



Derek Hendrikz Consulting Presents:
Entrepreneurship

Duration:	2-days
Max. Participants:	20
Facilitators:	1
NOF Level:	4
Total Credits:	5
SETQAA Accreditation:	Services SETA – Decision Number 2072

About the workshop:

This dynamic workshop is aimed at giving participants the necessary knowledge and skills to effectively engage in entrepreneurial projects. The programme covers the primary aspects of entrepreneurship; from understanding the entrepreneurial process and profile to developing a business plan and grasping financial concepts needed for entrepreneurial projects. The programme also covers the art of developing effective teams to achieve desired outcomes. On completion of this workshop the learner should have an entrepreneurial mind-set and understand the pros and cons of becoming a successful entrepreneur.

The workshop outcome:

On completion of the programme participants should have the necessary knowledge and skills to effectively engage in entrepreneurial projects.

SETQAA Accreditation:

For accreditation purposes the learner will have to prove competence in the following unit standard:

Unit Standard:	US Number:	Credits:
Demonstrate an understanding of an entrepreneurial profile.	114598	5

Participants will be assessed on the following specific outcomes:

1. *Describe and discuss entrepreneurship.*
2. *Identify and describe the characteristics of a successful entrepreneur.*
3. *Identify, assess and improve individual entrepreneurial characteristics.*
4. *Explain and demonstrate effective teamwork strategies in an entrepreneurial context.*

Training methodology:

The methodology is based on interactive learning, i.e. learners will learn by doing. Furthermore learners will use examples from their own organisations, thus ensuring that the learning is anchored at their workplace. As with all DHC training programmes, we strive to effect actual change back at the workplace through effective and practical outcomes based training.

Programme:

Time:	Day 1:	Day 2:
08:00-10:00	Introduction to entrepreneurship.	Developing the business plan.
10:00-10:30	<i>Convenience Break</i>	
10:30-12:30	The entrepreneurial process.	Financial essentials for entrepreneurs.
12:30-13:30	<i>Lunch</i>	
13:30-15:00	Characteristics of the entrepreneur.	Creating winning teams.
15:00-15:15	<i>Convenience Break</i>	
15:15-16:00	Day Review.	Workshop Review & Evaluation.

Who Should Attend?

- Senior and middle managers.
- Supervisors & team leaders.
- People playing and entrepreneurial role within the organisation.
- Business owners & entrepreneurs.
- Any person interested in knowledge and skills in the area of entrepreneurship.

Day 1:

Introduction to entrepreneurship:

- Defining the concept.
- Various forms of entrepreneurship.
- Entrepreneurial opportunities.
- Advantages & disadvantages of entrepreneurship.
- The risk involved with entrepreneurship.
- The role of entrepreneurship in social development.

The entrepreneurial process:

- The entrepreneurial choice.
- The entrepreneurial profile.
- Entrepreneurial growth.
- The entrepreneurial mind-set.
- Entrepreneurial insight.
- Entrepreneurial innovation.
- Entrepreneurial influence.

Characteristics of the entrepreneur:

- Creating enthusiastic vision.
- Closing the gap between current and desired reality.
- Persistence and determination.
- Facing the music – the art of responsibility.
- Guts for Risk!
- 'Can Do' thinking.

Day 2:

Developing the business plan:

- Preparing the business plan.
- Essential elements of a solid business plan.
- Five steps to writing the business plan.
- Creating the business plan template.

Financial essentials for entrepreneurs:

- Understanding financial ratios.
- Assessing projects.
- Financing the project.
- Reducing risk.
- Managing money.

Creating winning teams:

- Defining and creating teams to achieve outcomes.
- Concepts of effective teamwork.
- Characteristics of group dynamics.
- Stages of team development.
- Strategies for effective team work.

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Beyond Comparison!