

	<b>BQA NCQF QUALIFICATION TEMPLATE</b>	Document No.	DNCQF.QIDD.GD02
		Issue No.	01
		Effective Date	04/02/2020

<b>SECTION A:</b>	<b>QUALIFICATION DETAILS</b>
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<b>QUALIFICATION DEVELOPER (S)</b>	<b>ABM UNIVERSITY COLLEGE</b>
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<b>TITLE</b>	Diploma in Entrepreneurship Development	<b>NCQF LEVEL</b>	6
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<b>FIELD</b>	Business, Commerce and Management Studies	<b>SUB-FIELD</b>	Entrepreneurship	<b>CREDIT VALUE</b>	242
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New Qualification	√	Review of Existing Qualification	
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<b>SUB-FRAMEWORK</b>	General Education		TVET		Higher Education	√
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<b>QUALIFICATION TYPE</b>	Certificate	I	II	III	IV	V	Diploma	√	Bachelor
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	Bachelor Honours	Post Graduate Certificate	Post Graduate Diploma
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	Masters	Doctorate/ PhD
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<b>RATIONALE AND PURPOSE OF THE QUALIFICATION</b>
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**RATIONALE:**

The National Development Plan 11 (NDP11) by the Ministry of Finance and Development Planning Strategy, for developing diversified sources of economic growth to tackle the problem of unemployment singles out Entrepreneurship as the key to economic development due to its potential to address national issues such as poverty eradication, economic diversification, and unemployment and business competitiveness. HRDC Top occupations in high demand (December 2016) enlists entrepreneurship as one of the Top 20 under creative

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industry sector. Botswana Vision 2036 recognizes education and skills development as the basis for human resource development. Entrepreneurship has been cited as a vital cog in the recognition of skills development towards the move to become a knowledge economy.

The Institution carried out a training needs analysis, the exercise revealed that that the drive towards entrepreneurship is increasing. Botswana as a government has put in place mechanism to build entrepreneurial culture. In that case an opportunity is presented to colleges to participate fully through imparting entrepreneurial skills. The Diploma in Entrepreneurship Development is needed to enable the entrepreneurial development among the citizens in an endeavour to drive the Botswana Economy.

**PURPOSE:**

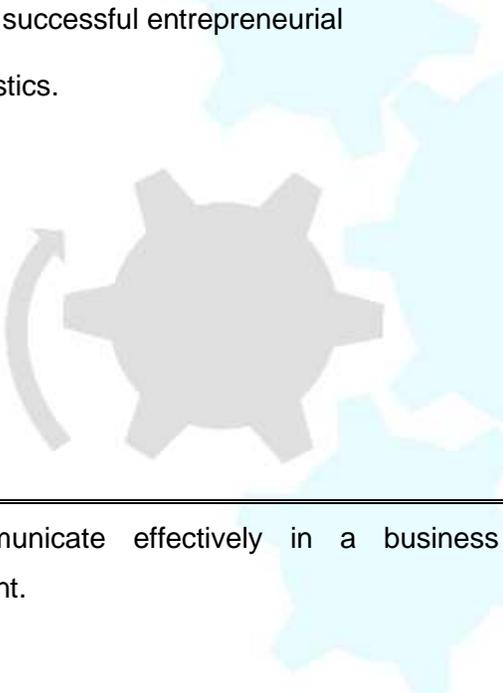
The purpose of this qualification is to produce graduates who have knowledge, skills, and competence to:

- Grow and manage business.
- Apply essential business strategies, principles, and techniques to start a small, medium, or micro-enterprise.
- Research around markets and intended strategies before they are implemented.
- Generation business ideas.
- Set up a business.
- Operate a business successfully.

**ENTRY REQUIREMENTS (including access and inclusion)**

- NCQF Level 4, and its equivalent.
- There is provision for entry through Recognition of Prior Learning (RPL) in line with institutional and national policies.

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<b>SECTION B</b>		<b>QUALIFICATION SPECIFICATION</b>	
<b>GRADUATE OUTCOMES)</b>	<b>PROFILE</b>	<b>(LEARNING</b>	<b>ASSESSMENT CRITERIA</b>
3.1 Exhibit successful entrepreneurial Characteristics.		3.1.1	Identify and evaluate entrepreneurial ideas.
		3.1.2	Conduct a feasibility and viability study for a proposed business idea.
		3.1.3	Describe legal implications of the form of business.
		3.1.4	Identify the characteristics and rules for establishing different forms of business ownership.
		3.1.5	Discuss human resource and labour relations functions of a small or medium business organization.
3.2 Communicate effectively in a business environment.		3.2.1	Use written verbal and non-verbal forms.
		3.2.2	Prepare Formal business communiques.
		3.2.3	Plan, Prepare and deliver business presentations.
		3.2.4	Plan, Prepare and conduct Business meetings.
		3.2.5	Prepare business plans.
3.3 Use conventional accounting processes for small businesses.		3.3.1	Select an appropriate financing option for small Business.
		3.3.2	Prepare final accounts for a small business.
		3.3.3	Prepare budgets and cash flow plans for a small Business.
3.4 Exhibit Marketing skill.		3.4.1	Identify a business idea.

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	<p>3.4.2 Develop the product or service.</p> <p>3.4.3 Price the product or service.</p> <p>3.4.4 Promote the product or service.</p> <p>3.4.5 Distribute the product or service.</p>
<p>3.5 Display knowledge of selected day-to-day Risk management functions of a business Enterprise.</p>	<p>3.5.1 Conduct Risk assessment, identification, analysis, and evaluation.</p> <p>3.5.2 Demonstrate knowledge and understanding of effective Risk responses and risk treatment methods.</p>

SECTION C		QUALIFICATION STRUCTURE			
COMPONENT	TITLE	Credits Per Relevant NCQF Level			Total (Per Subject/ Course/ Module/ Units)
		Level [ 5 ]	Level [ 6 ]	Level [ 7 ]	
FUNDAMENTAL COMPONENT Subjects/ Courses/ Modules/Units	Introduction to Accounting	5			10
	Computer Appreciation	5			10
	Introduction to Business	5			10
	Communication for Business	5			10
	Personal Mastery 1	5			5
	Ethics 1	5			5
	Innovation 1	5			5
	Entrepreneurship 1	5			5
	Personal Mastery 2		6		5
	Ethics 2		6		5
	Innovation 2		6		5

	<b>Entrepreneurship 2</b>		<b>6</b>		<b>5</b>
<b>CORE COMPONENT</b> Subjects/Courses/ Modules/Units	<b>Principles of Marketing</b>		<b>6</b>		<b>12</b>
	<b>Risk Management 1</b>		<b>6</b>		<b>12</b>
	<b>Economics for Business</b>		<b>6</b>		<b>12</b>
	<b>Business Law</b>		<b>6</b>		<b>12</b>
	<b>Public Relations and Customer Care</b>		<b>6</b>		<b>12</b>
	<b>Costing and Pricing</b>		<b>6</b>		<b>12</b>
	<b>Selling and Sales Management</b>		<b>6</b>		<b>12</b>
	<b>Human Resource Management</b>		<b>6</b>		<b>12</b>
	<b>Business Project (Incubation)</b>		<b>6</b>		<b>30</b>
	<b>Strategic Management</b>		<b>6</b>		<b>12</b>
	<b>Customer Behaviour</b>		<b>6</b>		<b>12</b>
	<b>Operations Management</b>		<b>6</b>		<b>12</b>
		<b>NONE</b>			

 <b>BOTSWANA</b> <small>Qualifications Authority</small>	<b>BQA NCQF QUALIFICATION TEMPLATE</b>	Document No.	DNCQF.QIDD.GD02
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<b>ELECTIVE/ OPTIONAL COMPONENT</b>  Subjects/Courses/ Modules/Units					



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<b>SUMMARY OF CREDIT DISTRIBUTION FOR EACH COMPONENT PER NCQF LEVEL</b>	
<b>TOTAL CREDITS PER NCQF LEVEL</b>	
<b>NCQF Level</b>	<b>Credit Value</b>
<b>Level 5</b>	<b>60</b>
<b>Level 6</b>	<b>182</b>
<b>TOTAL CREDITS</b>	<b>242</b>
<b>Rules of Combination:</b> <b>(Please Indicate combinations for the different constituent components of the qualification)</b>	
Learners shall be expected to successfully complete all Fundamental modules and all core modules. The qualification is worth a total of <b>242 Credits</b> , inclusive of <b>80 credits</b> of fundamental modules and <b>162 credits</b> for core modules.	

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<b>ASSESSMENT ARRANGEMENTS</b>
<p><b>Formative assessment</b></p> <p>Formative assessment will contribute 50% towards final grade.</p> <p><b>Summative assessment</b></p> <p>Summative assessment will contribute 50% towards final grade.</p> <p>Assessors shall be registered and accredited with a recognized qualifications authority.</p>
<b>MODERATION ARRANGEMENTS</b>
<p>Both Internal and External moderation will be done in-line with the moderation policy of the institution and national ones. Assessment and moderation shall be done by registered and accredited assessors and moderators.</p>
<b>RECOGNITION OF PRIOR LEARNING</b>
<p>RPL will be carried out in accordance with the policy of the institution and relevant national -level policy and legislative framework. Its implementation will be consistent with requirements of relevant national, regional, or international professional bodies.</p>
<b>CREDIT ACCUMULATION AND TRANSFER</b>
<p>Credit Accumulation and Transfer (CAT) for the award of this qualification will be in line with the institutional and National policies.</p>
<b>PROGRESSION PATHWAYS (LEARNING AND EMPLOYMENT)</b>
<p><b>Horizontal pathway</b></p> <p>Other related NCQF level 6 qualifications, including but not limited to:-</p>

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- Diploma in Marketing Management
- Diploma in Business Management

**Vertical Pathways**

Other related NCQF level 7 qualifications, including but not limited to:-

- Bachelor of Commerce in Entrepreneurship Management
- Bachelor of Business Administration in Entrepreneurship Management.

**Employment**

The graduate can pursue the following employment pathways:-

- Sales Agent
- Research and Development Office
- Business Developer
- Venture founder
- Franchisers
- Marketing executive
- Innovator

**QUALIFICATION AWARD AND CERTIFICATION**

Candidates meeting prescribed requirements **242 credits (inclusive of 80 credits of fundamental modules and 162 Credits for core modules)** will be awarded the Diploma in Entrepreneurship Development qualification in accordance with standards prescribed for the award of the qualification and applicable policies.

A certificate will be awarded upon successful completion of the qualification.

**REGIONAL AND INTERNATIONAL COMPARABILITY**

This qualification has been benchmarked with the following:

The Webster University (United States), Diploma in Entrepreneurship is valued at 355 credits. The qualification promotes entrepreneurial awareness and thinking among students and develops the necessary real-world skills

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and abilities to become self- employed or start and grow an entrepreneurial venture. The credits are distributed across core modules.

<http://www.webster.edu/business-and- technology/academics/entrepreneurship.html>

The University of Dubai (Dubai) 370 credits. The qualification is a highly practice-oriented training program designed to equip potential entrepreneurs Participants are not only exposed to the various components of a well-defined business plan, including elements of strategic management, marketing, accounting, and finance, but also, at the end of the course, will develop their own individual business plan, which is assessed and graded.

<https://ud.ac.ae/enterprenuership>

Kushinga Phikelela Polytechnic (Zimbabwe) Diploma in Micro Enterprise Management (360 credits). The domain areas are marketing, entrepreneurial theory, accounting management and strategy. The qualification will require the candidate to at least reach a minimum of 360 credits to be awarded the qualification.

<https://kescholars.com/kushinga-phikelela-polytechnic-courses>

#### **REVIEW PERIOD**

The review period of this qualification will be 5 years.