

## Global Learning Semesters

### Course Syllabus

Course: MGT-280 Small Business & Entrepreneurship

Department: Business department

Host Institution: University of Nicosia, Nicosia, Cyprus



Course Summary		
Course Code	Course Title	Recommended Credit Hours
MGT-280	Small Business & Entrepreneurship	3
Semester Offered	Contact Hours	Prerequisites
Not offered yet	42	MGT-281
Department	Level of Course	Language of Instruction
Business department	Lower Division	English

### Course Description

Study of role of the entrepreneur in the developmental success of a small business. Topics such as choosing the form of a small business; how to start, acquire, or dispose of a small business; how to achieve goals through other people; and the ingredients for success are discussed.

### Course Aims and Objectives

- Elements of entrepreneurship
- The Environment of Business
- Failure and success in small business
- Forms of Business Organization
- Market Positioning
- Getting the Right idea
- Family Business
- Evaluating Business Ideas
- Buying an Ongoing Business
- Preparing a Feasibility Study
- Starting a new Small Business
- Raising Capital
- Obtaining a loan
- Location & Layout
- Purchasing Methods
- Marketing and Merchandising
- Advertising and Promotion
- Human Resource Management
- Inventory Control
- Accounting Records and Control
- Valuing a Business for Sale
- Business Expansion
- Mergers Acquisition
- Becoming a Limited Company
- Tax Management
- Current Issues in Small Business

### Teaching Methods

The course is structured around lectures, problem and case discussions, individual and group prepared assignments.

### Course Teaching Hours

42 hours.

### Evaluation and Grading

Project/homework: 10%  
Mid-Term: 40%  
Final Exam: 50%

## Readings and Resources

### Required Textbook

- Richard M Hodgetts, Donald F Kuratku, Effective Small Business Management 6<sup>th</sup> edition 1998

### Recommended Reading

- Dan Sternhoff and John F. Burgers Small Business Management Fundamentals 6<sup>th</sup> edition, 1993, McCrawn Hill