

QUALIFICATION SPECIFICATION SECTION A						
QUALIFICATION DEVELOPER	Limkokwing University of Creative Technology					
TITLE	Bachelor of Business Honours (Entrepreneurship)		NCQF LEVEL	8		
FIELD	Business, Commerce and Management Studies	SUB-FIELD	Entrepreneurship			
New qualification	√	Review of existing qualification				
SUB-FRAMEWORK	General Education		TVET		Higher Education	√
QUALIFICATION TYPE	Certificate		Diploma		Bachelor	
	Bachelor Honours	√	Master		Doctor	
CREDIT VALUE				132		
1.0 RATIONALE AND PURPOSE OF THE QUALIFICATION						
<p>1.1 Rationale</p> <p>Entrepreneurial activity is considered an important mechanism for economic development and this has generated growing policy interest at national level (Munemo, 2012). The need for entrepreneurship development has gained currency in many developing countries and in particular, Botswana as it is considered one of the critical change agents in socio-economic development (Themba and Josiah, 2015 in citing Maas and Herrington, 2011). This effort is geared towards addressing the poorly developed entrepreneurial capacity necessitating most African governments to work towards implementing policies and programs that attend to it. Botswana is one of those countries in Africa where the Government has put in place policy measures and programs designed to foster entrepreneurship development (Assan, 2012).</p> <p>According to Botswana budget speech (2019/2020), 'the Government will continue to promote domestic and foreign direct investment and develop entrepreneurship culture in an effort to create</p>						

sustainable jobs for Botswana'. This will be achieved through implementation of policies and strategies such as National Entrepreneurship Policy, Cooperative Transformation Strategy, Citizen Economic Empowerment Policy among others. The Government will continue to empower the youth by funding various programmes and projects under the Youth Development Fund.

As such, an elaborate network of institutions and programmes involved (directly or indirectly) with entrepreneurship development has been established in recent years. Among them are : the Citizen Entrepreneurial Development Agency (CEDA), the Local Enterprise Authority (LEA); the Botswana Investment and Trade Centre (BITC), the National Development Bank (NDB) and the Botswana Development Corporation (BDC). All these institutions are state owned and therefore reflect Botswana Government's efforts and commitment towards promoting entrepreneurship in the country. Further, according to Themba and Josiah (2015) others include the Youth Development Fund (YDF) which is directed at the unemployed and under-employed youth in Botswana. The aim being to complement the entrepreneurial capacity development drive, as well as the Junior Achievement Botswana (JAB) and the Botswana National Youth Council (BNYC). These agencies offer advocacy roles and assist with a variety of issues relating to youth development in general including entrepreneurial skills (Kenosi, 2011).

The four pillars of vision 2036 are: Sustainable Economic Development, Human & Social capital, Sustainable environment and Governance, peace and security. For Human and social capital the vision aims to make a Botswana knowledge – based economy through the promotion of science, technology and innovation(Vision 2036, presidential task team:2016). LEA recommends that entrepreneurs should attend basic training on business planning, record keeping, entrepreneurship development, sales and marketing (Bopa, 2017). Tshekedi (2013) emphasizes that Botswana needs to equip youth with the requisite skills for generation of quality business ideas and proposals for ultimate submission to the Youth Development Fund, and to identify business opportunities and projects which the youth can engage in. According to BOPA (2017) some small scale entrepreneurs lack formal training though they are operating their businesses.

Consultations with industry in Botswana identified the following gaps in the industry; Entrepreneurial skills, research expertise, ability to work under pressure due to tight deadlines, ethical conduct, organizational skills, crisis communication skills, critical and analytical thinking skills, among others.

1.2 Purpose

The purpose of this qualification is to produce graduates:

- (a) Who can be employed in management level positions in both public and private sectors

(b) In addition the qualification will:

- i) Provide in depth and specialization in the business and management sub-field of entrepreneurship to fulfill Botswana's vision imperatives of producing entrepreneurs. Entrepreneurial experts to offer specialized services such as developing business proposals, business mentorship among others
- ii) Provide learners with a qualification that enhances their problem-solving, critical thinking, independent learning and communication skills which enables one to have the willingness to go extra mile, at the workplace or in their own business
- iii) Equip learners with research skills to enable them conduct applied research to address various problems at the organization, country and the world levels. The skills in research opens doors for graduates to partner with reputable universities or organizations to conduct research
- iv) Provide learners with a qualification that will enable them qualify for higher education and training in Entrepreneurship or related field in support of the life-long learning principle. The academic research acts as a pathway to Masters level studies and gives graduates an opportunity to even publish their research papers based on their honors projects.
- v) Provide opportunity for the learners to expand their professional relationships and networks which they can use to their advantage

2.0 ENTRY REQUIREMENTS (including access and inclusion)

2.1 Entry Requirements:

2.1.1 Normal Requirements

- Bachelors Degree (Level 7) in Entrepreneurship or any Business-related field of study.
- Advanced Post Graduate Diploma in a Business related field.

2.1.2 For Advance Standing

- Post-Graduate Diploma or Certificate any Business-related field of study.

2.1.3 Credit Transfer

- Credit transfer shall also be recognized as an approach to enroll those who have qualifications recognized by BQA for purposes of exemptions for modules already covered
- Qualifications from other frameworks will be assessed in line with BQA requirements.

NCQF Level	Credit Exemptions
Degree Level 7	480

2.1.4 Recognition of Prior Learning (RPL)

RPL will be used to determine the level of the qualification where learners will be placed. It will be a pathway for admission and placement purposes. RPL will be evaluated from two perspective :

- Prospective students who attained a qualification and awarded recognition shall be evaluated to determine its equivalence within the NCQF through recorded interviews, oral and practical test to determine the level of knowledge and skill attainment for exemptions for this qualification.
- Level 7 qualification in Entrepreneurship or related fields will automatically be recognized as prior learning

2.1.5 Target Population

- Bachelors' Degree in Entrepreneurship -related field (Level 7)
- Advanced Post Graduate Diploma in a Business -related field.

3.0 QUALIFICATION SPECIFICATION		SECTION B
GRADUATE PROFILE (LEARNING OUTCOMES)	ASSESSMENT CRITERIA	
3.1 Demonstrate ability to start, run, grow and manage a business enterprises	3.1.1 Brainstorm business ideas that suit the local and global markets 3.1.2 Select the best business option for implementation 3.1.3 Formulate vision and mission of the business enterprise 3.1.4 Select the most appropriate business unit to run the business from 3.1.5 Take advantage of business opportunities in the industry or market 3.1.6 Prepare business proposals for the business idea for the local and global businesses 3.1.7 Start business enterprises in the local environment or globally 3.1.8 Manage the business enterprise operations effectively 3.1.9 Formulate growth strategies for the local and global businesses 3.1.10 Mobilize resources for the business enterprise 3.1.11 Formulate strategies to run the business competitively in the industry	
3.2 Develop comprehensive business plans for the business	3.2.1 Develop sound business plans within the legal framework 3.2.2 Present business plans to various stakeholders 3.2.3 Pitch the business plans to secure funding from various investors 3.2.4 Utilize the business plan to forge strategic partnerships	
3.3 Demonstrate in-depth knowledge and skills to conduct research in both local and global markets	3.3.1 Conduct market research for business locally and globally 3.3.2 Analyze the data collected and do presentations 3.3.3 Draw research conclusions and make informed decisions 3.3.4 Recommend the best practices, markets or products for the business operations	
3.4 Employ effective oral,	3.4.1 Communicate effectively in written, electronic and	

<p>written and electronic communication strategies in all business operations</p>	<p>oral forms to the business stakeholders in meetings, negotiations, etc</p> <p>3.4.2 Conduct effective presentations for various purposes to stakeholders</p> <p>3.4.3 Network confidently internationally with relevant stakeholders</p> <p>3.4.4 Negotiate effectively with business creditors</p> <p>3.4.5 Communicate effectively through different communication channels</p>
<p>3.5 Apply in-depth knowledge of financial management in Entrepreneurship process</p>	<p>3.5.1 Identify sources of finance both local and globally to support business start-ups and business growth</p> <p>3.5.2 Assess financial risks for different sources of finance</p> <p>3.5.3 Advise on strategies to manage financial and investment risks locally and globally</p> <p>3.5.4 Design financial hedging strategies</p> <p>3.5.5 Interpret business financial statements such as income statements, balance sheets, cash flow correctly for informed decision-making</p> <p>3.5.6 Draw business budgets for the specific period of the business – quarterly, semi-annually or annually</p>
<p>3.6 Participate in international markets confidently</p>	<p>3.6.1 Take up opportunities in the global markets aggressively</p> <p>3.6.2 Draw a marketing plan for the international markets</p> <p>3.7.2 Participate in domestic and global exhibitions</p> <p>3.6.3 Advise the entrepreneurs on global ventures</p> <p>3.6.4 Mitigate risks that are involved in the international markets</p>
<p>3.7 Utilize entrepreneurship business knowledge and skills to analyze the business environment</p>	<p>3.7.1 Conduct micro business analysis using SWOT and Resource – based techniques</p> <p>3.7.2 Conduct industry analysis using five forces</p> <p>3.7.3 Carry out the macro economic environment analysis using PESTEL</p> <p>3.7.4 Advise the business on the best strategies to start, run and grow the business venture</p>
<p>3.8 Employ entrepreneurial skills and knowledge to conduct business consultations</p>	<p>3.8.1 Conduct consultation services to other firms on entrepreneurship</p> <p>3.8.2 Conduct seminars on venture creations, operations and management</p> <p>3.8.3 Monitor and advise on business projects</p> <p>3.8.4 Advise on quality issues in business operations</p> <p>3.8.5 Evaluate business portfolios investments and advise</p>

3.9	Apply investment and portfolio management in the business	3.9.1 Demonstrate knowledge of different asset classes and asset allocation decisions 3.9.2 Design investment proposals for the business 3.9.3 Spot investment opportunities for the business 3.9.4 Construct optimal portfolios to manage risk effectively 3.9.5 Formulate strategies to manage the business investments 3.9.6 Analyse risk-return relationship 3.9.7 Evaluate portfolio management of the organization
3.10	Incorporate innovation in the business entrepreneurial activities	3.10.1 Define innovation 3.10.2 Describe various prescriptive innovation process models 3.10.3 Utilize various innovation process models in the business activities 3.10.4 Evaluate the contribution of innovation in an entrepreneurial setup 3.10.5 Identify potential organization resistance to innovation 3.10.6 Formulate strategies to mitigate innovation resistance by the organization personnel
3.11	Manage risk effectively in the global operations	3.11.1 Define international business risk 3.11.2 Identify different types of risk in the international business 3.11.3 Describe theories of risk and risk management in the international business 3.11.4 Assess the level of risks facing the global businesses 3.11.5 Manage and mitigate risks facing the global businesses in the 21 st C

4.0 QUALIFICATION SECTION C

STRUCTURE

FUNDAMENTAL COMPONENT	Title	Level	Credits
Subjects / Units / Modules / Courses	1. Advanced Business Communication	8	10
	2. Entrepreneurship & New venture	8	12
	3. Finance Management for Entrepreneurs	8	12
	4. International Marketing	8	12
	5. Entrepreneurial project	8	12
	6. Innovation and Entrepreneurship	8	10
	7. Research proposal	8	12
	8. International Business Risk Management	8	12
CORE			

COMPONENT	9. Dissertation	8	30
Subjects /			
Units /			
Modules /			
Courses			
ELECTIVE COMPONENT	10. Entrepreneurship and Consulting	8	10
	11. Investment & Portfolio Management		
Subjects /		132Credits	
Units /			
Modules /			
Courses			

5.0 RULES OF COMBINATIONS, CREDIT DISTRIBUTION(WHERE APPLICABLE):

Degree Year	Minimum NCQF Credit Level	NCQF Descriptor Level Credit Composition Rule	Qualification's Credit Distribution
Year 1 Semester 1	120	• Level 8 Min credits (132)	132
Year 1 Semester 2			

Rules

- The qualification in Entrepreneurship is a one year qualification and learners who undertake it shall be awarded an honours degree after completing and attaining the full 132 credits. The learner should pass all the assessments and do a research component- the dissertation
- The learner should undertake 5 compulsory modules in semester 1 and 4 compulsory modules in semester 2 and one elective (to choose from the 2 available).
- Learners are required to select and register for one elective in Semester 2 from the options given. The electives are designed to allow learners to focus on an area of their interest within the Entrepreneurship discipline. The electives comprise of **10** credits.

5.0 ASSESSMENT AND MODERATION ARRANGEMENTS

5.1 ASSESSMENTS

The learners will undergo formative and summative assessments which should be designed by assessors who are accredited by BQA. Formative assessments could comprise components such as class exercises, presentations, tests, assignments, practicals, dissertation among others and final examination for summative.

The weightings should be as follows:

Assessment	Weightings
Formative	50%
Summative	50%

5.2 MODERATION

There will be internal and external moderation undertaken by moderators accredited by BQA. All processes and procedures will be in line with NCQF requirements. This will be conducted in reference to the institution's moderation policy and procedures.

6.0 RECOGNITION OF PRIOR LEARNING (if applicable)

RPL will be used to determine the level of the qualification where learners will be placed. It will be a pathway for admission and placement purposes. RPL will be evaluated from two perspective :

6.1 Prospective learners who attained a qualification and awarded recognition by BQA registered institution shall be evaluated to determine its equivalence within the NQF through recorded interviews, inspection of transcript or oral and practical test to determine the level of knowledge and skills acquisition for exemptions and placement for this qualification.

6.2 Level 7 qualifications in Entrepreneurship or related fields will automatically be recognized as prior learning.

7.0 PROGRESSION PATHWAYS (LEARNING AND EMPLOYMENT)

This qualification is designed to facilitate vertical, horizontal and diagonal progression both locally and internationally.

7.1 Horizontal Progression

Students may progress horizontally between qualifications if they meet the minimum requirements for admission to the target qualification. Other comparable qualification to this qualification include:

- Bachelor of Business (Hons) Business Management
- Bachelor of Arts (Hons) Entrepreneurship
- Bachelor of Business (Hons) Marketing
- Bachelor of Commerce (Hons) Human Resources Management
- Bachelor of Commerce (Hons) Supply Chain Management

- Bachelor of Business (Hons) Finance
- Bachelor of Business (Hons) Administration
- Bachelor of Business (Hons) International Business

7.2 Vertical progression – Exit

Students graduated from this qualification may progress to level 9 qualifications such as;

- Master of Entrepreneurship
- Master in Business Administration
- Masters in Entrepreneurship
- MSC in Entrepreneurship and Management
- MSC in Entrepreneurship and Innovation

7.3 Diagonal Progression

Students may progress diagonally between qualifications by presenting a completed qualification or credits towards a qualification in a similar study area, and must meet the minimum requirements for admission to the target qualification, which they will often do by virtue of the credits obtained towards an equivalent qualification.

7.4 Employment Pathways

Graduates of the qualification may find employment in a range of public and private organisations for the following posts. Typical roles include:

- Business analysts
- Project Managers
- Business Developers
- Business Advisors
- Marketing Managers
- Entrepreneurs
- Global sales executives
- Supply Chain Manager
- Marketing Manager
- Supply chain manager
- Product Developers
- Franchiser
- Advertising sales agent

8.0 QUALIFICATION AWARD AND CERTIFICATION

8.1 To qualify for qualification award and certification, a students must

- Attain a minimum of 132 credits overall.
- Complete satisfactorily any additional and specified requirements of the qualification.
- Have official verification that he/she has covered and passed all the modules
- The graduates' class of degree will be determined by the weighted average mark for all modules, contributing to the honours assessment using the classification boundaries presented in the table below.

Class of Degree	Weighted Average
First Class Honours	70+%
Second Class Honours (Division I)	60-69%
Second Class Honours (Division II)	50-59%
Third Class Honours	40-49%

9.0 REGIONAL AND INTERNATIONAL COMPARABILITY

NOTE : Locally there is no institution offering **1 year honours degree in entrepreneurship and regionally** the closest we got was **Regent Business school in South Africa** offering **Bachelor of Commerce honours**.

Summary of Benchmarking with other Institutions

Benchmarking the Entrepreneurship qualification with Other Universities/Institutions

Criteria	University of Technology Sydney Bachelor of Entrepreneurship (Honours)	University of Northampton, UK Bachelor of Arts (Hons) Business Entrepreneurship	Northumbria University Newcastle Bachelor of Arts (Honours) in Business Enterprise , creation and	Regent Business School RSA Bachelor of Commerce Honours
Average Modules Per Semester	3	4	4	3
Duration	1 year	1 year	1 year	1 year

BQA NCQF Qualification Template

DNCQF.FDMD.GD04

Issue No.: 01

Total number of modules	5	8	9	6	
Number of specialization Modules	5	4	5	4	
Number of Elective Modules	0	0	0	1	
Work Placement	No	No	No	No	
Entry Requirements	<ul style="list-style-type: none"> Applicants must have completed a UTS recognized bachelor's degree with an overall average in a relevant discipline 	<ul style="list-style-type: none"> Applicants need DMM at BTEC. For international students IELTS score of 6.0 or above if English is not the first language 	<ul style="list-style-type: none"> A National Higher Diploma Or foundation Degree GCSE mathematics and English @ grade C above 	<ul style="list-style-type: none"> A Bachelor of Commerce or qualification 	

Similarities

The benchmarking exercise established that the duration of the qualification in the institutions benchmarked is one (1) year. The total number of modules for the qualifications is between 5 and 9. The number of modules per semester ranged from three (3) modules to five (5). The number of specialization modules range from five (3) to five (5). All the institutions have a research component.

Differences

The institutions benchmarked give the qualification different names : Bachelor of Entrepreneurship (Honours), Bachelor of Arts in Business Entrepreneurship and Bachelor of Arts (Honours) in Business enterprise, creation and management however all have similar focus. Three qualifications do not have electives and only one has.

Contextualisation

This qualification is designed in such a way that the graduate can apply the skills, competences and knowledge in almost all types of business management involving entrepreneurship and in all types of workplaces with ease. The qualification prepares graduates to address, entrepreneurial issues in domestic, and global environments. One qualification includes electives that provide an introduction to areas that learners can prepare to specialise in if they should wish to proceed to Level 9 qualifications.

REVIEW PERIOD

Every five (5) therefore 2024

Other information – please add any supplementary information to help the application for this qualification for NCQF Registration.

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CODE (ID)			
REGISTRATION STATUS	BQA NO.	DECISION	REGISTRATION START DATE
LAST DATE FOR ENROLMENT		LAST DATE FOR ACHIEVEMENT	