

REPUBLIC OF UZBEKISTAN
MINISTRY OF HIGHER EDUCATION, SCIENCE AND INNOVATIONS
FERGANA STATE TECHNICAL UNIVERSITY

BUSINESS PROCESS DESIGN

MODULE HANDBOOK

Field of knowledge:	700000	- Engineering, manufacturing and construction
Field of education:	730 000	- Architecture and construction
Education program (Major):	60730300	- Civil engineering

Module title	<i>Business process design</i>
Code (if available)	<i>PBPT46</i>
Semester(s) of module teaching	<i>4</i>
Responsible for the module	<i>Kadirov Abdumalik Matkarimovich, Professor of the department of management and marketing, Doctor of economic sciences (DSc)</i>
Language of instruction	<i>Uzbek</i>
Connection to the curriculum	<i>Elective</i>
Teaching methods	<i>Lectures, practical classes, independent study</i>
Study load (including classroom and independent study hours)	<i>Total hours: 180 hours</i> <i>Auditorium hours: 72 hours</i> <i>Lectures: 36 hours</i> <i>Practical classes: 36 hours</i> <i>Independent study: 108 hours</i>
Credit units	<i>6</i>
Required and recommended prior knowledge for studying the module	<i>Economic knowledge, types of business, business processes, and regulatory documents related to business and entrepreneurship</i>
Module objectives/intended learning outcomes	Module Objective: <i>The aim of this module is to provide students in the field of civil engineering—particularly in the construction of buildings and structures—with knowledge of entrepreneurship, business, and small enterprise. The course is designed to form a general understanding of business and to contribute to the preparation of skilled professionals capable of finding their place in the business environment and launching their own ventures. The module also aims to prepare specialists with the professional ability to manage modern economic, business, and entrepreneurial processes, to develop business and entrepreneurial projects, and to link theoretical knowledge with practical application.</i> Course Tasks – <i>he course teaches students the fundamentals of business processes in the context of market relations, the functioning of economic laws, and the theoretical and practical foundations of market mechanisms. It helps students understand how to critically reflect on issues such as resource scarcity, unlimited human needs, and the necessity of meeting those needs through economic activity. Students will explore topics such as satisfying personal needs through independent, meaningful, and productive work; meeting societal demands and reducing scarcity; creating new job opportunities; rapidly applying scientific and technological achievements; contributing to the wealth of individuals and society; supporting democratic development and moral well-being of the community; identifying profitable and in-demand products and services; organizing production for goods and service delivery; preparing goods for sale and marketing them effectively. The course provides the practical and theoretical tools necessary for understanding and engaging in entrepreneurship and business management within the construction sector.</i> <i>Students are expected to acquire the following knowledge, skills, and competencies upon completion of the course</i> <i>Expected Learning Outcomes:</i> Knowledge: <i>The student should understand the main objectives and functions of business processes in a free market environment; the formation and development of management theory; methods,</i>

	functions, and principles of management; organizational structures and forms of governance; and their relevance and application in business. Skills: The student should be able to identify ways to develop business processes under market economy conditions, supply small businesses and entrepreneurial activities with necessary and up-to-date information, study and forecast market conditions, and make appropriate decisions based on those forecasts. Competencies: The student should possess the ability to further develop the activities of small business and entrepreneurial enterprises, make context-based decisions and monitor their implementation, apply innovations and societal changes efficiently and practically, and operate effectively in a dynamic business environment. To implement the above objectives and apply previously learned topics in discipline-specific subjects to engineering-related problems, students must master the following: They should understand the social, economic, and legal foundations of business process design. They must study the types and forms of business activity and be able to select business activity areas, justify them from a technical and economic standpoint, organize the business, and complete registration procedures. Students should be able to plan business operations, forecast future developments, and understand the concept, purpose, tasks, structure, and development stages of a business plan. They should be capable of analyzing the marketing, organizational, production, and financial sections of a business plan. Furthermore, they should understand the role of management in business activities, assess product quality and competitiveness, and identify the market infrastructure entities that provide services to business actors. They must also understand the nature of risk-taking and decision-making in business, and be familiar with bankruptcy and crisis management mechanisms in entrepreneurial practice.
Contents	Module 1. Relevance, purpose, and objectives of the “business process design” course Business systems, entrepreneurial concepts, and current regulatory and legal documents. Module 2. Social, economic, and legal foundations of business process design Business environment and influencing factors. Concepts of business and private entrepreneurship. Economic, social, and legal foundations of business activity. Module 3. Types and forms of business activity Organizational and legal forms of business. Production entrepreneurship. Commercial entrepreneurship. Financial entrepreneurship. Module 4. Selection, technical-economic justification, organization, and registration of business activities Registration of business and entrepreneurial activity. Organizational and economic foundations of business and entrepreneurship. Module 5. Business planning and strategic forecasting of enterprise activities Business planning. Forecasting. Internal and external factors influencing business activity. Analytical methods.

	Module 6. Concept, purpose, objectives, structure, and development of a business plan Understanding the business plan. Stages of business plan development. Business analysis. Economic, financial, and organizational components of the plan. Module 7. Marketing section of the business plan Marketing. Competitors. Products or services. Market segmentation. Module 8. Organizational section of the business plan Business plan structure. Management. Staff selection. Work distribution. Incentives and motivation. Module 9. Production section of the business plan Production analysis. Competition. Market analysis. Pricing strategy. Comparative analysis. Module 10. Financial section of the business plan Production income. Financial operations. Financial stability. Profit calculation. Expenses. Taxation. Module 11. Management in business activities Management concepts. History of management theory. Schools of management. Types of management. Motivation. Record-keeping. Staff selection. Module 12. Product quality and competitiveness in business activities Product quality standards. Quality levels. Competitiveness. Product consumption analysis. Module 13. Market infrastructure supporting business entities Service providers. Market infrastructure. State institutions. Banking, finance, and tax systems. Support organizations. Module 14. Risk and decision-making in business Risk management. Risk assessment and control. Decision-making processes. Module 15. Business ethics and culture Partner selection in business. Ethical norms. Communication culture. Customer engagement. Corporate culture. Module 16. Bankruptcy in business activities Bankruptcy procedures. Causes of financial crisis. Crisis prevention. Crisis-time management practices. Recovery strategies. Professional competencies This course aims to develop logical and analytical thinking skills, the ability to analyze problems and formulate effective strategies for their resolution, and the capacity to understand and apply abstract concepts in practical scenarios. Students will strengthen their abilities in computation, modeling, and the application of mathematical formulas. They will also enhance their use of mathematical methods in research, data analysis, and draw conclusions with precision, thoroughness, and consistency.
Forms of assessment	Oral assessments, written assignments, practical tasks, and final examinations
Requirements for study and assessment	To successfully complete the module, the student must attend classes and obtain the minimum required scores in current, midterm, and final assessments.
Bibliography	Main Literature 1. Manuel Laguna, Johan Marklund. Business Process Modeling, Simulation and Design. Third Edition. CRC Press, Taylor & Francis

	Group, 2019. 668 pages. 2. I. Khotamov, Sh. Mustafakulov, M. Isakov, A. Abduvaliev. <i>Economics of the Enterprise and Innovation Management. Study guide</i>. Tashkent: "Iqtisodiyot", 2019. 483 pages. 3. <i>Reengineering of Business Processes: Methodological Manual</i>. Tashkent: Baktria Press, 2021. 118 pages. 4. Zub, A.T. <i>Project Management: Textbook and Practical Guide for Universities</i>. Moscow: Yurayt Publishing, 2022. 422 pages. (Higher Education Series). ISBN 978-5-534-00725-1. Text: electronic. Available at Yurayt Educational Platform: https://urait.ru/bcode/489197 Supplementary Literature 1. Mathias Weske. <i>Business Process Management: Concepts, Languages, Architectures</i>. Springer, Berlin–Heidelberg–New York, 2019. ISBN 978-3-540-73521-2. 372 pages. 2. Dolganova, O.I., Vinogradova, E.V., Lobanova, A.M. <i>Business Process Modeling: Textbook and Practical Guide for Universities</i>. Edited by O.I. Dolganova. Moscow: Yurayt Publishing, 2022. 289 pages. ISBN 978-5-534-00866-1. Text: electronic. Available at Yurayt Educational Platform: https://urait.ru/bcode/489496 3. Paul Harmon. <i>Business Process Change: A Business Process Management Guide for Managers and Process Professionals</i>. Third Edition. Morgan Kaufmann, Elsevier, Waltham, MA, USA, 2019. 4. Ulashev I.O., Atamuradova Sh.A. <i>Economics and Management of the Enterprise: Textbook</i>. Ministry of Higher and Secondary Specialized Education of the Republic of Uzbekistan. Tashkent: Tafakkur Bostoni, 2020. 232 pages. Information Sources 1. www.gov.uz – Official Portal of the Government of the Republic of Uzbekistan 2. www.lex.uz – National Legal Database of the Republic of Uzbekistan 3. www.stat.uz – Official Website of the State Committee of the Republic of Uzbekistan on Statistics 4. https://biznes-portal.uz – "Comprehensive Support Program for Small Business" 5. https://top.uz/uz – Uzbekistan Business Portal (Company Directory)
Reviewers	E.A.Muminova - Doctor of economics, professor, department of economics, Fergana state technical university. I.A.Nosirov – Doctor of economics, professor, Department of management and marketing, Fergana state technical university.