



COMPETENCY BASED CURRICULUM

FOR

INFORMATION COMMUNICATION TECHNOLOGY

KNQF LEVEL 5

PROGRAMME ISCED CODE: 061 2454A

ENTREPRENEURIAL SKILLS

UNIT CODE: 0413 441 03A

Duration of unit: 70 hours

Relationship to occupational standards

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

Unit Description:

This unit covers the competencies required to demonstrate an understanding of entrepreneurship. It involves applying financial literacy, applying entrepreneurial concepts, identifying entrepreneurship opportunities, applying business legal aspects, innovating business strategies, and developing business plans.

Summary of Learning Outcomes

LEARNING OUTCOMES	DURATION (HOURS)
1. Apply financial literacy	6
2. Apply the entrepreneurial concept	4
3. Identify entrepreneurship opportunities	6
4. Apply business legal aspects	6
5. Innovate Business Strategies	6
6. Develop business plan	12
TOTAL	40

Learning Outcomes, Content and Suggested Assessment Methods

Learning Outcome	Content	Suggested Assessment Methods
1. Apply financial literacy	1.1 Personal finance management 1.2 Balancing between needs and wants 1.3 Budget Preparation 1.4 Savings management	● Observation ● Project ● Written assessment ● Oral assessment

Learning Outcome	Content	Suggested Assessment Methods
	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 <ul style="list-style-type: none"> Insurance products available in the market Insurable risks 	<ul style="list-style-type: none"> 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 3.3 Business life cycle	<ul style="list-style-type: none"> Observation Project Written assessment Oral assessment Third party report

Learning Outcome	Content	Suggested Assessment Methods
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 plan 6.4 Production/operation plan 6.5 Financial plan 6.6 Executive summary 6.7 Business plan presentation 6.8 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

S/No.	Category/Item	Description/ Specifications	Quantity	Recommended Ratio (Trainee: Item)
A	Learning Materials			
1.	Textbooks	For trainere's use	5 pcs	5:1
2.	PowerPoint presentations	For trainer's use		
3.	Assorted colour of whiteboard markers	For trainer's use	2 packets	
4.	e-Didactics	For trainer's use		
5.	Flashcards	For trainer's use		
6.	Flip charts	For trainer's use		
7.	Whiteboard	For trainer's use		
B	Learning Facilities & infrastructure			
8.	Lecture/theory room	For training	1	25:1
C	Consumable materials			
9.	Printing Papers	For printing	1 ream	1:20
10.	Toners	For printers	2 pcs	13:1

11.	Internet connection	For training & trainee's use		
D	Tools and Equipment			
12.	Projectors	For trainer's use	1	25:1
13.	Printers	For printing	4	6:1
14.	Computers/Mobile Phones	For training	25 pcs	1:1