



REPUBLIC OF KENYA

COMPETENCY BASED MODULAR CURRICULUM

FOR

ANALYTICAL CHEMISTRY TECHNOLOGY

KNQF LEVEL 6

(CYCLE 3) PROGRAMME ISCED CODE: 0531 554A



TVET CDACC
P.O. BOX 15745-00100 NAIROBI

ENTREPRENEURIAL SKILLS

ISCED UNIT CODE: 0413 541 15A

TVET CDACC UNIT CODE: ASC/OS/ACHEM/BC/04/6/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 demonstrate an understanding of entrepreneurship. It involves demonstrating an understanding of financial literacy, applying entrepreneurial concepts identifying entrepreneurship opportunities, applying business legal aspects, and developing business innovative strategies and business plans.

Summary of Learning Outcomes

S/No	Learning Outcomes	Duration (Hours)
1.	Apply Financial Literacy Skills	6
2.	Apply entrepreneurial concept	4
3.	Identify entrepreneurial 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 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	<ul style="list-style-type: none"> • Observation • Project • Written assessment • Oral assessment • 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	<ul style="list-style-type: none"> • Observation • Project • Written assessment • Oral assessment

Learning Outcome	Content	Suggested Assessment Methods
	2.6 Requirements for entry into self-employment 2.7 Roles of an Entrepreneur in an enterprise 2.8 Contributions of Entrepreneurship	
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
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
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
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	<ul style="list-style-type: none"> • Observation • Written assessment • Project • Oral assessment

Learning Outcome	Content	Suggested Assessment Methods
	6.7 Business plan presentation 6.8 Business idea incubation	

Suggested Methods of Instruction

- Practical
- Demonstrations
- Project
- Group discussion
- Direct instruction
- Guest speakers

Recommended Resources for 25 Trainees

S/No.	Category/Item	Description/ Specifications	Quantity	Recommended Ratio (Item: Trainee)
A	Learning Materials			
1.	Textbooks		5 pcs	1:5
2.	Overhead Projector	LCD	1	1:25
3.	Case studies		5	1:5
4.	Business plan templates		5	1:5
5.	Newspapers and Handouts		5	1:5
6.	Business Journals		5	1:5
7.	Video clips	Assorted	25 sets	1:1
8.	Whiteboard		1	1:25
9.	Rolls flip charts	For trainer's use	-	-
10.	Assorted color of whiteboard markers	For trainers Use		
B	Learning Facilities & infrastructure			

1.	Lecture/theory room		1	1:25
C	Consumable materials			
1.	Printing papers		enough	
2.	Printing ink cartilages	assorted	-	-
3.	Internet		200mbps	-
D	Tools and Equipment			
1.	Computers	For trainer's use		
2.	Printer	For trainer's use		