

## Global Learning Semesters

### Course Syllabus

Course: MGT-280A Small Business & Entrepreneurship

Department: Management and MIS

Host Institution: University of Nicosia, Nicosia, Cyprus



Course Summary		
Course Code	Course Title	Recommended Credit Hours
MGT-280A	Small Business & Entrepreneurship	3
Semester Offered	Contact Hours	Prerequisites
Please contact us	42-45	MGT-281
Department	Level of Course	Language of Instruction
Management and MIS	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.

### Prerequisites

MGT-281

### Topic Areas

1. Elements of entrepreneurship
2. The Environment of Business
3. Failure and success in small business
4. Forms of Business Organization
5. Market Positioning
6. Getting the Right idea
7. Family Business
8. Evaluating Business Ideas
9. Buying an Ongoing Business
10. Preparing a Feasibility Study
11. Starting a new Small Business
12. Raising Capital
13. Obtaining a loan
14. Location & Layout
15. Purchasing Methods
16. Marketing and Merchandising
17. Advertising and Promotion
18. Human Resource Management
19. Inventory Control
20. Accounting Records and Control
21. Valuing a Business for Sale
22. Business Expansion
23. Mergers Acquisition
24. Becoming a Limited Company

- 25. Tax Management
- 26. Current Issues in Small Business

## 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.