

# [A-3] COURSE SYLLABUS

## 1. COURSE DESCRIPTION (Approximately 100 words)

This course is the first of a unifying spine of integrated courses in Business Planning throughout all four years of the program that culminates in senior year with the presentation of a complete business plan on a business project within the company for which the student has interned.

During the course, students will gain a fundamental understanding of key functions within a company, as well as how companies are organized and operate, based upon a Business Plan model as the teaching tool. Throughout the course, simple representative company models will be used to emphasize the key teaching points.

## 2. COURSE GOALS AND OBJECTIVES (Approximately 100 words)

Selected topics of study will include:

Definition of a Business Plan

Objectives and Uses of a Business Plan

Defining key requirements and components of the business plan

In addition to gaining a basic understanding of the components and use of a complete Business Plan, students also will start their exposure to a group of companies to assist them in determining what company, product, or service they will choose for their Business Plan.

In addition, the course will begin the development of fundamental lifelong business skills in areas such as teamwork, leadership, and communications, as well as teaching students skills in conducting company and industry research using internet and library resources.

## 3. TEXTBOOK (Title, Author, Publisher, Year of Publication, etc.)

Tadbirkorlik faoliyatini biznes rejalashtirish, Pulatov Nodir, 2013, TDIU 219b.

## 4. REFERENCE

Tim Berry - The book on business planning - Palo Alto Software, 2000.

## 5. COURSE REQUIREMENTS AND GRADES

Attendance	20%
Projects and Assignments:	40%
Mid-Term Examination	15%
Final Examination	25%

## 6. COURSE CALENDAR

Week	Main Content
1	Fundamentals
2	The Mini Plan
3	Starting a business
4	Tell Your Story
5	Gathering information
6	Know your market
7	Forecasting
8	Expense Budget
9	About Business Numbers
10	Cash is King
11	Strategy and Tactics
12	Following up
13	
14	