



SUKKUR IBA UNIVERSITY

Department of Computer Science TECHNOLOGY ENTREPRENEURSHIP

Class: BCS-VII A,B	Semester: Spring 2024
Credit Hours: Class Work 4	Instructor: Dr. Altaf H Samo

Grading

1	Class Participation	5%
2	Business Plan draft & presentation	15%
3	Midterm Exams	30%
4	Final Exam	50%

Text Books

Sno.	Book Title	Author(s)	Edition and Publisher
1	"The Lean Startup"	Eric Ries	McGraw-Hill Education
2	Disciplined Entrepreneurship	Bill Aulet	Wiley

Recommended Books

1	Innovation and Entrepreneurship-Practice and Principles	Peter F. Drucker	Butterworth Heinemann -Oxford England
2	Talking to Humans	Giff Constable	Steve Blank
3	The portable MBA in Entrepreneurship	William D. Bygrave	Wiley

List of additional readings

- Entrepreneur's Toolkit – Tools and techniques to launch and grow your new business By: Harvard business essentials
- The Art of the Start By Guy Kawasaki
- 100 Performing CEOs and Leaders of Pakistan By: Ijaz Nisar
- Plus all Harvard Business School Publishing articles and cases mentioned in outline and class.

Business Idea Websites

- <http://www.springwise.com/>
- <http://www.kickstarter.com/>
- <http://smeda.org.gov>

Supplementary Websites

- <http://www.startupsecrets.com/>
- <http://www.sethgodin.com/sg/>
- <http://www.entrepreneur.com/>
- <http://www.effectuation.org/>

Introduction to Course:

This course has been designed to facilitate students on how to create, manage, develop and grow a new venture. Especially students are to be exposed to detailed descriptions of 'how to' embark on a new venture in a logical manner.

Our focus here is on the entrepreneurial mindset, or the ability for students to think and act in more creative, innovative, opportunistic and proactive ways. Moreover this course follows a case study method of learning and simulation. This is to help students in the practical life about various dimensions of business world and its necessary tools. Along with hands on projects and entrepreneurial talks.

Course Learning Objectives

S. No:	CLOs
1	Students will be able to identify and evaluate ethical issues in venture creation.
2	Students will be able to present with oral efficiency
3	Students will be able to work in teams.
4	Students will be able to recognize and assess business opportunity.
5	Students will be aware of the global practices in the field Entrepreneurship
6	Students will understand and apply entrepreneurial tools and techniques in new venture creation

Evaluation Sections:

1. **Class Participation:** Each of you will be rewarded with points on class participation based on

the quality of your contribution in the discussion in shape of a coin. One representative will keep the log of the points and at the end of semester based on relative grading of the class you will be scored accordingly. Make sure to win as many coins as possible.

2. **Assignment:** Your teams will conduct an interview with the real life businessman, and submit a summary report on it.
3. **Business Plan Draft and Presentation:** This is the most crucial part of this subject, and you will perpetually work on the plan, after second midterm your plans will be submitted and you will be required to present in front of a Jury for evaluation.
4. **Midterm Exams:** Both midterms will require you to think critically, your answers will be assessed on relative grading system.
5. **Final Exam:** Welcome, make sure your score good in final and best of luck with that.

IMPORTANT POLICIES

1. **Expectations.** I expect a friendly and professional class environment based on mutual respect as we are in this learning journey together. I expect the class environment to be more critical and rational. Examples from the real world are always encouraged so I expect you to do first hand research before coming to the class.

2. **Readings:** Talking from experience, if you read in advance this is going to help you to earn more CP points and help you pay attention in class. This really helps to have interest in class and grasp the discussion and connect the bigger picture.

3. **Attendance:** Your attendance in class is critical to fulfillment of course objectives. You will not be eligible to appear in the exam if you cross six absences. Late coming, even for one minute, would strictly be marked as absent.

4. **Due dates:** No late work will be accepted. Assignments are due at the said time. Presentations cannot be made up. This is the real world. When speakers accept speaking assignments, they are obligated to be ready to speak on that date at that time. If you are not prepared to speak, you receive a zero on that presentation. Talk to me in advance if there are problems.

5. Plagiarism and cheating

In your writing and speaking I expect the ideas you express to be your own and to properly cite the sources you use. Cheating will not be tolerated in any form. In case if your work is found plagiarized strict action will be taken against you in terms of grading.

6. Course Etiquette: Students are expected to have good conduct and manners consistent with those expected in business interactions. This is particularly true when we have guest speakers. Such conduct includes;

- Not interrupting others and not speaking while others are speaking
- Asking for clarification or commenting on assignments in a courteous manner
- Don't focus too much on writing notes
- Turning off your cell phone or turning it to silent mode.

Note: For any help and assistance you all are welcome to come during my assigned counseling hours, you can also discuss your issues (if any) through my following contacts; or use the class Facebook page to express your quarries

Email: altaf@iba-suk.edu.pk

Module 1: Map your journey – this module introduces the basics of starting business by explaining different approach of Technology Entrepreneurs and businesses, and the nature of doing business.

List of Topics

- **Considered:** a reasonably critical and comprehensive understanding
- **Thoughtful:** fluent, flexible and efficient understanding
- **Masterful:** a powerful and illuminating understanding

