

ENTREPRENEURIAL SKILLS

ISCED UNIT CODE: 0413 451 04A

TVET CDACC UNIT CODE: DA/CU/PM/BC/04/5/MA

Relationship to occupational standards

This unit addresses the unit of competency: Apply Entrepreneurial skills.

Duration: 40 hours

Unit Description:

This unit covers the competencies required to apply entrepreneurial. It involves applying financial literacy skills, apply entrepreneurial concept, identify entrepreneurial opportunities, apply business legal aspects, innovate business strategies and develop business plan.

Summary of Learning Outcomes

S/No.	Learning Outcomes	Duration(Hours)
1.	Apply financial literacy skills	6
2.	Apply the entrepreneurial concept	6
3.	Identify entrepreneurial opportunities	6
4.	Apply business legal aspects	6
5.	Innovate business strategies	6
6.	Develop business plan	10
Totals		40

Learning Outcomes, Content and Suggested Assessment Methods

Learning Outcome	Content	Suggested Methods	Assessment
6. Apply financial literacy	1.1 Personal finance management 1.2 Balancing between needs and wants	• Observation • Project	

Learning Outcome	Content	Suggested Assessment Methods
	1.3 Budget Preparation 1.4 Saving management 1.5 Factors to consider when deciding where to save 1.6 Debt management 1.7 Factors to consider before taking a loan 1.8 Investment decisions 1.9 Types of investments 1.10 Factors to consider when investing money 1.11 Insurance services 1.12 insurance products available in the market 1.13 Insurable risks ^m	<ul style="list-style-type: none"> • Written assessment • Oral assessment • Third party report • Interviews
2.Apply entrepreneurial concept	2.1 Difference between Entrepreneurs and Business persons 2.2 Types of entrepreneurs 2.3 Ways of becoming an entrepreneur 2.4 Characteristics of Entrepreneurs 2.5 salaried employment and self-employment 2.6 Requirements for entry into self-employment 2.7 Roles of an Entrepreneur in an enterprise 2.8 Contributions of Entrepreneurship	<ul style="list-style-type: none"> • Observation • Project • Written assessment • Oral assessment • Third party report
3.Identify entrepreneurship opportunities	3.1 Sources of business ideas 3.2 Factors to consider when evaluating business opportunity	<ul style="list-style-type: none"> • Observation • Project • Written assessment

Learning Outcome	Content	Suggested Assessment Methods
	3.3 Business life cycle	<ul style="list-style-type: none"> • Oral assessment • Third party report
4.Apply business legal aspects	4.1 Forms of business ownership 4.2 Business registration and licensing processing 4.3 Types of contracts and agreements 4.4 Employment laws 4.5 Taxation laws	<ul style="list-style-type: none"> • Observation • Project • Written assessment • Oral assessment • Third party report
5.Innovate business Strategies	5.1 Creativity in business 5.2 Innovative business strategies 5.3 Entrepreneurial Linkages 5.4 ICT in business growth and development	<ul style="list-style-type: none"> • Observation • Project • Written assessment • Oral assessment • Third party report
6.Develop Business Plan	6.1 Business description 6.2 Marketing plan 6.3 Organizational/Management 6.4 plan 6.5 Production/operation plan 6.6 Financial plan 6.7 Executive summary 6.8 Business plan presentation 6.9 Business idea incubation	<ul style="list-style-type: none"> • Observation • Written assessment • Project • Oral assessment • Third party report

Suggested Methods of Instruction

- Direct instruction with active learning strategies
- Project (Business plan)
- Case studies
- Field trips
- Group Discussions
- Demonstration
- Question and answer

- Problem solving
- Experiential
- Team training
- Guest speakers

Recommended Resources for 25 Trainees

- 5 Case studies
- 5 Business plan templates
- 10 Computers
- 1 Overhead projectors
- Internet
- Video clips
- 5 Newspapers and Handouts
- 5 Business Journals
- 25 sets of Writing materials