



National University of Sciences & Technology (NUST)  
School of Electrical Engineering and Computer Science (SEECs)  
Department of Computer Science

## MGT-271 Entrepreneurship

<b>Course Code:</b>	MGT-271	<b>Semester:</b>	Fall 2017
<b>Credit Hours:</b>	2	<b>Prerequisite Codes:</b>	
<b>Instructor:</b>	Maajid Maqbool	<b>Class:</b>	BESE-5AB, BSCS-4C
<b>Office:</b>	Room A104	<b>Telephone:</b>	90852159
<b>Lecture Days:</b>	TBD	<b>E-mail:</b>	maajid.maqbool@seecs.edu.pk
<b>Class Room:</b>		<b>Consulting Hours:</b>	
<b>Lab Engineer:</b>		<b>Lab Engineer Email:</b>	
<b>Knowledge Group:</b>	ITE	<b>Updates on LMS:</b>	

### Course Description:

This course will provide the student with an understanding of the entrepreneurship process. It will expose them to the concepts, practices and tools of the entrepreneurial world

### Course Objectives:

The objective of this course is to introduce the students to the concepts of entrepreneurship so that they have the necessary skill set to explore entrepreneurial opportunities and set up a new business.

### Course Learning Outcomes (CLOs):

At the end of the course the students will be able to:	PLO	BT Level*
1. Explain the nature of entrepreneurship	6	C-1,2
2. Analyze the environment and develop an entrepreneurial perspective by recognizing entrepreneurial opportunities	3	C-4,5
3. Know the components of a business plan canvas and a business plan	10	C-4,6
4. Identify the sources of capital for a business venture	11	C-4,5
5. Create and set up a business organization	12	C-3,6
* BT= Bloom's Taxonomy, C=Cognitive domain, P=Psychomotor domain, A= Affective domain. C1= Remembering, C2=Understanding, C3=Applying, C4=Analyzing, C5=Evaluating, C6=Creating		

### Mapping of CLOs to Program Learning Outcomes

PLOs/CLOs	CLO1	CLO2	CLO3	CLO4	CLO5			
PLO 1 (Engineering Knowledge)								
PLO 2 (Problem Analysis)								
PLO 3 (Design/Development of Solutions)		X						
PLO 4 (Investigation)								
PLO 5 (Modern tool usage)								
PLO 6 (The Engineer and Society)	X							
PLO 7 (Environment and Sustainability)								
PLO 8 (Ethics)								
PLO 9 (Individual and Team Work)								
PLO 10 (Communication)			X					
PLO 11 (Project Management)				X				
PLO 12 (Lifelong Learning)					X			



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**Mapping of CLOs to Assessment Modules and Weightages (In accordance with NUST statutes)**

To be filled in at the end of the course.

Assessments/CLOs	CLO1	CLO2	CLO3	CLO4	CLO5
Quizzes: 10%					
Assignments: 10%					
Project: 10%					
OHT-1: 15%					
OHT-2: 15%					
End Semester Exam:40%					
Total : 100 %					

**Books:**

- Text Book:** 1. Marc J. Dollinger. Entrepreneurship: Strategies and Resources. 3rd/4th Edition. Pearson Education
- Reference Books:** 1. Azhar Rizvi. Entrepreneurship Pakistan: 27 stories of struggle, failure and success. 1<sup>st</sup> Edition 2017.

Week	Lecture Topic	Reading List
01	Introduction to Course and Entrepreneurship	
02	A Framework for Entrepreneurship	Chapter 1
03	Resources and Capabilities	Chapter 2
04/05	Entrepreneurship Environment Analysis	Chapter 3
06	OHT-1	Chapter 4
07	Value Proposition – Guest Lecture	
08/09	Business Plan Components	Chapter 5
10	Writing a Business Plan	Chapter 5
11	Industry Guest	
12	OHT-2	
13	Venture Financing	Chapter 7
14	Securing Investors	Chapter 8
15	Business Organizations	Chapter 9
16	Intellectual Property Rights	
17	Enduring Organizations	Chapter 9
18	End Semester Exam	

**Grading Policy:**

- Quiz Policy:** The quizzes may be unannounced and normally last for ten minutes. The question framed is to test the concepts involved in last few lectures.
- Assignment Policy:** The course website will be the primary source for announcements and submitting assignments.
- Plagiarism:** Collaboration and group work is encouraged but each student is required to submit his/her own contribution(s). Your writings must be your own thoughts. You must cite and acknowledge all sources of information in your assignments. Cheating and plagiarism will not be tolerated and will lead to strict penalties including zero marks in assignments as well as referral to the Dean for appropriate action(s).