



Department of English

College of Basic Education

University of Salahaddin

Subject: Entrepreneurship Education (2nd Semester)

Course Book – *For* 2nd Grade

Lecturers' name: Ihsan Saber (MA in ELT)

Academic Year: 2023-2024

Coursebook

1. Course name	Entrepreneurship Education
2. Lecturer in charge	Ihsan Saber
3. Department/ College	English/Basic Education
4. Contact	e-mail: ihsan.shafiq@su.edu.krd Tel: (optional)
5. Time (in hours) per week	3 hours
6. Office hours	Tuesday & Thursday
7. Course code	
8. Teacher's academic profile	I am Ihsan Saber, an English Language Teaching (ELT) professional with an M.A. degree from the University of Sussex, in the U.K. I am currently an English lecturer within the College of Basic Education, Salahaddin University-Erbil.
9. Keywords	Student company; business plan; positive attitude; initiative; risk taking; passion; problem solving; dealing with stress; leadership; communication and negotiation; financial literacy; planning and management; marketing; networking; ethical issues
10. Course Overview:	
<p>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.</p>	
11. Course Objective:	
<p>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.</p>	
12. Student's Obligation	
<p>Attendance is obligatory. Students are expected to be seated in their positions before the instructor enters the class. Only for the classes which start on 8.30 a.m. students may enter the class up to 8.40, or else they will be deprived from the class. The classes last for 50</p>	

minutes. Students should avoid hammering on the instructor to leave unless s/he chooses to dismiss the class earlier than the scheduled time.

Preparation for class: Students should prepare themselves for each class beforehand according to the schedule that comes with this guide. They are expected to read the class assignment in advance and participate in class discussions actively. The students are required to jot down notes during class time since questions raised during that period are also required.

Homework: Students must bring with them the assignments that the instructor may ask them during the course. The students should take the homework seriously and make sure they present their seminars on time or they will lose marks.

13. Forms of Teaching

There will be seminars and few lectures, 3 hours per week, for 8 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.

Furthermore, PowerPoint Presentations, and white board will be mainly the teaching aids to get their interest and motivation to the classes.

14. Assessment Scheme

Students are given assignments regularly and they will be asked to write and evaluate tests of the languages skills and systems to find out how much they understood.

Midterm exam: 10 marks

Final report: 15 marks

Product assessment: 15 marks

Business plan : 10 marks

Daily participation Meeting minutes, logo, business card, invoice: 10 Marks

Final exam: 40 marks

15. Student Learning Outcome:

By the end of the semester, you will be able to:

Foster and implement the following entrepreneurial skills

- Student company;
- business plan;
- positive attitude;
- initiative;
- risk taking;
- passion;
- problem solving;
- dealing with stress;
- leadership;
- communication and negotiation;
- financial literacy;
- planning and management;
- marketing;
- networking;
- ethical issues

16. Course Reading List and References:

Saaed, H. A., & Shafiq, I. S., (2023) Entrepreneurship Education: a coursebook for university students. Erbil: Salahaddin University Press

17. The Topics

Week 1	<ul style="list-style-type: none">• Student company;• business plan;
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Week 2	<ul style="list-style-type: none">• positive attitude;• initiative;
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Week 3	<ul style="list-style-type: none">• risk taking;• passion;
Week 4	<ul style="list-style-type: none">• problem solving;• dealing with stress;
Week 5	<ul style="list-style-type: none">• leadership;• communication and negotiation;
Week 6	<ul style="list-style-type: none">• financial literacy;• planning and management;
Week 7	<ul style="list-style-type: none">• marketing;
Week 8	<ul style="list-style-type: none">• networking;• ethical issues

18. Practical Topics (If there is any)

19. Examinations:

Here are some sample questions:

Q1: What will be the future of a school where the management, administration and teaching staff have a positive attitude? In the light of the above statement, briefly discuss the benefits of having a positive attitude.

Q2: Answer the following:

A: A company is in its fifth year of working and is facing a lot of risks. What are the ways to reduce the risks so that the company can take advantage of them and overcome these problems?

B: Give an appropriate and effective name and slogan for each of the following:

1. A youth clothing factory
2. An online book design and printing company
3. A market selling mobile phones and tablets

4. A food delivery service company

Q3: There were too much stress on a couple of members of one of the companies, which slowed down the performance of the company. What is stress? If you are under stress, what will be your attitude and how will you deal with it?

Q4: What does passion mean? What differences do you see between passionate work and passionless work? Explain your answer with examples.

Q5: (Initiative is the foundation of many more skills to get your business project to the final stage)

A. Explain the above statement in a few lines.

B. In your opinion, what is the relationship between planning and management skills and initiative skill and how do they affect each other?

Q6: How do you see the role of the manager in moving the company forward? How can a manager lead a company well? Describe the characteristics of entrepreneurial leadership in (5) five points.

20. Extra notes

21. Peer review

This course book has to be reviewed and signed by a peer. The peer approves the contents of your course book by writing few sentences in this section.

(A peer is person who has enough knowledge about the subject you are teaching, he/she has to be a professor, assistant professor, a lecturer or an expert in the field of your subject).