ENTREPRENEURIAL SKILLS

UNIT CODE: CON/CU/ARC/BC/04/5/A

Relationship to Occupational Standards

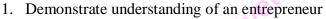
This unit addresses the Unit of Competency: Demonstrate Entrepreneurship

Duration of unit: 70 hours

Unit Description

This unit covers the competencies required to demonstrate understanding of entrepreneurship. It involves demonstrating understanding of an entrepreneur, entrepreneurship and self-employment. It also involves identifying entrepreneurship opportunities, creating entrepreneurial awareness, applying entrepreneurial motivation and developing business innovative strategies.

Summary of Learning Outcomes



- 2. Demonstrate knowledge of entrepreneurship and self-employment
- 3. Identify entrepreneurship opportunities
- 4. Create entrepreneurial awareness
- 5. Apply entrepreneurial motivation
- 6. Develop innovative business strategies
- 7. Develop Business plan

Learning Outcome		Suggested Assessment Methods
 Demonstrate knowledge of entrepreneurship and self- employment 	 Importance of self-employment Requirements for entry into self-employment Role of an Entrepreneur in business Contributions of Entrepreneurs to National development 	 Individual/group assignments Projects Written tests Oral questions Third porty

2. Identify entrepreneurship opportunities	 Business ideas and opportunities Sources of business ideas Business life cycle Legal aspects of business Assessment of product demand Business environment Factors to consider when evaluating business 	 Individual/group assignments Projects Written tests Oral questions Third party report Interviews
3. Create entrepreneurial awareness	 Forms of businesses Sources of business finance Factors in selecting source of business finance Governing policies on Small Scale Enterprises (SSEs) Problems of starting and operating SSEs 	 Individual/group assignments Projects Written tests Oral questions Third party report Interviews
4. Apply entrepreneurial motivation	 Internal and external motivation Motivational theories Self-assessment Entrepreneurial orientation Effective communications in entrepreneurship Principles of communication Entrepreneurial motivation 	 Interviews Case studies Individual/group assignments Projects Written tests Oral questions Third party report Interviews
5. Develop business innovative strategies	 Innovation in business Small business Strategic Plan Creativity in business development Linkages with other entrepreneurs ICT in business growth and development 	 Case studies Individual/group assignments Projects Written tests Oral questions Third party report Interviews

6. Develop Business Plan	Business description Monketing glass	Case studies
	Marketing planOrganizational/Managementplan	 Individual/group assignments
	 Production/operation plan Financial plan Executive summary Presentation of Business Plan 	 Projects Written tests Oral questions Third party report Interviews

Suggested Methods of Instruction

- Direct instruction
- Project
- Case studies
- Field trips
- Discussions •
- Demonstration
- easy Net.com Question and answer •
- Problem solving
- Experiential •
- Team training •

Recommended Resources

- Case studies •
- Business plan templates •
- Computers •
- Overhead projectors •
- Internet •
- Mobile phone •
- Video clips •
- Films •
- Newspapers and Handouts •
- **Business Journals** •
- Writing materials •