faculty and the Head of Department is also available to advice on program-related queries.

Students have access to the University's library with a range of reading materials, online resources and study support.

The University's Student Affairs Office supports students in adjusting to university life and advises on issues such as finance, regulations, legal matters, accommodation, transportation, disabilities and career guidance. Opportunities are also provided for students to participate in various extra-curricular activities.

The Student Council is also an important source of support and guidance.

The University has a Student Fund which considers applications on a case by case basis.

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11. PROGRAM STRUCTURE DIAGRAM (Indicative)

YEAR 1		YEAR 2		YEAR 3		YEAR 4	
Fall semester	Spring semester	Fall semester	Spring semester	Fall semester	Spring semester	Fall semester	Spring semester
MNGT101 Introduction to Business	ARAB101 Arabic	MNGT313 Entrepreneurship	PROA2002 Building Business Network	PROA3001 Growth Entrepreneurship	PROA3002 Profitable Business	PROA4001 Real Business Projects I	PROA4003 Real Business Projects II
PROA1001 Introduction to Team Learning	PROA1003 Introduction to Contract Law	PROA Electives	PROA Electives	PROA Electives	PROA Electives	PROA4002 Final Project	PROA Electives
ACCT101 Introduction to Financial Accounting	SOCL101 Sociology	PROA2001 Starting a Team Enterprise	ISLM101 Islamic Civilization	PHIL101 Introduction to Logic			
PROA1002 Introduction to Sales Marketing	MNGT415 Leadership in Organization						
ENG101 Eng Communication Skills I	ENGL102 Eng Communication Skills II						
				* DIPLOMA AWARD *	SUMMER INTERNSHIP		* BACHELOR AWARD *

KEY: ☐ UNIVERSITY REQUIREMENT ☐ COLLEGE REQUIREMENT ◼ PROGRAM REQUIREMENT

12. MAPPING of ASSESSMENT of LEARNING OUTCOMES YEAR 1

KEY: **F** = Formative assessment **S** = Summative assessment **FS** = Formative AND Summative assessment

Upon completion of the program, students will be able to:	REQUIRED COURSES:	ARAB101	ACCT101	ENGL101	MNGT101	PROA1001	PROA1002	ENGL102	PROA1003	MNGT415	SOCI101		
KNOWLEDGE AND UNDERSTANDING													
Define what entrepreneurship is, consider how everyone has the potential to be entrepreneurial, and to explore the constituents of the entrepreneurial process						FS	FS		F				
Identify steps required to research the potential for an innovative idea for the development of an existing enterprise, a new venture or a social change opportunity						FS	FS						
Examine the key resources required to exploit an innovative idea or opportunity to develop an existing business, new development or new venture creation launch a new venture, or initiate a social enterprise						FS	FS		F				
Identify the key steps required for exploiting an innovative idea or opportunity to develop an existing business, launch a new venture, or initiate a social enterprise						FS	FS						
SUBJECT-SPECIFIC INTELLECTUAL SKILLS													
Recognize the central role of creativity and innovation in entrepreneurship, in the generation of new ideas and, where appropriate the core challenges of protecting those new ideas which have commercial/social value						FS	FS		F				
Appreciate the significance within the entrepreneurial process of calculate risk-taking, attitudes to failure and tolerance of uncertainty						FS	FS		F				
PROFESSIONAL / PRACTICAL SKILLS													

Upon completion of the program, students will be able to:	REQUIRED COURSES:	ARAB101	ACCT101	ENGL101	MNGT101	PROA1001	PROA1002	ENGL102	PROA1003	MNGT415	SOCI101		
Investigate current audit issues and apply the techniques used in the decision-making process and evaluation of evidence.									F				
Advise on the effects of taxation for a variety of personal and/or business situations			S						F				
Apply their accountancy/business knowledge and skills base within the work environment.			FS						F				
GENERAL COMPETENCE (INCLUDING FOR EMPLOYABILITY)													
Communication Skills													
Communicate and sell innovative ideas effectively							FS						
Teamwork and interpersonal skills													
working effectively as team entrepreneurs						FS							
Information Literacy and Study Skills													
Recognize the value and potential of innovative and entrepreneurial thinking for effective problem solving and change management						FS	FS						
Recognize the core role of creativity and innovation in managing the entrepreneurial process effectively						FS	FS						
Leadership and entrepreneurship													
apply the entrepreneurial and leadership into Practical work							F						

12. MAPPING of ASSESSMENT of LEARNING OUTCOMES YEAR 2

KEY: | F | = Formative assessment | S | = Summative assessment | FS | = Formative AND Summative assessment

Upon completion of the program, students will be able to: **REQUIRED COURSES:**	MNGT313	PROA2001	PROA Electives	PROA2002	PROA Electives	ISLM101						
KNOWLEDGE AND UNDERSTANDING												
Define what entrepreneurship is, consider how everyone has the potential to be entrepreneurial, and to explore the constituents of the entrepreneurial process	FS	FS	S	FS	S							
Identify steps required to research the potential for an innovative idea for the development of an existing enterprise, a new venture or a social change opportunity	FS	FS	S	FS	S							
Examine the key resources required to exploit an innovative idea or opportunity to develop an existing business, new development or new venture creation launch a new venture, or initiate a social enterprise	FS	FS	S	FS	S							
Identify the key steps required for exploiting an innovative idea or opportunity to develop an existing business, launch a new venture, or initiate a social enterprise	FS	FS	S	FS	S							
SUBJECT-SPECIFIC INTELLECTUAL SKILLS												
Recognize the central role of creativity and innovation in entrepreneurship, in the generation of new ideas and, where appropriate the core challenges of protecting those new ideas which have commercial/social value	FS	FS	S	FS	S							

Upon completion of the program, students will be able to: **REQUIRED COURSES:**	MNGT313	PROA2001	PROA Electives	PROA2002	PROA Electives	ISLM101						
Appreciate the significance within the entrepreneurial process of calculate risk-taking, attitudes to failure and tolerance of uncertainty	FS	FS	S	FS	S							
PROFESSIONAL / PRACTICAL SKILLS												
Investigate current audit issues and apply the techniques used in the decision-making process and evaluation of evidence.	FS		S		S							
Advise on the effects of taxation for a variety of personal and/or business situations												
Apply their accountancy/business knowledge and skills base within the work environment.												
GENERAL COMPETENCE (INCLUDING FOR EMPLOYABILITY)												
Communication Skills												
Communicate and sell innovative ideas effectively	FS	FS	S	FS	S							
Teamwork and interpersonal skills												
working effectively as team entrepreneurs		FS										
Information Literacy and Study Skills												
Recognize the value and potential of innovative and entrepreneurial thinking for effective problem solving and change management	FS	FS		FS								
Recognize the core role of creativity and innovation in managing the entrepreneurial process effectively	FS	FS		FS								
Leadership and entrepreneurship												
apply the entrepreneurial and leadership into Practical work		FS		FS								

12. MAPPING of ASSESSMENT of LEARNING OUTCOMES YEAR 3

KEY: | F | = Formative assessment | S | = Summative assessment | FS | = Formative AND Summative assessment

Upon completion of the program, students will be able to:	REQUIRED COURSES:	PROA3001	PHIL101 PROA	PROA3002	PROA Electives							
KNOWLEDGE AND UNDERSTANDING												
Define what entrepreneurship is, consider how everyone has the potential to be entrepreneurial, and to explore the constituents of the entrepreneurial process												
Identify steps required to research the potential for an innovative idea for the development of an existing enterprise, a new venture or a social change opportunity												
Examine the key resources required to exploit an innovative idea or opportunity to develop an existing business, new development or new venture creation launch a new venture, or initiate a social enterprise		FS	S	FS	S							
Identify the key steps required for exploiting an innovative idea or opportunity to develop an existing business, launch a new venture, or initiate a social enterprise												
SUBJECT-SPECIFIC INTELLECTUAL SKILLS												

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Upon completion of the program, students will be able to: **REQUIRED COURSES:**	PROA3001	PHIL101	PROA3002	PROA Electives							
Recognize the central role of creativity and innovation in entrepreneurship, in the generation of new ideas and, where appropriate the core challenges of protecting those new ideas which have commercial/social value											
Appreciate the significance within the entrepreneurial process of calculate risk-taking, attitudes to failure and tolerance of uncertainty											
PROFESSIONAL / PRACTICAL SKILLS											
Investigate current audit issues and apply the techniques used in the decision-making process and evaluation of evidence.											
Advise on the effects of taxation for a variety of personal and/or business situations											
Apply their accountancy/business knowledge and skills base within the work environment.			FS								
GENERAL COMPETENCE (INCLUDING FOR EMPLOYABILITY)											
Communication Skills											
Communicate and sell innovative ideas effectively	FS		FS								
Teamwork and interpersonal skills											
working effectively as team entrepreneurs	F S		F S								
Information Literacy and Study Skills											
Recognize the value and potential of innovative and entrepreneurial thinking for effective problem solving and change management											

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Upon completion of the program, students will be able to:	REQUIRED COURSES:	PROA3001	PHIL101	PROA	PROA3002	PROA Electives						
Recognize the core role of creativity and innovation in managing the entrepreneurial process effectively												
Leadership and entrepreneurship												
apply the entrepreneurial and leadership into Practical work		FS			FS							
Communication Skills												

12. MAPPING of ASSESSMENT of LEARNING OUTCOMES YEAR 4

KEY: | F | = Formative assessment | S | = Summative assessment | FS | = Formative AND Summative assessment

Upon completion of the program, students will be able to: **REQUIRED COURSES:**	PROA4001	PROA4002	PROA Electives	PROA4003							
KNOWLEDGE AND UNDERSTANDING											
Define what entrepreneurship is, consider how everyone has the potential to be entrepreneurial, and to explore the constituents of the entrepreneurial process		FS									
Identify steps required to research the potential for an innovative idea for the development of an existing enterprise, a new venture or a social change opportunity		FS									
Examine the key resources required to exploit an innovative idea or opportunity to develop an existing business, new development or new venture creation launch a new venture, or initiate a social enterprise		FS									
Identify the key steps required for exploiting an innovative idea or opportunity to develop an existing business, launch a new venture, or initiate a social enterprise		FS									
SUBJECT-SPECIFIC INTELLECTUAL SKILLS											
Recognize the central role of creativity and innovation in entrepreneurship, in the generation of new ideas and, where appropriate the core challenges of protecting those new ideas which have commercial/social value											
Appreciate the significance within the entrepreneurial process of calculate risk-taking, attitudes to failure and tolerance of uncertainty	FS			FS							
PROFESSIONAL / PRACTICAL SKILLS											

Upon completion of the program, students will be able to: **REQUIRED COURSES:**	PROA4001	PROA4002	PROA Electives	PROA4003									
Investigate current audit issues and apply the techniques used in the decision-making process and evaluation of evidence.	FS												
Advise on the effects of taxation for a variety of personal and/or business situations													
Apply their accountancy/business knowledge and skills base within the work environment.	FS			FS									
GENERAL COMPETENCE (INCLUDING FOR EMPLOYABILITY)													
Communication Skills													
Communicate and sell innovative ideas effectively		FS											
Teamwork and interpersonal skills													
working effectively as team entrepreneurs													
Information Literacy and Study Skills													
Recognize the value and potential of innovative and entrepreneurial thinking for effective problem solving and change management	FS			FS									
Recognize the core role of creativity and innovation in managing the entrepreneurial process effectively	FS			FS									
Leadership and entrepreneurship													
apply the entrepreneurial and leadership into Practical work	FS	FS	S	FS									

13. GRADUATE ATTRIBUTE

KEY: ✓ ✗

Upon completion of the program, students will be able to: COURSES:	PROA1001	PROA1002	PROA1003	MNGT313	PROA2001	PROA2002	PROA3001	PROA3002	PROA4001	PROA4002	PROA4003
Knowledge Of A Discipline	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Commitment To National Development And Omani Ethical Values	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓
Innovative Spirit	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓
Global Insight	✓					✓	✓	✓			✓
Adaptability To Changing Environments	✓			✓	✓	✓	✓	✓	✓	✓	