#### NATIONAL BOARD FOR TECHNICAL EDUCATION



## **Curriculum and Course Specifications for**

## ENTREPRENEURSHIP COURSES FOR ALL NATIONAL DIPLOMA (ND) PROGRAMMES

Produced by the

National Board for Technical Education (NBTE) Plot B, Bida Road,

P.M.B. 2239, Kaduna Nigeria.

August 2023

# SECOND SEMESTER INTRODUCTION TO ENTREPRENEURSHIP I

PROGRAMME: ND1			
Course: INTRODUCTION TO ENTREPRENEURSHIP	Code: ENT 126	Credit Units:3	Contact hours: 45
Year: ONE Semester: TWO	Pre-requisite:	Theoretical: Practical:	2hours/week 60 % 1 hour/week 40 %

#### Course main Aim/Goal

This course is designed to create general entrepreneurship awareness in the student with a view to inculcating the spirit of self - reliance.

#### General Objectives:

- 1.0 Understand enterprises, entrepreneurship, entrepreneur, and related concepts
- 2.0 Know the history and challenges of entrepreneurship in Nigeria and strategies for overcoming them.
- 3.0 Know the nature, functions, roles, personal rewards of entrepreneurs, and value creation.
- 4.0 Understand the psychology of entrepreneurship; entrepreneurs' mindset, attitudes and behavior
- 5.0 Understand entrepreneurship as a process, a type of ability, and a way of thinking and behaving.
- 6.0 Know the social and economic importance of entrepreneurship in Nigeria
- 7.0 Know the sociology of entrepreneurship; the interdependence between the society and entrepreneurship

INTRO	INTRODUCTION TO ENTERPRENEURSHIP I							
Theore	tical Content		<b>Practical Co</b>	Practical Content				
Week	Specific Learning	Teacher's Activities	Resources	Specific Learning	Teacher's Activities	Resources		
	Outcomes			Outcomes				
	General Objective 1.0	: Understand Enterprise	es, Entreprend	eurship, Entrepreneurs	s, and related Concepts	S		
1	1.1 Explain the nature	Explain the meaning of	Textbooks	Classify enterprises.	Guide students to	Audio-		
	of enterprises.	an enterprise. What	Journals		visit an enterprise	visuals		
	_	make a venture to be	Publications	Differentiate between	organization.	Videos		
	1.2 Explain the basic	regarded as an	Projector	business or		Projector		
	differences between a	enterprise.	White	traditional and social	Organize a visit to an	White marker		
	business enterprise		marker	enterprises.	entrepreneur's	Board		
	and a social	Explain the basic	Board		organization.	Flip charts		
	enterprise.	objectives ofbusiness	Flip charts	List the objectives		Multimedia		
		enterprise.	Multimedia	of all enterprises.	Invite a successful	Computer		
	1.3 Explain the		Computer		entrepreneur.	Guest speaker		
	meaning of	Differentiate the types		Differentiate		Studio		
	entrepreneurship.	of enterprises based on		business entity	Activity Report	Demo		
		somesalient factors.		enterprises and others				
	1.4 Explain the types							
	of entrepreneurship			Identify the				
		Explain the meaning and		advantages and				
	1.5 Define an	types of		disadvantages of				

	Entrepreneur	entrepreneurship.		self- employment and		
				paid employment.		
	1.6 Explain the					
	differences between	Explain who an				
	an entrepreneur	entrepreneur is and the				
	and a small	differences between an				
	business owner.	entrepreneur and a				
		business owner.				
	1.7 Explain self-					
	employment and	Explain the				
	compare it with paid	advantages and				
	employment.	disadvantages of:				
		Self-employment				
	1.8 Explain the					
	advantages and					
	disadvantages of:					
	Self-employment					
	and					
	Paid employment					
	-	0: Know the history and ch	T		ı	ning them.
2-3	2.1 Explain the history	Explain the history of	Textbooks	Appreciate the	Invite a successful	Guest
	of	entrepreneurship in	Journals	history of	entrepreneur to	speaker
	entrepreneurship in	Nigeria.	Publications	entrepreneurship	have a talk with	Clip video
	Nigeria.		Projector	in Nigeria.	students on the	
		Explain the basic	White		challenges of	
	2.2 Explain the	challenges	marker	Identify the basic	entrepreneurship	
	challenges of	of entrepreneurship in	Board	challenges of	in Nigeria and	
	Entrepreneurship in	Nigeria.	Flip charts	entrepreneurship	how to overcome	
	Nigeria.		Multimedia	in Nigeria.	these challenges.	

	2.3 Explain how to overcome those challengesthat have resulted in the high mortality rate of small-scale enterprises in Nigeria.	Explain the best ways to adapt to or overcome challenges of entrepreneurship in Nigeria.  Identify successful entrepreneurs in Nigeria	Computer	State the strategies for overcoming challenges of entrepreneurship in Nigeria		
	2.4 List successful entrepreneurs in Nigeria					
Week	General Objective: 3.0 K	now the nature, functions, r	oles, personal re	ewards of entrepreneurs,	and value creation.	
4	3.1 Define an	Explain the nature	Textbooks	Identify:	Group	Debate,
	entrepreneur.	and types of	Journals	Entrepreneur	assignments on	Enterprise,
		entrepreneurs.	Publications	Types of	visitation to	Audio-
	3.2 Explain the		Projector	entrepreneur.	successful	Visuals
	various types of	Explain the	White		entrepreneurs on	
	entrepreneurs.	differences between	marker	State the	the functions they	
		independent and	Board	differences	have been	
	3.3 Explain the	corporate	Flip charts	between	performing to	
	functions and	entrepreneurs	Multimedia	independent and	ensure enterprise.	
	roles of the		Computer	corporate		
	entrepreneur in	Describe the		entrepreneurs.	Organize a debate	
	accomplishing the	functions and roles of			between two	
	success of the	an entrepreneur.		List the functions	groups on the	
	enterprise.			of an entrepreneur	reasons self-	
		Explain the rewards		in starting and	employment is	
	3.4 List the	that entrepreneurs		operating an	better than regular	

	personal rewards	derive from their		enterprise.	employment and	
	that entrepreneurs	businesses or any		1	vice versa.	
	derive from	othertype of		List reward of an		
	ownership of	enterprises.		entrepreneur	Activity report	
	enterprise			derives from		
		Explain the		business		
	3.5 Explain the	contribution of		ownership.		
	importance of	entrepreneurship to		_		
	entrepreneurs in	the society.		Identify the values		
	any society			entrepreneurs		
		Explain value		create to change		
	3.6 Explain the	creation in the form		the society		
	values that	of improving,				
	entrepreneurs	creating, and growing				
	create in the	an organization,				
	society.	creating wealth, and				
		destroying the status				
		quo.				
	_	1.0 Understand the psychol	logy of entrepre		mindset, attitudes and beh	avior
5	4.1 Explain	Explain the various	Textbooks	List the	Guide students in	Guest
	personality of an	characteristics of	Journals	characteristics	group discussions	speaker,
	entrepreneur	entrepreneurs	Publications	that successful	on how to develop	Audio-
				entrepreneurs	entrepreneurial	Visuals
	4.2 Explain	Explain the	Projector	commonly	qualities.	Videos
	differences	differences between	White	exhibit.		
	between	the economic and	marker		Invite an	
	psychological and	psychology	Board	Differentiate	entrepreneur	
	economic	characteristics of	Flip charts	between		
	characteristics of	entrepreneurs.	Multimedia	psychological and		

	entrepreneurs.		Computer	economic		
	•	Identify the basic	1	characteristics of		
	4.3 List the basic	factors that pull or		entrepreneurs.		
	motivating factors	push people into		_		
	for starting	business ownership		State the reasons		
	business in			why most Nigeria		
	Nigeria			start their own		
				business		
	General Objective:	5.0 Understand entreprener	urship as a proc	ess, type of ability, and	a way of thinking.	
6-7	5.1 Explain the	Explain the	Textbooks	Identify the	Guide students to:	Audio-
	process involved	importance of	Journals	various activities	- Identify the	visual
	in entrepreneurial	entrepreneurial	Publications	in the	various	video clips
	activities.	process:		entrepreneurial	activities in the	
	5.2 Explain	- Identification and	3	process.	entrepreneurial	
	entrepreneurial	evaluation of the	White		process.	
	abilities required	opportunities.	marker	Identify the	- Identify the	
	for success in	- Development of a	Board	unique abilities	unique abilities	
	entrepreneurship.	business plan.	Flip charts	required for	required for	
		- Selection of path	Multimedia	success in	success in	
	5.3 Explain	to business	Computer	entrepreneurship.	entrepreneurship	
	entrepreneurial	ownership and a			- Identify the	
	mindset and	form of		Identify the	common	
	attitude	ownership.		common	characteristics	
		- Determination of		characteristics of	of prominent	
		the resources		prominent	entrepreneurs in	
		required.		entrepreneurs in	Nigeria	
		- Management of		Nigeria	- Identify	
		the enterprise and			entrepreneurial	
		- Exit of the		Identify	mindset and	

entrepreneur	entrepreneurial	attitude	
through a good	mindset and		
succession plan.	attitude		
Explain the various	attitude		
abilities that			
successful			
entrepreneurs			
usually possess to:			
- Identify			
business			
opportunities.			
- Bear risks			
- Raise require			
capital,			
- Cope with			
uncertainties			
and stress,			
manage the			
enterprise			
etc. which			
other people			
may not			
possess			
Explain how			
successful			
entrepreneurs think			
and behave that are			
not common with			

		everyone.				
	General Objective:	6.0 Know the social and 6	economic impor	tance of entrepreneurship	o in Nigeria.	<u> </u>
8-9	6.1 Explain the socio-cultural contributions of	Explain the contribution of entrepreneurship to	Textbooks Journals Publications	Identify the socio- cultural contributions of	Demonstrate the contributions of entrepreneurship	Video clips Charts
	entrepreneurship	social development	1 doneddons	entrepreneurship	to the social	Charts
	to Nigeria.	in Nigeria	Projector White	in Nigeria	cultural development in	
	6.2 Explain the	Explain the	marker	Identify the	Nigeria e.g.	
	economic	contribution of	Board	economic	Reduction in	
	contributions of	entrepreneurship to	Flip charts	contribution of	crime.	
	entrepreneurship in Nigeria	economic development in	Multimedia Computer	entrepreneurship in Nigeria	Demonstrate the	
	in regenu	Nigeria	Compater	in regenu	contribution of	
					entrepreneurship	
					on the economic	
					development in Nigeria	
		7.0 Know the sociology o	f entrepreneursl	hip; the interdependence	between the society and	
10	entrepreneurship		TD (1 1	T1 .:C C .	0 1 0 1	A 1'
10-	7.1 Explain the	Explain the societal	Textbooks	Identify factors	Guide Students on	Audio-
11	factors that affect	factors that affect	Journals	influencing where	assignment	Visuals
	the location of	where to set up new	Publications	to set up new	regarding the	Visitation.
	new business.	business.	Droisator	businesses in	factors that can	
	7.2 Evaloin the	List the facilitating	Projector White	Nigeria	encourage them towards business	
	7.2 Explain the roles of Nigeria	List the facilitating roles of	marker	Identify the roles	ownership in	
	governments in	governments and	Board	of governments in	Nigeria	
	the promotion and	the agencies for	Flip charts	facilitating	1 1150114	

development of	accelerating	Multimedia	entrepreneurship	Arrange visits for
entrepreneurship.	entrepreneurship in	Computer	through various	students in groups
	Nigeria.		agencies.	to different
7.3 Explain the				regulatory
reasons for	Identify regulatory		Identify the	agencies of the
government	agencies and their		factors that	Federal
regulation of	functions for		encourage or	government.
business and other	regulating business		discourage	Invite a
enterprises in	in Nigeria.		entrepreneurship	representative
Nigeria	Explain societal		in Nigeria.	from NAFDAC to
	factors that			speak on the
	encourage, or		Identify the	functions of the
	discourage people		objectives of	agency
	from		government	
	entrepreneurship		regulations.	
	pursuit in Nigeria.			
	Explain the			
	opportunity			
	structure or			
	economic			
	opportunity that			
	create advantage			
	for entrepreneurs.			

	ASSESSMENT CRITERIA						
COURSE	COURSE COURSE TEST PRACTICAL OTHER						
WORK%	20%	20%	(EXAMINATION/PROJECT/PORTFOLIO				
			60%				

#### THIRD SEMESTER

#### INTRODUCTION TO ENTREPRENEURSHIP II

PROGRAMME: ND II			
Course: INTRODUCTION TO ENTREPRENEURSHIP II	Code: ENT 216	Credit Units:3	Contact Hours: 45
Year: TWO	Pre-requisite:	Theoretical: Practical:	2 hours/week -60% 1 hour/week - 40%
Semester: ONE			

#### Course main Aim/Goal

This course is designed to equip the student with necessary entrepreneurial skills for self-employment.

#### **General Objectives:**

On completion of the course, the student should be able to:

- 1.0 Understand the business environment, sources and methods of generating new venture ideas.
- 2.0 Know how to organize the new venture resources, activities and relationships.
- 3.0 Understand entrepreneurial team and work groups, and the success or failure of a new venture.
- 4.0 Understand business ownership structures
- 5.0 Know creative problem-solving techniques, creativity and innovation.
- 6.0 Understand product planning and development process.
- 7.0 Know entrepreneurial leadership

INT	RODUCTION TO E	NTREPRENEUR	SHIP II							
Theoretical Content				Practical Content						
Week	Specific Learning Outcomes	Teacher's Activities	Resources	Specific Learning Outcomes	Teacher's Activities	Resources				
	General Objective 1.0s venture ideas.	General Objective 1.0: Understand the business environment, sources and methods of generating new venture ideas								
1-3	1.1Explain business environment 1.2Explain the factors affecting enterprises.  1.3 Explain business idea  1.4 Explain business opportunity  1.5 Explain the characteristics of the business environment.	Explain the meaning and factors operating in the business environment in terms of the changing influences from all the factors.  Explain the characteristics of the business environment.  Explain how changes create opportunity for entrepreneurs.  Explain the meaning of	Textbooks Journals Publications  Projector White marker Board Flip charts Multimedia Computer	Identify the basic factors and characteristics of the business environment.  Analyse how changes in the business environment create opportunities for entrepreneurs.  Identify business opportunity.  Identify the sources ofideas for new ventures.	Guide students on group field work as follows:  1. The various factors in the Nigerian environment that are capable of hindering entrepreneurship development.  2. Identification of dozens of business ideas in the Nigerian environment and give reasons the group thinks the idea will work	Audio Visuals Group survey				
		entrepreneurs.		sources ofideas						

	changes to business environment create opportunities for entrepreneurs.	business opportunity as a problem or needs of people and organizations.		Analyse the basic methods of ideations		
	1.7 Explain the criteria for differentiating an idea from a business opportunity  1.8 Elucidate the sources of new venture ideas and opportunities.	Explain the common sources of new business ideas.  Explain the basic methods of ideation.				
	1.9 Explain the basic methods of ideation.					
	,	2.0 Know how to	organize the	new venture resou	rces, activities and re	lationships.
4	2.1 Explain the basic requirements for starting and operating a business venture.	Explain the basic requirements for starting and operating a	Textbooks Journals Publications Projector	Identify the basic requirement for starting a new venture.	Guide students to draw an organogram to suite the selected business ventures	Organogram Video clips

2.2 Explain the basic resources for starting an enterprise.  2.3 Explain all the sources an entrepreneur requires for starting and operating a business venture  2.4 Explain how to manage activities in an organization  2.5 Explain the basic structure that a business takes as it grows and the advantages and disadvantages of each.	business venture.  Explain the basic resources for starting an enterprise.  Explain how activities are managed in an organization.  Explain the sources of raw materials, machines and equipment, finance, and employees.  Explain basic structure of an organization and its advantage and disadvantage	White marker Board Flip charts Multimedia Computer	List the basic resources for starting an enterprise.  Show how activities are managed in an organization.  Appreciate the strengths and weaknesses of the different organizational structures	Guide students to: - Various requirements for starting a business - Various sources and resources - Manage activities in an organization
each.				

	General Objective: 3.0 Understand entrepreneurial team and work groups, and the success or failure of						
	a new venture.						
5	3.1 Define	Explain	Textbooks	Demonstrate	Guide students to	Audio	
	entrepreneurial	entrepreneurial	Journals	entrepreneurial	demonstrate	visual.	
	team.	team.	Publications	team work.	entrepreneurial	Pictures	
	3.2 Explain the				team work.		
	characteristics of	Explain the	Projector	Set up an		Guest	
	an	importance of	White	entrepreneurial	Invite a successful	speaker	
	entrepreneurial	entrepreneurial	marker	team for a new	entrepreneur to give		
	team.	team and the	Board	business.	a talk.		
	3.3 Explain the	benefit of	Flip charts				
	benefit of	having the	Multimedia	Identify the			
	entrepreneurial	various	Computer	benefits of team			
	team	professionals as		work.			
	3.4 Explain the	members of the					
	factors that can	team.		List the			
	cause failure of			importance of an			
	any newly	Explain the		entrepreneurial			
	established	characteristic of		team.			
	business	a team.					
				List the factors			
		Explain the		that cause failure			
		benefit of a		of a newly			
		team.		established			
				business.			
		Describe the					
		factors of		Identify the			
		potential		factors or			
		problems of		conditions that			

		work teams.  Explain the factors that can cause failure of any newly established business		are capable of facilitating the success of a new business.		
	General Objective :			1	Γ	~
6-7	4.1 Define sole	Explain the	Textbooks	Register a	Illustrate company	Guest
	proprietorship	features,	Journals	company.	formation or	speakers
	4.2 Define	advantages and	Publications		register.	
	partnership.	disadvantages of		Classify		Video-clips
	4.3 Define limited	sole	Projector	business	Invite Corporate	Audio-
	liabilities	proprietorship.	White	ownership	Affairs	Visual
	company.		marker		Commission (CAC)	
	4.4 Define non-	Explain the	Board	Identify the	official to give a	Course
	profit	features	Flip charts	advantages and	talk.	materials
	organizations.	advantages, and	Multimedia	disadvantages of		
	4.5 Explain the	disadvantages	Computer	various business	Show sample	Charts
	feature	of partnership		ownership	documents of	
	advantages and	form of		structures	company	Sample
	disadvantages of	business			registration or	documents
	sole	ownership.			profile	of company
	proprietorship			Identify the		profile.
	4.6 Explain the	Explain the		factors that	Guide students to:	
	features,	features		motivates people	Outue students to.	
	advantages, and	advantages and		into business	- A debate on	
	disadvantages of	disadvantages of		ownership.	preference	

partnership form	private limited		for either
of business	company.	Identify	self-
ownership.		common entry	employment
4.7 Explain the	Limited liability	routes into	orregular
features,	company.	business	employment.
advantages and		ownership.	- Identify
disadvantages of	Explain the	_	Advantages and
private limited	features and the		disadvantages of
company.	differences		the basic routes
4.8 Explain the	between a		to business
features,	private limited		ownership
advantages and	company and a		o who samp
disadvantages	public limited		
Limited liability	company.		
company.			
4.9 Explain the	Explain the		
features,	conditions that		
advantages and	assist in the		
disadvantages	determination of		
Non-profit	the appropriate		
organizations	ownership from		
4.10 Explain the	to be adopted by		
basic factors that	an entrepreneur.		
affect the choice			
of business	Explain the		
ownership	reasons people		
structures.	give for going		
4.11 Explain the	into business,		
concept of	and compare		

4.1 4.1 4.1 4.1	incorporation 2 Explain the factors that motivates people to business ownership 3 Explain reasons some people prefer to remain in regular or salaried employment. 4 Explain the factors that affect the choice of business 5 Explain various routes or paths to business ownership 6Explain the advantages and disadvantages of each route and evaluate the entry options for	such decision with people that prefer regular or salaried employment.  Explain various routes or paths to business ownership: - Franchising, - Buying an existing business, and; - Starting a new business from the scratch.  Explain the advantages and disadvantages of each route to facilitate choice making.				
	choice making. eneral Objective:	5.0 Know creative	e problem-so	olving techniques, c	reativity and innovati	ion.
	Define creativity.	Explain creativity	Textbooks	Demonstrate	Guide students on group	Videos.

	5.2 Define innovation	and innovation	Journals	creativity and	assignments.	
	as a basic function and essence of entrepreneurship.  5.3 Explain types of innovation  5.4 Explain importance of successful innovation  5.5 Explain creative problem-solving techniques.	Explain the nature and link between creativity and innovation.  Explain the process ofcreativity.  Explain the types and importance of innovation.  Explain the basic techniques for creative problem solving.	Publications Projector White marker Board Flip charts Multimedia Computer	innovation.  Identify the types or areas of innovation.  State the reasons for entrepreneurial innovation and its importance in the society.	assignments.  Some group should select any popular product and brainstorm on it, make suggestions on how the product can be improved upon, or its line extended. Other groups should pick any new product idea, suggest how the product will solve people or organizational problems, its manufacturing and	Course materials  Group assignments and class presentation  Pictures, Audio visuals
					distribution.	
	<b>General Objective:</b>	6.0 Understand pr	roduct plann	ing and developme		
9-10	6.1 Define product.	Explain product,	Textbooks	Demonstrate	Guide students in a	Textbooks
	6.2 Define product	product	Journals	product	survey to pinpoint	
	planning	planning and	Publications	development and	new products	Publications
	6.3 Explain	product		planning	existing in the	
	product	development	Projector		immediate	Internet and
	development	process	White	Classify products	community	relevant

	process. 6.4 Explain classification of a new product 6.5 Explain product differentiation 6.6 Explain product branding 6.7 Explain the steps involved in product branding	Explain the classification of a new product Explain product branding Explain the steps involved in product branding.	marker Board Flip charts Multimedia Computer	Carryout product differentiation.  Carryout product re-branding.  Identify the process of new product development	Guide students to demonstrate product development and planning Guide students to carryout product differentiation. Guide students to carryout product rebranding.	websites  Sample products fliers  Audio-visuals
	General Objective:7.	 0 Know entrepren	l eurial leade	 rship		
11	7.1 Explain various definition of entrepreneurship leadership.  7.2 Elucidate the attributes of entrepreneurial leader.  7.3 Explain the different styles of entrepreneurial	Explain various definition of entrepreneurship leadership.  Explain the attributes of entrepreneurial leader.  Explain the different styles of	Textbooks Journals Publications  Projector White marker Board Flip charts Multimedia Computer	Identify different entrepreneurial leadership  Identify the different attributes of entrepreneurial leader.  List the different styles of entrepreneurial leader	Using marker, media  Guide student in identifying entrepreneurial leaders.	Videos Pictures, Audio visuals

leader.	entrepreneurial		
	leader.		

ASSESSMENT CRITERIA						
COURSE WORK%						
			60%			

# **List of Equipment**

S/N	Items	Quantity
1	Laptops	2
2	Charts	5
3	Projector	2
4	Sample documents of company profile.	5
5	Sample products fliers	5
	HND	
7	Maps	Digital
8	Publications of CAC, CBN, other financial institutions, governmental agencies.	Many
9	Business plan	Many
10	Feasibility report	Many
11	Template for market research	Many
12	Accounting Standards.	Many



# LIST OF PARTICIPANTS AT THE CURRICULUM REVIEW WORKSHOP FOR ENTREPRENEURSHIP HELD AT NBTE CONSULT, N0.9 KAJURU CLOSE, OFF DEGEL, UNGUWAN RIMI KADUNA. FROM $9^{\mathrm{TH}}$ TO $12^{\mathrm{TH}}$ AUGUST, 2023

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