



REPUBLIC OF KENYA

**COMPETENCY BASED MODULAR CURRICULUM FOR
AIRPORT OPERATIONS KNQF LEVEL 6**

(CYCLE 3)

PROGRAMME ISCED CODE: 1015 554 A



**TVET CDACC
P.O. BOX 15745-00100 NAIROBI**

ENTREPRENEURIAL SKILLS

ISCED UNIT CODE: 041345104A

TVET CDACC UNIT CODE: LOG/CU/AO/BC/04/6/MA

Relationship to occupational standards

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

Duration of unit: 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

By the end of this unit, the learner should be able to:

S/No	Learning Outcomes	Duration (Hours)
1.	Apply financial literacy skills	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 a business plan	12
	Total	40

Learning Outcomes, Content and Suggested Assessment Methods

Learning Outcome	Content	Suggested Assessment Methods
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1. Apply Financial Literacy	1.1 Personal finance management 1.2 Balancing between needs and wants	<ul style="list-style-type: none"> • Observation • Project • Written assessment • Oral assessment
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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	<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
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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 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**

S/no.	Category/item	Description/specification	Quantity	Recommended ratio(item: trainee)
A. Learning materials				
1.	Report writing templates	Digital report template	5	1:5
2.	Flashcards	Educational flash cards	5	1:5
3.	Flip charts	Educational flip charts	5	1:5
B. Learning facilities and infrastructure				
1.	Lecture/theory room	72m ²	1	1:25
2.	Whiteboard	4 feet by 8 feet	1	1:25
3.	Projector	LCD High resolution	1	1:25
4.	Computers	RAM: 8GB	25	1:25
5.	Printers	Ink Jet	2	1:13
C. Consumable materials				
1.	Printing Papers	A4	Enough for 25	1:25
2.	Assorted whiteboard markers	Non-permanent	Enough for 25	1:25
D. Tools and equipment				
1.	Mobile phones	Functioning smart phone	Enough for 25	1:25