



Salahaddin University-Erbil

College of Basic Education

Department: English-Evening

Stage: 2nd

Module Handbook
for
Entrepreneurship Education

2021-2022

Module Handbook

Course name	Entrepreneurship Education
Module convener	
Module deliverer	Dr.Wala Dizayee
Module Credits	3
Teaching hours (per week)	3
Programme for which module is offered	BA in English language/ Social Sciences/ Kindergarten/ Arabic language/ Kurdish language Bsc. in Maths, General Science
Module Length	1 & 2 Semester
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1. Module content

This module attempts to prepare future teachers in a way to develop their entrepreneurial skills in order to well prepare themselves for future real-life challenges and market needs and requirements. This paves the way to be able to familiarise pupils on such entrepreneurship concepts, its importance, life challenges, etc.

2. Module objectives

The objectives of this module are to give invaluable, up-to-date information over entrepreneurship education, and the characteristics and skills of an entrepreneur. It also introduces the students to the needs and requirements of the market; and most importantly it prepares future teachers on how to develop their potential students' life skills.

3. Learning outcomes

On successful completion of this module, the students are expected to be able to:

- First and foremost, prepare their students to recognize how people live and work in a community, and concurrently be able to tackle real life challenges, as well as they would also possess and develop entrepreneurial characteristics and skills;
- Understand the importance of entrepreneurship education;
- Be familiar with the labour market;
- Have needs and requirements of the current market;
- Tackle the challenges that face them in the labour market;
- Manage small projects;
- Identify and solve problems;
- And attract people interest and being able to negotiate

4. Forms of Teaching

There will be seminars and few lectures, 3 hours per week, for 30 weeks.

There will also be pair/group presentations, as well as there will be discussions on some relevant video materials.

Moreover, a number of successful entrepreneurs will be invited to give seminars and workshops in the field. In addition to this, some student visits will be arranged to companies and factories.

5. Assessment scheme

In this module, students are assessed several times to ensure the quality of learning as follows:

- Daily participation 10 marks
- Assignments 10 marks
- Progress report 5 marks
- Monthly exam 20 marks

- Student Market Day 15 marks
- Reflective report 15 marks
- Final exam & project report 60 marks (40 and 20 respectively)

6. Reading List

- Entrepreneurial Training, “Owning your Future”: a hand out prepared by Jacqueline Peters-Richardon
- Lackeus, M. (2015) Entrepreneurship in Education: what, why, when and how.
- Smith, K. & Petersen, L. (2006) what is Educational entrepreneurship?
- OCED (2014) Creative problem solving: student’s skills in tracking real-life problems, PISA, OECD Publishing.
- Hatak, I. & Reiner, E. (n.d.) Entrepreneurship Education in Secondary Schools: education systems, teaching methods, and best practice, Institute for Small Business Management & Entrepreneurship, WU Vienna University of Economics and Business

7. Module topics (Syllabus)

Week no.	Topics	Notes
1	Entrepreneurship: concepts, importance of the module	
2	- Types of entrepreneurship - Entrepreneurship mindset	
3	- Rewards & Risks - Characteristics of a successful entrepreneur:	
4 & 5	Teamwork skill Activity 1: brainstorming business ideas in groups	
6 & 7	Student Company - Business Plan	

	- Company departments - Minutes		
8	Activity 2: Building a tower		
9-11	<p>Skills of a successful entrepreneur:</p> <p>A. Personal Skills</p> <p>1. Positive attitude: staying optimistic, motivated & energetic</p> <p>2. Initiative: willingness, ability & action</p> <p>3. Passion</p> <p>4. Critical Thinking</p> <p>5. Self-confidence</p> <p>6. Problem-solving: identify, imagine & then decide</p>		
12-15	<p>B. Interpersonal Skills</p> <p>1. Teamwork</p> <p>2. Communication and Negotiation</p> <p>3. Leadership</p>		
16-18	<p>C. Business Skills</p> <p>1. Financial Literacy (costs, income, profit & loss, business card, invoicing, rates sheet)</p> <p>2. Planning & Management</p> <p>3. Marketing (product service & design)</p> <p>4. Networking</p> <p>5. Ethical Issues:</p>		

19	Product/service design & preparations		
20	Student Market Day		

9. Exam & task samples

- Imagine that you have got a great entrepreneurial idea to develop it. So what are the steps you have to take to develop and implement it?
- Have you ever dreamt of starting your own business? If yes what kind/type of business and describe it? If No, why not?
- What would be the best or worst thing about owning your business?
- What is the difference between a businessman and an entrepreneur?