

Global Learning Semesters

Course Syllabus

Course: ENTR-617 New Business Start up in Cyprus

Department: Management and MIS

Host Institution: Intercollege, Nicosia, Cyprus



Course Summary		
Course Code	Course Title	Recommended Credit Hours
ENTR-617	New Business Start up in Cyprus	3
Semester Offered	Contact Hours	Prerequisites
Please contact us	42-45	Senior Standing
Department	Level of Course	Language of Instruction
Management and MIS	Upper Division	English

Course Description

The students will be exposed to various aspects of starting a business in Cyprus. More specifically they will become familiar with what things to consider before starting a business, such as:

- Do you have the right temperament?
- Do you have a definite business idea?
- Research.
- Hope for the best but expect the worst.
- Keep non essential costs to a minimum.
- Get expert advice.

By the end of the semester the student will be able to:

- Understand the business environment in Cyprus
- Be able to conceive of a business within this context
- Understand the external issues related to starting a business
- Understand and manage the internal issues for starting a business in Cyprus
- Explore and analyse the opportunities offered by the EU for businesses in Cyprus.

Prerequisites

Senior Standing

Topic Areas

1. What it is to be an entrepreneur.
2. The business culture of Cyprus.
3. Cyprus and EU opportunities.
4. Realizing opportunities in Cyprus.
5. Funding opportunities in Cyprus.
6. The legal and tax framework for new business in Cyprus.
7. Basics of business plan writing.
8. Selling and marketing products and services.
9. Financing opportunities.

Readings and Resources

Reading Material

- Mariotti, S.; Towle, T. and Desalvo, D. (1999). The Young Entrepreneurs' Guide to Starting a Business. Crown Publishing Group.
- Sunday Times/Institute of Directors (IOD), (Publishers); (2000). Starting a Successful Business.
- U.S. Small Business Administration, (2003). Management and Planning Series. Check-List for Going Into Business.
- Leaflets and other publications from various sources regarding small businesses in Cyprus (i.e. Cyprus Development Bank; Cyprus Chamber of Commerce and Industry; etc.)