1. ABM 2206 ENTREPRENEURSHIP AND SMALL BUSINESS MANAGEMENT 1
2. INSTRUCTOR(s): Ms. Alice Turinawe A. (B. Agribusiness management. M.Sc. Agricultural and Applied Economics)
3. COURSE TYPE AND LOCATION: Core for BARI 11.

 Location: Faculty of Agriculture

1. COURSE STRUCTURE

3 Credit Units: 30 lecture hours (2 contact hours per week for 15 study weeks) and 30 tutorial hours (1 contact hour per week for 15 study weeks)

1. COURSE DESCRIPTION:

This course covers the entrepreneurial perspective: Defining small businesses and entrepreneurship: the role of entrepreneurship in economic development: entrepreneurial decision making process: entrepreneurship Vs managers, entrepreneurs as inventors, qualities of an entrepreneur, ethics and social responsibilities of entrepreneurs. It also dwells on the entrepreneurial process: Identification and evaluation of opportunities; legal issues; business plans as well as financing a new venture.

1. COURSE OBJECTIVES

The general objective of the course is to help students gain an understanding of the business principles necessary to start and operate a business. By the end of the course students will:

1. Understand concepts in entrepreneurship
2. Learn how to identify and select business opportunities
3. Be able to prepare business plans
4. RECOMMENDED REFERENCES FOR READING
5. Saleemi N.A. 2009. Entrepreneurship Simplified. *East Africa Edition*. Saleemi Publications Ltd.
6. Hisrich R. D., Peters M. P. 2002. Entrepreneurship. 5th ed., McGraw-Hill / Irwin.
7. Wickham P.A. 2006. Strategic entrepreneurship. Prentice Hall
8. Robert A. B, Scott A S. 2008. Entrepreneurship, a Process Perspective**.** Thomson/Southwestern Publishers.
9. Frederick, H; Kuratko D.F & Hodgetts. 2007. Entrepreneurship: *Theory, Process, & Practice*. Asia-Pacific Ed. R.M. Publisher: Thomson.

**8. COURSE CONTENT, METHODS OF INSTRUCTION, TOOLS AND EQUIPMENT REQUIRED**

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| **TOPIC** | **CONTENT** | **METHOD OF INSTRUCTION/Time Allocated** | **TOOLS / EQUIPMENT NEEDED** |
| Overview | * Definition(s) of entrepreneurship.
* The role of entrepreneurship in Economic development
* Functions and scope of entrepreneurship

*Tutorial 1*: Functions of an entrepreneur in the production process | Lecture (2 hrs)Tutorial (2 hrs) | Chalk / BB or Markers / Flip charts, Projector |
| Overview | * Factors affecting entrepreneurial growth
* Nature and characteristics of entrepreneurship
* Obstacles inhibiting entrepreneurship

*Tutorial 2*: Reasons for slow growth of entrepreneurship in developing countries | Lecture (2 hrs)Tutorial (2 hrs) | Chalk / BB or Markers / Flip charts, Projector |
| Decision making and entrepreneurship | * The decision making concept
* Nature and importance of decision making
* Rational decision making

*Tutorial 3*: The decision making process | Lecture (2 hrs)Tutorial (2 hrs) | Chalk / BB or Markers / Flip charts, Projector/ Handouts |
| Entrepreneur and management | * Entrepreneurs Vs managers,

*Tutorial 4:* Entrepreneurs as innovators | Lecture (2 hrs)Tutorial (2 hrs) | Chalk / BB or Markers / Flip charts, Projector |
| The entrepreneurial process | * Main stages in the entrepreneurial process

*Tutorial 5*: The business plan: An introduction | Lecture (2 hrs)Tutorial (2 hours) | Chalk / BB or Markers / Flip charts, Projector |
| The entrepreneurial process | * The Business plan (How to write)

*Tutorial 6*: The Business plan (How to write) | Lecture (2 hrs)Tutorial (2 hours) | Chalk / BB or Markers / Flip charts, Projector/ Handouts |
| The entrepreneurial process | * Project formulation and appraisal

*Tutorial 7*: Feasibility analysis | Lecture (2 hrs)Tutorial (2 hours) | Chalk / BB or Markers / Flip charts, Projector/  |
| Legal forms of business ownership  | * Sole proprietorship
* Partnerships
* Limited Companies
* Selection of an appropriate form of ownership structure

Presentation1 : The business plan | Lecture (2 hrs)Presentation (2 hours) | Chalk / BB or Markers / Flip charts, Projector/ Handouts |
| Ethics and social responsibilities of entrepreneurs | * The concept of social responsibility
* The cases for and against social responsibility
* Criteria for determining social responsibility
* Social responsibilities of business

Presentation 2 : The business plan | Lecture (2 hrs)Presentation (2 hours) | Chalk / BB or Markers / Flip charts, Projector/ Handouts |
| Ethics and social responsibilities of entrepreneurs | * Difficulties in the enforcement of social responsibility
* Guidelines for effective enforcement of social responsibility
* Reconciliation of conflicting claims

*Tutorial 8*: Measures for enforcing social responsibilities | Lecture (2 hrs)Tutorial (2 hrs) | Chalk / BB or Markers / Flip charts, Projector/ Handouts |
| Ethics and social responsibilities of entrepreneurs | * The meaning of ethics (and business ethics)
* Importance of business ethics
* Features of business ethics

*Tutorial 9*: Objectives of business ethics (Why business ethics is needed) | Interactive lecture (2 hrs)Tutorial (2 hrs) | Chalk / BB or Markers / Flip charts, Projector/ Handouts |
| Ethics and social responsibilities of entrepreneurs | * Importance/advantages/Benefits of business ethics

*Tutorial 10*: Ethical and unethical business practices | Lecture (2 hrs)Tutorial (2 hours) | Chalk / BB or Markers / Flip charts, Projector |
| Ethics and social responsibilities of entrepreneurs | * Principles of good business ethics

*Tutorial 11*: Enforcement of business ethics | Lecture (2 hrs)Tutorial (2 hours) | Chalk / BB or Markers / Flip charts, Projector |
| Financing a new venture.  | * Financial requirements of business
* Fixed and working capital

*Tutorial 12* : Sources of capital | Lecture (2 hrs)Tutorial (2 hours) | Chalk / BB or Markers / Flip charts, Projector |
| Financing a new venture.  | * Managing cash flow

*Tutorial 13*: Budgeting | Lecture (2 hrs)Tutorial (2 hours) | Chalk / BB or Markers / Flip charts, Projector/ Handouts |
| Weeks 16-17  | * Revision Time
* Final Examination
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**9. SUMMARY OF TIME NEEDED**

Interactive lectures covering theory 30 hrs

Tutorials 26 hrs

Presentation 4 hrs

**8. COURSE ASSESSMENT:**

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| Continuous assessment (Quizzes): | There will be 2 Quizzes arising from tutorials and assignments any time during lecture sessions  | 10% |
| Continuous assessment (Write-ups and presentation ) | Students will form groups and write an assignment as given by the instructor | 10% |
| Continuous assessment (Tests): | There will be two tests during week 7 and 13 of the semester | 20% |
| University Examination: | Final examination during week 16-17 of the semester | 60% |