



**Salahaddin University-Erbil**

**College of Basic Education**

**Department: .....**

**Module Handbook**  
**for**  
**Entrepreneurship Education**

**2022 - 2023**

## Module Handbook

<b>Course name</b>	Entrepreneurship Education
<b>Module convener</b>	Hawran A. Saeed
<b>Module deliverer</b>	English Dept.: Ihsan Sabr + Ala Abdulqahar Social Sciences Dept.: Payman Abdullah & Nihro Muhammed Maths Dept.: Dr. Sami Ali + Awin Sayd Abdullah Kindergarten Dept.: Dr. Seenaa Ali + Razaw Rashid Kurdish Dept.: Nizam Hassan + Shalaw Sardar General Science Dept.: Dr. Tarik Siddik + Snowber Ahmed
<b>Module Credits</b>	4
<b>Teaching hours (per week)</b>	2
<b>Programme for which module is offered</b>	BA in English language/ Social Sciences/ Kindergarten/ Arabic language/ Kurdish language Bsc. in Maths, General Science
<b>Module Length</b>	8 months (30 weeks)
<b>Contacts</b>	e-mail: ..... Mob: .....

### **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, 2 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 | 5 marks  |
| • Assignments         | 5 marks  |
| • Progress report     | 5 marks  |
| • Monthly exam        | 20 marks |

- Student Market Day 15 marks
- Reflective report 10 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	<b>Teamwork skill</b> 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><b>Skills of a successful entrepreneur:</b></p> <p><b>A. Personal Skills</b></p> <p><b>1. Positive attitude:</b> staying optimistic, motivated &amp; energetic</p> <p><b>2. Initiative:</b> willingness, ability &amp; action</p> <p><b>3. Passion</b></p> <p><b>4. Critical Thinking</b></p> <p><b>5. Self-confidence</b></p> <p><b>6. Problem-solving: identify, imagine &amp; then decide</b></p>		
12-15	<p><b>B. Interpersonal Skills</b></p> <p><b>1. Teamwork</b></p> <p><b>2. Communication and Negotiation</b></p> <p><b>3. Leadership</b></p>		
16-18	<p><b>C. Business Skills</b></p> <p><b>1. Financial Literacy</b> (costs, income, profit &amp; loss, business card, invoicing, rates sheet)</p> <p><b>2. Planning &amp; Management</b></p> <p><b>3. Marketing</b> (product service &amp; design)</p> <p><b>4. Networking</b></p> <p><b>5. Ethical Issues:</b></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?