

4.2.7. Non-Computing Courses (CNC)

CNC1401 Entrepreneurship Skills

COURSE INFORMATION

Prerequisites	Academic Year & Level		Teaching Methods			Credit Hrs.
	Year	Semester	Lecture	Tutorial	Laboratory	
10 Cr.Hrs or more	2	4	2	0	0	2

COURSE AIM

- Emphasize an understanding of basic concepts in the area of entrepreneurship.
- Emphasize an understanding of the role and importance of entrepreneurship for economic development.
- Emphasize an understanding of the stages of the entrepreneurial process and the resources needed for the successful development of entrepreneurial ventures
- Adoption of the key steps in the elaboration of business idea.
- Develop personal creativity and entrepreneurial initiative

COURSE WEEKLY CONTENTS

- 1 The big picture
- 2 Ideation, passion and team formation
- 3 Business model canvas
- 4 Customers and market & prototyping
- 5 Customer engagement strategy
- 6 Basic of entrepreneurial finance
- 7 Business model: making it work
- 8 Get Data from internet
- 9 Creating communities
- 10 Who, Why (partners selection)
- 11 Operational plan and cost structure
- 12 Continuation of the previous lecture and evaluation.
- 13 Fine tuning / imagining new possibilities
- 14 The power of storytelling
- 15 Pitching of the business model

STUDENT GRADING & ASSESSMENT

Weeks	Exams	Assign.	Quizzes	Reports	Present.	Lab.
1 to 7	←		3 0	M A R K S		→
8 to 12	←		2 0	M A R K S		→
1 to 15	←		1 0	M A R K S		→
16 or 17	40	Final				