



Business IT Individual Project I (Proposal)

Course Brief and Expectations — Week 1 Handout

BBI 6416 · Senior BBI · Semester I, 2026–2027 · Thursday 24 September 2026

1. What this course is

Welcome to the first half of your graduation project. This semester every Senior BBI student chooses a project, gets it approved through a **concept note**, and writes and defends a **Proposal Book** — the first three chapters of the final report. You build the system next semester (BBI 6426) and defend it in the **first week of June 2027**; without the project you do not graduate.

This course covers the proposal only:

Stage	What you produce	Weight
Concept note (Weeks 1–2)	A one-to-two page idea summary using the BBI Concept Note Template. Approval from your supervisor is required before you write any chapter.	Task 1
Chapter One — Introduction	Background, problem statement, objectives, significance, scope.	Task 2
Chapter Two — Literature Review	Business and technology concepts, the current system at your case, 5–7 reviewed systems, the gap and your proposed product.	Tasks 3–4
Chapter Three — Methodology	SDLC, requirements collection, business process and requirements analysis, design, testing, changeover, tools.	Tasks 5–6
Proposal Book + defense (January 2027)	Preliminaries, Chapters 1–3, references (APA 7th), appendices (schedule, budget, instruments, permission letter). 10-minute presentation to internal and external examiners.	Task 7 + Final 60%

This semester you are not writing the system. You are producing the blueprint: proving that a real business problem exists, showing what others have already built, and giving a credible plan to build a better product. In parallel you start teaching yourself the technology you will build it with — see Rule 3.

2. The semester in one picture

Stage	When	Deliverable	Status
Concept Note	Week 1 → Week 2	1–2 page idea summary + feasibility matrix	Task 1 — due next week via the concept-note form
Supervisor approval	Week 2–3	Idea approved, revised or replaced. No approval = no chapter writing.	
Chapter 1 — Introduction	Weeks 3–4	Background, problem statement, objectives, significance, scope	Task 2

Stage	When	Deliverable	Status
Chapter 2 — Literature Review	Weeks 5–8	Concepts, current system at the case, 5–7 reviewed systems, gap, proposed product	Tasks 3–4
Chapter 3 — Methodology	Weeks 9–12	SDLC, requirements, analysis, design, testing, changeover, tools	Tasks 5–6
Proposal Book compilation	Weeks 13–14	Preliminaries, all chapters, references, appendices	Task 7
Proposal Defense	January 2027	10-minute presentation + questions from examiners	Final (60%)

3. What is expected of you

3.1 Rule 1 — a real case, a real business problem

Generic projects (“A Hospital Management System”) are rejected. Your title takes the form **[Product Name]: Case of [Organisation]**, and the organisation must be one you can actually visit, observe and interview. Name it in your background, your problem statement and your scope. The case is your first customer: the place where you learn the business and where the product will be piloted.

3.2 Rule 2 — build a product, not a record book

You are Business IT students: you have studied entrepreneurship, marketing, accounting, business information systems and IT project management. Use them. Last year 54 BBI proposals were submitted and most were a “management system” that stores records for one shop, school or hotel. Examiners have now seen seven student registration/attendance systems, seven shop and supermarket systems, four fee-payment systems, three library systems and two hotel-booking systems. Do not add to the pile.

Think instead like a founder. Ask:

- **Who would pay for this, and how much?** If ten other businesses in Borama or Hargeisa have the same problem, you have a market, not just a case.
- **What business result does it change?** Time saved, money recovered, errors removed, customers kept, decisions made faster. You must be able to name the number.
- **Could you run it as a startup after graduation?** Build it so that more than one organisation can use it (accounts per business, subscription, a pilot customer first).

Record book vs. product

Record book: “A supermarket management system for a Borama supermarket” — forms that save and list items.

Product: “A stock and credit-sales platform that small shops subscribe to, with low-stock alerts, customer debt reminders by SMS and a daily profit report — piloted at one supermarket.” Same case, a business you could sell.

3.3 Rule 3 — learn a stack that gets you hired

Your degree gave you C, C#, HTML/CSS, databases (Access, SQL, MongoDB this semester), data structures, and this semester Introduction to Python and Internet-Based Programming & e-Commerce. Almost everyone last year built in plain PHP and MySQL (50 of 54 proposals). **PHP alone will not make you employable, and it will not make your project stand out.** Use this project to learn a modern stack properly — one that employers and startups in the region are hiring for:

- **JavaScript full-stack** — Node.js/Express or Next.js with React, MongoDB or PostgreSQL. Builds on Internet-Based Programming and DBMS III.
- **Python** — Django or Flask with PostgreSQL/MySQL. Builds on Introduction to Python.
- **C# / .NET** — ASP.NET Core (web) with SQL Server. Builds on Application Programming (C#).
- **Mobile** — Flutter (Dart) with Firebase/Supabase or your own API. Most ambitious; for students who want a mobile career.
- If you stay with PHP, it must be **Laravel** (a modern framework with MVC, migrations, authentication), not plain PHP pages.

Choose one stack by Week 2, name it in your concept note, and start learning now: a small practice app by December is the target. The Self-Study & Proposal Roadmap handout lists the tracks, free resources and a month-by-month plan. Challenge yourself — the stack you learn this year is the one you will be interviewed on.

3.4 Academic honesty

All sources are cited in APA 7th style. Copy-pasting from the internet, from a classmate or from a previous student's proposal, or submitting AI-generated text as your own analysis, will fail the course. You may use AI tools to understand concepts and check your grammar; you may not use them to write your chapters. Every claim in Chapter 2 must trace to a real, retrievable source.

4. Assessment — how marks are earned this semester

There is no mid-term examination this semester. The 20 mid-term marks and the 10 assignment marks (30 marks in total) are earned by completing seven biweekly tasks. Each task is worth 3–5 marks and builds one piece of the proposal, so by Week 14 the Proposal Book is already written.

Component	Weight	How it is earned
Attendance and participation	10%	Weekly sessions and individual supervision.
Biweekly tasks (replaces mid-term 20 + assignments 10)	30%	Seven tasks, 3–5 marks each — see the schedule below.
Final: Proposal Book (30) + Defense (30)	60%	Marked by internal and external examiners using the faculty marking guide.

4.1 The biweekly rhythm

Every task runs on a two-week cycle: in the first week the task is assigned and explained in class (what to produce, how it is marked, what a good one looks like); in the second week the completed task is submitted through the link provided. Then the next task is assigned.

Task	Assigned (week)	Due (week)	What you submit	Marks
1. Project Concept Note	Wk 1 — 24 Sept	Wk 2 — 30 Sept, 11:59 pm	Completed concept-note form + feasibility matrix	3
2. Chapter One — Introduction	Wk 3	Wk 4	Full Chapter One (1.1–1.5) with citations	5
3. Literature Review, Part 1	Wk 5	Wk 6	Source log (8–12 sources, APA) + sections 2.1 and 2.2	4
4. Literature Review, Part 2	Wk 7	Wk 8	Sections 2.3–2.8: five to seven reviews, comparison table, gap and proposed product	5
5. Methodology, Part 1	Wk 9	Wk 10	Sections 3.1–3.3: SDLC, requirements collection, as-is/to-be process, requirements tables	5
6. Methodology, Part 2	Wk 11	Wk 12	Sections 3.4–3.7 with DFD/ERD, architecture, wireframes, test plan, changeover, tools; appendices A–D	5
7. Proposal Book + Defense Slides	Wk 13	Wk 14	Compiled Proposal Book (preliminaries, Ch. 1–3, references, appendices) + 10-slide deck	3
			Total	30

4.2 Late-submission rule — non-negotiable

Every day late costs one mark

A task due on Wednesday at 11:59 pm and submitted on Thursday loses 1 mark; on Friday, 2 marks; and so on until the task is worth nothing. The deadline is the submission link's closing time, not the start of class.

The **only** accepted excuses are unplanned family obligations or sickness, reported to the facilitator **before or on the due date** (message or e-mail) with evidence where possible. Internet problems, laptop problems, other courses' deadlines and "I forgot" are not excuses.

A task that is never submitted scores zero — and the proposal cannot be compiled without it, so the loss compounds into the final 60%.

How the defense is marked (30 marks): project description and problem statement (4), justification (4), literature review — similarities and differences with existing systems (4), SDLC choice and justification (3), planning, requirement collection and analysis methods (6), design, testing, changeover and front-/back-end choices (6), confidence and preparation (3). Notice that 15 of 30 marks sit in Chapter 3 — methodology is not an afterthought.

5. Materials you have been given

- Course Brief & Expectations (this document) and the Week 1 slides.
- BBI Project Concept Note Template — fill it in and submit by next week.
- BBI Self-Study & Proposal Roadmap — stack tracks, the semester plan, free learning resources, ideas to avoid.
- How-To Guides for Chapter One, Chapter Two and Chapter Three — section-by-section instructions, length targets, sentence starters, examples and self-check lists.
- Proposal Book Template (BBI) — the Word template with the correct title page, declaration and heading structure.

Previous students' proposals are not distributed. Your supervisor will show you what a good section looks like in class; the worked examples in the guides show the expected depth. Your project must be your own.

6. Your task for this week

Due next week — Project Concept Note

1. Read this brief, the Roadmap handout and the Concept Note Template (including the worked example — do not copy it).
2. Brainstorm three possible products. For each, name the case you can reach, the business problem and who would pay. Score all three with the feasibility matrix in the template.
3. Pick the best one and complete the BBI Project Concept Note (1–2 pages): title, case, background, problem statement, objectives, product & market, proposed stack, feasibility.
4. Submit by **Wednesday 30 September 2026, 11:59 pm** through the concept-note form: <https://airtable.com/app8c38LRwEzg723G/pagKcNIqfuoZMtiUy/form> — every student fills the form and attaches the completed note (PDF or Word). One submission per student. This is Task 1 (3 marks) — the late rule applies.
5. Come to next week's session ready to pitch your idea in two minutes, as if to an investor.

Common reasons concept notes are sent back

- No named case organisation, or one you cannot actually reach.
- A generic record-keeping system with no clear business result (“to store customer information”).
- A domain the last cohort already saturated (student registration, attendance, library, fee payment, hotel booking, shop/supermarket stock) with nothing new.
- Plain PHP pages as the stack with no plan to learn anything new.
- The idea needs a bank/telecom API contract or hardware you cannot obtain.
- The scope is a whole ERP; you have one pair of hands.
- The idea is a copy of a classmate's or of a previous student's project with the case name changed.

7. Weekly rhythm

Odd weeks: the next task is assigned and explained — a short lecture on the chapter section, examples, and the marking points. Even weeks: the task is submitted, and the session is individual supervision on what you submitted — bring your laptop, get it marked up, go and fix

it before it becomes part of the Proposal Book. Progress is logged in the supervision record every week. Questions between sessions go through the class group; all submissions go through the forms provided (Task 1: <https://airtable.com/app8c38LRwEzg723G/pagKcNIqfuozMtiUy/form>).

Effective: 24 September 2026.