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**CIHAN UNIVERSITY-SULAIMANIYA**

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# **Course Outline**

**2024-2025**

**Address:**  
**Chwarchra-Opposite to Family Mall**  
**Sulaymaniyah City**  
**Kurdistan Region-Iraq**  
**Tel: 07714695656,**  
**email: [presidency@sulicihan.edu.krd](mailto:presidency@sulicihan.edu.krd)**

# MODULE DESCRIPTION FORM

Module Information			
<b>Module Title</b>	Educational Entrepreneurship		
<b>Module Type</b>	<input type="checkbox"/> Theory	<input type="checkbox"/> Theory <input type="checkbox"/> Lecture <input type="checkbox"/> Lab <input type="checkbox"/> Tutorial <input type="checkbox"/> Practical <input type="checkbox"/> Seminar <input type="checkbox"/> Report <input type="checkbox"/> Extra activity	
<b>Module Code</b>			
<b>Language</b>	English language		
<b>ECTS Credits</b>	4		
<b>Module Level</b>		<b>Semester of Delivery</b>	Second
<b>Administering Department</b>	General Education	<b>College</b>	Education
<b>Lecturer</b>	Basta Nazar		
<b>Academic Title</b>	Assistant Lecturer	<b>Qualification</b>	M.A
<b>Module Tutor</b>		<b>e-mail</b>	
<b>Peer Reviewer Name</b>		<b>e-mail</b>	
<b>Scientific Committee Approval Date</b>		<b>Version Number</b>	
<b>Cycle of Study</b>	Bachelor	<b>Form of Education</b>	Full time

Relation with other Modules			
<b>Prerequisite module</b>		<b>Semester</b>	
<b>Co-requisites module</b>		<b>Semester</b>	

# Cihan University-Sulaimaniya?

College of education

Department:

Discipline: ethics

Stage: 3



<b>Total Contact Hours:</b>	<b>30</b>
<b>Total Self Study Hours:</b>	<b>82</b>
<b>Total No. Hours:</b>	<b>112</b>
<b>ECTS:</b>	<b>4</b>

No. of Weeks	Contact Hours					Self-Study					
	Theoretical	Practical	Lab	Project	Visit	Quiz	Reading	Assignment	Report	Midterm Exam.	Final Exam.
<b>1<sup>st</sup> Week (Registration)</b>											
<b>2<sup>nd</sup> Week</b>	2			1			3			8	10
<b>3<sup>rd</sup> Week</b>	2			1			3				
<b>4<sup>th</sup> Week</b>	2			1			3				
<b>5<sup>th</sup> Week</b>	2			1		3	3	4			
<b>6<sup>th</sup> Week</b>	2			1	1		3				
<b>7<sup>th</sup> Week</b>											
<b>8<sup>th</sup> Week</b>	2			1			3			8	
<b>9<sup>th</sup> Week</b>	2			1		3	3				
<b>10<sup>th</sup> Week</b>	2			1			3	4			
<b>11<sup>th</sup> Week</b>	2						3				
<b>12<sup>th</sup> Week</b>	2				1		3				
<b>13<sup>th</sup> Week</b>	2						3	4			
<b>14<sup>th</sup> Week</b>	2						3				
<b>15th Week (Pr. Final Ex</b>											
<b>16th Week (Final Exam.)</b>											
<b>TOTAL</b>	<b>24</b>			<b>8</b>	<b>2</b>	<b>6</b>	<b>36</b>	<b>12</b>		<b>16</b>	<b>10</b>

## Delivery Plan (Weekly Syllabus)

	Material Covered
<b>Week 1</b>	<p>Introduction to Educational Entrepreneurship</p> <ul style="list-style-type: none"> <li>• What is educational entrepreneurship?</li> <li>• The importance of innovation in education.</li> <li>• Key trends and challenges in the educational sector.</li> </ul>
<b>Week 2</b>	<p>Understanding the Educational Ecosystem</p> <ul style="list-style-type: none"> <li>• Stakeholders in education (students, educators, institutions, policymakers).</li> <li>• Needs analysis in different educational contexts.</li> </ul>
<b>Week 3</b>	<p>Entrepreneurial Mindset and Skills</p> <ul style="list-style-type: none"> <li>• Traits of successful educational entrepreneurs.</li> <li>• Critical thinking, creativity, and problem-solving.</li> </ul>
<b>Week 4</b>	<p>Ideation and Opportunity Recognition</p> <ul style="list-style-type: none"> <li>• Identifying opportunities in education.</li> <li>• Techniques for generating and evaluating ideas.</li> </ul>
<b>Week 5</b>	<p>Business Models in Education</p> <ul style="list-style-type: none"> <li>• Types of educational ventures (ed-tech, training centers, consulting).</li> <li>• Designing sustainable business models.</li> </ul>
<b>Week 6</b>	<p>Market Research and Validation</p> <ul style="list-style-type: none"> <li>• Conducting market research in the education sector.</li> <li>• Validating ideas with target audiences</li> </ul>
<b>Week 7</b>	<b>Exam</b>
<b>Week 8</b>	<p>Technology in Educational Entrepreneurship</p> <ul style="list-style-type: none"> <li>• Role of technology in transforming education.</li> </ul> <p>Tools for creating digital educational products.</p>
<b>Week 9</b>	<p><b>Developing a Business Plan</b></p> <ul style="list-style-type: none"> <li>• Components of a comprehensive business plan.</li> <li>• Financial planning and projections.</li> </ul>
<b>Week 10</b>	<p>Marketing and Branding in Education</p> <ul style="list-style-type: none"> <li>• Creating a brand for your educational venture.</li> <li>• Marketing strategies for the education sector</li> </ul>
<b>Week 11</b>	<p>Legal and Ethical Considerations</p> <ul style="list-style-type: none"> <li>• Legal frameworks in the education sector.</li> <li>• Ethical issues in educational entrepreneurship.</li> </ul>

<b>Week 12</b>	Scaling and Sustainability <ul style="list-style-type: none"> <li>• Strategies for scaling educational ventures.</li> <li>• Ensuring sustainability and long-term impact.</li> </ul>
<b>Week 13</b>	Monitoring and Evaluation <ul style="list-style-type: none"> <li>• Importance of impact assessment.</li> <li>• Tools for monitoring and evaluation.</li> </ul>
<b>Week 16</b>	

### Module Aims, Learning Outcomes and Indicative Contents

<b>Module Objectives</b>	The objective of an <b>Educational Entrepreneurship Coursebook</b> is to provide learners with a comprehensive resource that equips them with the knowledge, skills, and tools needed to identify, create, and manage innovative entrepreneurial ventures in the field of education.
<b>Module Learning Outcomes</b>	Foster an Entrepreneurial Mindset, Provide guidance on market research, business planning, and funding strategies, Introduce learners to the role of technology in transforming education. Offer insights into tools and platforms for creating digital educational products, Encourage Ethical and Social Responsibility, Empower Learners to Take Action

### Learning and Teaching Strategies

<b>Strategies</b>	<p>To introduce key concepts and theories.</p> <p>To encourage critical thinking and diverse perspectives</p> <p>Giving real life scenario</p> <p>Active participation in class discussions and debates.</p>
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### Module Evaluation

Assessment Types		Time/Number	Weight (Marks)	Week Due	Relevant Learning Outcome
Formative	Quizzes		5%		

assessment	Assignments		5%		
	Project		5%		
	Report		10%		
	Presentation		5%		
Summative assessment	Midterm Exam		20%		
	Prefinal Pr. Exam		.....		
	Final Exam		50%		
Total assessment			100% (100 Marks)		

Learning and Teaching Resources		
	Text	Available in the Library?
Required Texts	Textbook and academic articles	
Recommended Texts		
Websites		

Grading Scheme مخطط الدرجات				
Group	Grade	التقدير	Marks %	Definition
Success Group (50 - 100)	A - Excellent	امتياز	90 – 100	Outstanding Performance
	B - Very Good	جيد جدا	80 – 89	Above average with some errors
	C - Good	جيد	70 – 79	Sound work with notable errors
	D - Satisfactory	متوسط	60 – 69	Fair but with major shortcomings
	E - Sufficient	مقبول	50 – 59	Work meets minimum criteria
Fail Group (0 – 49)	FX – Fail	راسب (قيد المعالجة)	(45-49)	More work required but credit awarded
	F – Fail	راسب	(0-44)	Considerable amount of work required
<p><b>Note:</b> Marks Decimal places above or below 0.5 will be rounded to the higher or lower full mark (for example a mark of 54.5 will be rounded to 55, whereas a mark of 54.4 will be rounded to 54. The University has a policy NOT to condone "near-pass fails" so the only adjustment to marks awarded by the original marker(s) will be the automatic rounding outlined above.</p> <ul style="list-style-type: none"> <li>➤ Cycle of studies - choose one of the three options: Bachelor «1», Master «2», PhD. «3»</li> <li>➤ (Exam: Oral Examination, Written Exam), and (Continuous Evaluation(CE), Portfolio).</li> <li>➤ Discipline status (Content) - for the Bachelor level, choose one of the options: FD (Fundamental (General) Discipline), PF (Preparatory Disciplines in the Field), SD (Specialty Disciplines), CD (Complementary Disciplines), DU (Disciplines based on the University's options).</li> <li>➤ Discipline status (compulsoriness) - choose one of the options <ul style="list-style-type: none"> <li>a. MD (Mandatory discipline)</li> </ul> </li> </ul>				

- b. OD (Optional Discipline)
- c. ED (Elective (Facultative) Discipline).

**Approved by Head of the Branch / Department**

Signature	
Date	
Name	

**Approved by Curriculum Development Committee and Bologna Process Committee**

Signature	
Date	
Name	