Republic of the Philippines
SULTAN KUDARAT STATE UNIVERSITY
Isulan Campus, Isulan Sultan Kudarat
College of Industrial Technology

INTECH 311– TECHNOPRENEURSHIP

UNIVERSITY VISION

A leading University in advancing scholarly innovation, multi-cultural convergence, and responsive public service in a borderless Region.

UNIVERSITY MISSION

The University shall primarily provide advanced instruction and professional training in science and technology, agriculture, fisheries, education and other related fields of study. It shall also undertake research and extension services, and provide progressive leadership in its areas of specialization.

UNIVERSITY STRATEGIC GOALS

a. **D**eliver quality service to stakeholders to address current and future needs in instruction, research, extension, and production
b. **O**bserve strict implementation of the laws as well as the policies and regulations of the University
c. **A**cquire with urgency state-of-the-art resources for its service areas
d. **B**olster the relationship of the University with its local and international customers and partners
e. **L**everage the qualifications and competences in personnel action and staffing
f. **E**valuate the efficiency and responsiveness of the University systems and processes

INSTITUTIONAL OUTCOMES (IO)

a. Enhance competency development, commitment, professionalism, unity and true spirit of service for public accountability, transparency and delivery of quality services
b. Provide relevant programs and professional trainings that will respond to the development needs of the region
c. Strengthen local and international collaborations and partnerships for borderless programs
d. Develop a research culture among faculty and students
e. Develop and promote environmentally-sound and market-driven knowledge and technologies at par with international standards
f. Promote research-based information and technologies for sustainable development
g. Enhance resource generation and mobilization to sustain financial viability of the university

PROGRAM OUTCOMES (PO) COMMON TO ALL PROGRAMS AND ITS RELATIONSHIPS TO INSTITUTIONAL OUTCOMES

A graduate of the BIndTech program can:	INSTITUTIONAL OUTCOMES (IO)						
	a	b	c	d	e	f	g
a. Analyze broadly defined industrial technology processes by using analytical tools that enhance creativity, innovativeness, and intellectual curiosity to improve methods, processes, and systems that meet the industry standards;	✓	✓				✓	
b. Design and implement broadly defined industrial systems, components, products, or processes to meet specific industry needs with proficiency and flexibility in the area of specialization in accordance with global standards;	✓	✓		✓		✓	

appropriate techniques, resources, and state-of-the-art industrial technology tools meet current industry needs and use these modern tools and processes to improve and increase entrepreneurial activities upholding the safety and health standards of business and industry;	✓		✓	✓	✓		
d. Communicate with diverse groups of clienteles the appropriate cultural language with clarity and persuasion, in both oral and written forms, including understanding and giving of clear instructions, high comprehension level, effectiveness in delivering presentations and writing documents, and articulating technological innovation outputs;	✓	✓	✓	✓	✓		
e. Develop leadership and management skills in a team-based environment by making informed decisions, keeping the team motivated, acting and delegating responsibility, and inspiring positive changes in the organization by exercising responsibility with integrity and accountability in the practice of one's profession;	✓	✓	✓	✓	✓		
f. Practice the moral responsibilities of an industrial technologist to manage and balance wider public interest and uphold the norms and safety standards of the industrial technology profession;				✓	✓	✓	✓
g. Demonstrate enthusiasm and passion for continuous personal and professional development in broadly defined industrial technology and effecting positive changes in the entrepreneurial and industrial endeavor; and	✓	✓	✓	✓	✓	✓	✓
h. Recognize the need for, and an ability to engage in lifelong learning.	✓	✓	✓	✓	✓	✓	✓

1 **COURSE CODE** INTECH 311
2 **COURSE TITLE** TECHNOPRENEURSHIP
3 **PREREQUISITE** None
4 **CREDITS** 3 units

5 **COURSE DESCRIPTION**

Technopreneurship is a philosophy, a way of building a career or perspective in life. The course covers the value of professional and life skills in entrepreneurial thought, investment decisions, and action that students can utilize in starting technology companies or executing research and development projects in companies as they start their careers. The net result is a positive outlook towards wealth creation, high value adding, and wellness in society.

6 **COURSE LEARNING OUTCOMES (CLO) AND ITS RELATIONSHIPS TO PROGRAM OUTCOMES**

Course Learning Outcomes (CLO)	Program Outcomes							
At the end of the course, a student can:	a	b	c	d	e	f	g	h
a. Understand SKSU-VGMO, Classroom Policies, Course Overview, Course Requirements and Grading System;	✓	✓	✓	✓	✓	✓	✓	✓
b. Explain the concepts of technopreneurship, entrepreneurial mindset, and innovation and their significance in business and society.	✓	✓	✓	✓	✓	✓	✓	✓
c. Identify customer needs and market opportunities through research and analysis.	✓	✓	✓	✓	✓	✓	✓	✓
d. Develop a value proposition, business model, and business plan for a technology-based start-up.	✓	✓	✓	✓	✓	✓	✓	✓
e. Apply basic financial and accounting principles in evaluating business feasibility.	✓	✓	✓	✓	✓	✓	✓	✓
f. Present and defend a start-up business idea or plan **with emphasis on ethics, social responsibility, and global competitiveness.**	✓	✓	✓	✓	✓	✓	✓	✓

OURSE CONTENTS

WEEK	CONTENT	INTENDED LEARNING OUTCOMES((ILOs)	TEACHING AND LEARNING ACTIVITIES (TLA)	OUTCOMES-BASED ASSESSMENT (OBA)	COURSE LEARNING OUTCOMES (CLOs)
1	**Course Orientation** *SKSU VMGO, Classroom Policies, Course Overview, Course Requirements, Grading System*	At the end of the Orientation, the Learners can: a. discusses the University's VMGO, classroom policies, course overview, requirements, and grading system	Discuss the VMGO of the University, the classroom policies, scope of the course, course requirements and grading system		
2	**a) Introduction to Technopreneurship** - Entrepreneurial Mindset - Innovation and Ideas - Products and Services - Team Formation	a. Explain the meaning of technopreneurship and its relevance; Recognize the role of innovation and teamwork	a. Lecture, case studies, group activity	Reflection paper, quiz	A,b,c
3	**a)** Customer and Value Proposition	a. Identify customer needs and formulate value propositions	Workshop: creating customer profiles and value statements	Group output: Value Proposition Canvas	abcde

	a) Market Identification and Analysis **b) Creative Competitive Advantage** c) Business Models	a) Conduct simple market research and analysis b) Differentiate competitive advantage strategies c) Apply the Business Model Canvas to start-up ideas	a) Survey, data gathering, group report b) Case studies, group discussion c) Workshop, mentoring	a) Market analysis report abcde b) Essay on business differentiation c) Draft BMC
5	**Midterm Exam**			
6	a) Introduction to Intellectual Property (IP) b) Execution and Business Plan	a. Explain basic IP rights: patents, trademarks, copyrights b. Develop components of a business plan	a) Lecture, IPOPhil case examples b) Group mentoring, peer review	a) Short quiz, case analysis abcd b) Draft business plan
7	a) Financial Analysis and Accounting Basics **b)** Raising Capital	a) Apply basic accounting and financial literacy in start-ups b) Identify sources of funding and capital-raising strategies	a) Problem-solving, financial exercises b) Simulation: pitching to investors	a. Financial plan abcd b. Group report
8	a) Ethics, Social Responsibility, and Globalization **b)** Pitching and Business Plan Presentation	a) Explain the role of ethics and social responsibility in business b) Deliver persuasive start-up pitch to stakeholders	a) Debate, case analysis b) Pitching workshop	a. Reflection paper abcde b. Pitch presentation

	a) Final Project and Exhibit	a) Present a complete start-up business plan	a) Business plan defense, exhibit	a. Final evaluation	abcd
10	FINAL EXAMINATION				

Total No. of Hours : 54

8 COURSE REQUIREMENTS AND COURSE POLICIES

COURSE REQUIREMENTS

Each student is required to:

1. submit accomplished assignments, and activities;
2. participate actively in all discussion;
3. submit all the projects and activities; and
4. pass the major exams (midterm and final)

COURSE POLICIES

Attendance: A student will be marked late if he/she enters the class 5 minutes after start of class period. Any student who comes to class 15 minutes after the scheduled time shall be marked absent.

Missed work or exam: Any student who missed to submit a work assignment or to take a test should consult the concerned instructor for immediate compliance

Cheating and Plagiarism: Any student who committed any form of academic dishonesty (e.g., copy-paste plagiarism) shall be given disciplinary action provided in the SKSU Student's Handbook

Use of Technology: Cell phones should be turned off while the session is in progress. Using laptops, notebook PCs, smart phones, and tablets shall be allowed only when needed. A scientific calculator (e.g. Casio fx-991ES) shall be utilized in solving if applicable.

9 GRADING SYSTEM AND RUBRICS FOR GRADING

GRADING SYSTEM

Midterm Grade

Midterm Examination	45%
Attendance/ Class Participation	10%
Quizzes	10%
Project	20%
Report	15%
TOTAL	100%

Final Term Grade

GRADE

Final Term Examination	45%
Attendance/Class Participation	10%
Quizzes	10%
Project	20%
Report	15%
TOTAL	100%

FINAL

Midterm Grade	50%
Final Term Grade	50%
TOTAL	**100%**

Materials used: Laptop, Powerpoint presentations and video clips
Books, Online slides, Teacher-made slides ,

References:

BOOKS

a) **Technopreneurship and Sustainability: Innovation, Challenges, and Opportunities** by Rajeev Kumar Saha et al. (2025)
b) **The Lean Startup by Eric Ries**
c) **Zero to One by Peter Thiel with Blake Masters**
d) **Business Model Generation by Alexander Osterwalder**

INTERNET

e) **https://www.atlantis-press.com/article/125986370.pdf**
f) **https://journal.formosapublisher.org/index.php/jfbd/article/download/12316/12441/50912**
g) **https://adi-journal.org/index.php/ajri/article/view/995**
h) **https://ajmjournal.com/HTMLPaper.aspx?Journal=Asian+Journal+of+Management%3BPID%3D2017-8-4-34**

Reviewed:

SHEILLAMOR Q. WAWA
SHELMER D. CARIGABA
KRISTIAN JAY O. CABANAL
Faculty
Industrial Technology

Noted:

GLENN S. TALUA, MERE
Program Chairman, BSIT
8/11/2025

CHARLIE J. MAGHANOY, Ed.D.
Dean, College of