



Department of Kurdish

College of Education/Makhmour

Salahaddin University- Erbil

Subject: Entrepreneurship Education

Asst. Lecturer: Zhiar Sarkawt Abdulsamad

Academic Year: 2023-2024

Course Book

1. Course name	Entrepreneurship Education
2. Lecturer in charge	Asst. Lecturer Zhiar Sarkawt Abdulsamad
3. Department/ College	Kurdish/ College of Education - Makhmour
4. Contact	e-mail: zhiar.abdulsamad@su.edu.krd
5. Time (in hours) per week	Theory and Practical: 6
6. Office hours	4
7. Course code	None
8. Teacher's academic profile	Mentioned in CV
9. Keywords	<ul style="list-style-type: none">• Innovation• Startups• Creativity• Risk-taking• Opportunity recognition

	<ul style="list-style-type: none"> • Business model • Scalability • Resilience
<p>10. Course overview: Entrepreneurship provides a holistic understanding of the entrepreneurial process, covering idea generation, business planning, financing, marketing, and growth strategies. Through real-world case studies and interactive exercises, students will develop the skills and mindset necessary to identify opportunities, navigate challenges, and build successful ventures. Emphasizing innovation, creativity, and resilience, this course equips participants with the tools to thrive in dynamic business environments. Expert guest speakers and practical workshops offer insights into the entrepreneurial ecosystem, fostering a culture of collaboration and problem-solving. By the end of the course, students will have crafted a comprehensive business plan and honed their entrepreneurial instincts, ready to embark on their own ventures or contribute effectively to entrepreneurial endeavors</p>	
<p>11. Course objective: Course Learning Goals Students will:</p> <ul style="list-style-type: none"> • analyze literature through discussion and writing [Critical Thinking & Arts/Humanities]; • demonstrate an understanding of such literary terms, themes, strategies, and issues as are relevant to the works being studied; • express their understanding of the relationship between literature and the historical/cultural contexts in which it was written [Arts/Humanities]; • read and analyze novels of various periods and representing various points of view, including gender and ethnic identities, and different cultures [Diversity]; and • demonstrate an understanding of the novel as a unique and evolving art form that reflects the values and concerns of writers and the societies in which they live. 	
<p>12. Student's obligation</p> <ul style="list-style-type: none"> - All students are expected to attend the scheduled class meetings and to be on time. Attendance is essential because a lot of the work will be done in class through exercises, discussions and presentations. Absence without prior permission from the instructor will result in penalty. In case of emergency, students are expected to provide supporting documents from appropriate sources. 	
<p>13. Forms of teaching</p> <p>lessons include the following student-cantered activities:</p> <ul style="list-style-type: none"> - In the beginning of each lecture the instructor presents a summary about the previous lecture and asks students to work together to answer any question raised. This peer-instruction method functions as a revision of the previous lecture and establishes a link with the present one. - Our class will use a variety of learning techniques. These include pair work discussions and individual assignments that use the text book and other materials provided by the teacher. In class, students will work, learn and speak together. This is not a lecture class where the students sit quietly and listen. You will be active. 	

14. Assessment scheme

Students will be assessed according as follows:

- Daily attendance and activities are worth 10% of the total grade.
- We will have two midterm exams and a final exam.
- The midterm exams will be worth 30%.
- The final exam will be worth 60% of the student's grade.

15. Student learning outcome:

The course objective that is mentioned above results in Student Learning Outcome.

16. Course Reading List and References:

▪ Instructors may choose an appropriate anthology or individual texts. While readings are at the instructor's discretion, selections must include a diversity of writers from international, gender, and minority perspectives.

17. The Topics:

Lecturer's name

WEEKS	TOPICS	Lecturer's name
WEEK 1	<p>Chapter 1: Introduction to Entrepreneurship</p> <ul style="list-style-type: none"> • Defining entrepreneurship • Importance of entrepreneurship in the economy • Characteristics of successful entrepreneurs • Myths and realities of entrepreneurship 	Zhiar Sarkawt Abdulsamd
WEEK 2	<p>Chapter 2: Identifying Opportunities</p> <ul style="list-style-type: none"> • Recognizing market needs and trends • Idea generation techniques • Conducting market research • Assessing feasibility and viability of business ideas 	
WEEK 3	<p>Chapter 3: Business Models and Planning</p> <ul style="list-style-type: none"> • Types of business models (e.g., traditional, subscription, e-commerce) • Elements of a business plan • Creating a value proposition • Developing a business model canvas 	

WEEK 4	<p>Chapter 4: Legal and Regulatory Considerations</p> <ul style="list-style-type: none"> • Business structures (sole proprietorship, partnership, corporation) • Intellectual property protection • Licensing and permits • Compliance with regulations and taxes 	
WEEK 5	<p>Chapter 5: Financing Your Venture</p> <ul style="list-style-type: none"> • Sources of funding (bootstrapping, loans, investors) • Financial projections and budgeting • Valuation of the business • Pitching to investors 	
WEEK 6	<p>Chapter 6: Building a Team</p> <ul style="list-style-type: none"> • Identifying key roles and skills • Recruiting and hiring employees • Creating a company culture • Managing and motivating teams 	
WEEK 7	<p>Chapter 7: Marketing and Sales Strategies</p> <ul style="list-style-type: none"> • Developing a marketing plan • Branding and positioning • Digital marketing techniques • Sales techniques and strategies 	
WEEK 8	<p>Chapter 8: Operations and Logistics</p> <ul style="list-style-type: none"> • Setting up operations • Supply chain management • Inventory management • Quality control and process optimization 	
WEEK 9	<p>Chapter 9: Customer Relationship Management</p> <ul style="list-style-type: none"> • Understanding customer needs and preferences • Building customer relationships 	

	<ul style="list-style-type: none"> • Providing excellent customer service • Handling complaints and feedback 	
WEEK 10	<p>Chapter 10: Scaling and Growth</p> <ul style="list-style-type: none"> • Strategies for scaling a business • Managing growth challenges • Expanding into new markets • Innovation and adaptation 	
WEEK 11	<p>Chapter 11: Risk Management and Resilience</p> <ul style="list-style-type: none"> • Identifying and mitigating business risks • Crisis management and contingency planning • Building resilience in the face of challenges • Learning from failure and pivoting 	
WEEK 12	<p>Chapter 12: Social Responsibility and Sustainability</p> <ul style="list-style-type: none"> • Importance of corporate social responsibility (CSR) • Sustainable business practices • Ethical considerations in entrepreneurship • Impact measurement and reporting 	
WEEK 13	Modern Novel/ First Stage	
	Modern Novel/ Second Stage	
WEEK 14	Difference in Poetry and Novel	
WEEK 15	Why was Novel and Story was not as advanced as Poetry in Kurdistan?	
WEEK 16		
WEEK 17	Reading and Analyzing a piece of Novel by Bakhtiyar Ali	
WEEK 18	Reading and Analyzing a piece of Novel by Goran	
WEEK 19	Reading and Analyzing a piece of Novel by Charles Dickens	
WEEK 20	Pragmatic Terms	

WEEK 21	Literature Terms	
WEEK 22	Literature Terms 2	
WEEK 23	Course Wrap-up.	
18. Practical Topics (If there is any)		
In this section The lecturer shall write titles of all practical topics he/she is going to give during the term. This also includes a brief description of the objectives of each topic, date and time of the lecture		Lecturer's name ex: (3-4 hrs)
<p>19. Examinations:</p> <p>1. Compositional: In this type of exam the questions usually starts with Explain how, What are the reasons for...?, Why...?, How....? With their typical answers Examples should be provided</p> <p>2. True or false type of exams:</p> <p>In this type of exam a short sentence about a specific subject will be provided, and then students will comment on the trueness or falseness of this particular sentence. Examples should be provided</p> <p>3. Multiple choices:</p> <p>In this type of exam there will be a number of phrases next or below a statement, students will match the correct phrase. Examples should be provided.</p>		
20. Extra notes:		
21. Peer review	پیداچونہوہی ھاوہل	