

BQA NCQF QUALIFICATION TEMPLATE

SECTION A:												QUALIFICATION DETAILS					
QUALIFICATION DEVELOPER (S)				Awil College													
TITLE		Bachelor of Commerce in Entrepreneurship						NCQF LEVEL				7					
STRANDS (where applicable)		N/A															
FIELD		Business, Commerce and Management Studies						CREDIT VALUE				483					
SUB FIELD		Management Studies															
New Qualification		<input checked="" type="checkbox"/>		Legacy Qualification				Renewal Qualification									
								Registration Code									
SUB-FRAMEWORK		General Education				TVET				Higher Education				<input checked="" type="checkbox"/>			
QUALIFICATION TYPE		Certificate		I	II	III	IV	V	Diploma		Bachelor or		<input checked="" type="checkbox"/>				
		Bachelor Honours				Post Graduate Certificate				Post Graduate Diploma							
		Masters				Doctorate/ PhD											
RATIONALE AND PURPOSE OF THE QUALIFICATION																	

RATIONALE:

This qualification is designed to prepare students to take on the business aspects of the industry because today's era, everyone, including film or television projects, needs more than just good ideas to get off the ground. Every business's birth needs people with the skills to handle the financing, management, legal, distribution and other business affairs. That's the bottom line, why this course is brought in place.

Botswana is operating in a rapidly changing global, social, economic and physical business environment. As per Vision 2036, the country will position itself to meet the global market changes and remain competitive in order to exploit new opportunities provided by the globalisation. Innovation and transformation are one of the key imperatives of vision 2036, that Botswana would like to adapt in order to remain competitive in this global changing business environment. Botswana seek to find innovative and break through "game changer" to achieve high income status through the use of the abovementioned key imperatives. Globalisation has made countries one big family. This qualification resonates well with vision 2036 key imperatives. In addition to that one of the vision 2036 pillars: The Sustainable Economic Development Pillar one [1] pp14, states that "The use of science, technology and innovation to propel economies to high levels of efficiency is the key to support the socio economic development. Countries benefit much immensely from the generation, adoption and adaptation of technology and innovation. From the above statement this qualification is critical in the development of the country and for future development of the country going onwards as technology keeps on changing every day, so for the country to remain competitive and achieve all the vision 2036 pillars, there is a need to keep abreast with changes of the business environment to meet the globalization demands.

Furthermore, relevant stakeholders and the community at large were consulted to find out the relevancy of the establishment of this qualification, it was found out that many of the local artist and non-artistic lack business skills in order to exploit any new opportunities available in the market. Every birth of any business is a consequence of the invention. This is one of the reasons why it was found fit to design the qualification of Bachelor of Commerce in Entrepreneurship in order to provide local people with relevant knowledge and skills which needed by the industry, and shall keep them abreast with the technology being used within the industry.

BQA NCQF QUALIFICATION TEMPLATE

As per Human Resource Development council report (2016), the business skills were identified as one of the top priority skills critically needed by the Botswana's economy to meet the globalization 's demands in order to become the "Game changers".

PURPOSE:

The purpose of this qualification is to produce graduates with specialised knowledge, skills and competence to:

1. Assess the challenges of developing new products, customer relationships, services and processes.
2. Apply analytical tools and techniques associated with business and innovation.
3. Critically evaluate qualitative and quantitative information.
4. Communicate ideas and arguments fluently and effectively in a variety of written and spoken formats.
5. Work effectively as an individual or in groups and recognise problems associated with group work.

MINIMUM ENTRY REQUIREMENTS (including access and inclusion)

- Certificate IV (NCQF level 4) (General Education or TVET) or equivalent qualification.
- Entry through Recognition of Prior Learning in line with institutional and National Policies

SECTION B

QUALIFICATION SPECIFICATION

GRADUATE PROFILE (LEARNING OUTCOMES)

ASSESSMENT CRITERIA

LO1 Develop an innovative and creative business idea

1.1 Explain the term innovation.

	<p>1.2 Appraise the different approaches of innovation.</p> <p>1.3 Apply innovation techniques and trends to complex problems.</p> <p>1.4 Define the business idea</p> <p>1.5 Identify potential sources of business ideas and create an idealist.</p> <p>1.6 Select the best idea to pursue to start a business.</p> <p>1.7 Identify the core members of the business.</p> <p>1.8 Research the feasibility of the business idea.</p> <p>1.9 Decide on the organisational set-up of the business.</p> <p>1.10 Demonstrate an understanding of the role of entrepreneurship in economic development.</p>
<p>LO2 Demonstrate an understanding of individual, group behaviour and the organisational system.</p>	<p>2.1 What is organizational behavior.</p> <p>2.2 Compare and contrast theories of organizational behavior.</p> <p>2.3 Analyze management issues as related to organizational behavior.</p> <p>2.4 Evaluate ethical issues as related to organizational behavior.</p> <p>2.5 Examine challenges of effective organizational communication.</p> <p>2.6 Examine the differences and similarities between leadership, power, and management.</p>

	<p>2.7 Assess the impact that a company's structure and design can have on its organisational behaviour.</p> <p>2.8 Analyse the concept of culture in an organisation.</p> <p>2.9 Evaluate the internal and external factors that could influence the organisational culture.</p> <p>2.10 Discuss a relationship between organisational culture, strategy and performance.</p>
<p>LO3 Apply the principles and applications of accounting into a service /product business</p>	<p>3.1 Explain the key concepts that underpin the preparation of general-purpose financial reports.</p> <p>3.2 Analyse and interpret financial statements.</p> <p>3.3 Evaluate the accounting information needs of management.</p> <p>3.4 Understand and apply key principles of budgeting.</p> <p>3.5 Apply various management accounting techniques to analyse decisions faced by management.</p>
<p>LO4 Demonstrate an understanding of the moral principles of running a business.</p>	<p>4.1 Discuss the concept of ethics in an organisational context.</p> <p>4.2 Evaluate those factors which could influence organisational ethics.</p> <p>4.3 Appraise an organisational code of ethics.</p> <p>4.4 Assess values and beliefs on which ethical decisions can be made by individuals, groups and senior managers in an organisation.</p> <p>4.5 Appraise ethically related legislation impacting organisational accountability.</p> <p>4.6 Critically analyse the effects of organisational ethics on corporate social responsibilities</p>

<p>LO5 Examine the nature of organisational structure and its purpose to a business.</p>	<p>5.1 Discuss the interrelationship of institutional, managerial and technical levels within an organisational structure.</p> <p>5.2 Compare the operational functions of an organisation with those functions which support the achievement of the task.</p> <p>5.3 Analyse the variables that influence organisational structure.</p> <p>5.4 Differentiate between a centralised and decentralised organisational management system.</p>
<p>LO6 Apply strategic leadership styles into a real business project</p>	<p>6.1 Discuss the types of leadership styles.</p> <p>6.2 Evaluate the relationship between strategic management and leadership.</p> <p>6.3 Critically analyse the leadership styles and their impact on strategic decisions</p> <p>6.4 Discuss why leadership styles need to be adapted in different situations.</p> <p>6.5 Evaluate the impact of leadership styles on the organisation</p>
<p>LO 7. Apply the project management principles, processes and project scheduling into a real business project.</p>	<p>7.1 Explain and discuss the project lifecycle phases.</p> <p>7.2 Identify the stakeholders of the project.</p> <p>7.3 Identify the project team and their roles across the project plan.</p> <p>7.4 Define the scope of the project.</p> <p>7.5 Create a Work Breakdown Structure</p> <p>7.6 Design Schedule Management</p> <p>7.7 Establish and sequence Project Activities.</p> <p>7.8 Devise the Project Budget</p> <p>7.9 Identify the risk of the project and its mitigations.</p>

	<p>7.10 Execute the project.</p> <p>7.11 Appraise the project</p>
<p>LO 8 Apply the creativity and innovation knowledge and skills in the real world of business.</p>	<p>8.1 Analyse the business environment to identify business opportunities.</p> <p>8.2 Identify the elements of success of entrepreneurial ventures.</p> <p>8.3 Evaluate the legal and financial conditions for starting a business venture.</p> <p>8.4 Critically assess the effectiveness of different entrepreneurial strategies,</p> <p>8.5 Specify the basic performance indicators of entrepreneurial activity.</p> <p>8.6 Explain the importance of marketing and management in small businesses venture.</p> <p>8.7 Identify entrepreneurial opportunities and assess these opportunities.</p> <p>8.8 Research and determine the viability or feasibility of new business concepts.</p> <p>8.9 Define the elements of a business plan.</p> <p>8.10 Discuss the personal attributes of entrepreneurs.</p> <p>8.11 Assess the business environment.</p> <p>8.12 Apply a simple business strategy to the formulation of a business plan.</p> <p>8.13 Demonstrate how models of competitiveness and industry attractiveness can be used to improve a business plan.</p> <p>8.14 Apply financial models in a business plan.</p> <p>8.15 Apply simple financial ratios within a business plan.</p>

	<p>8.16 Formulate an effective commercial argument through a comprehensive business plan.</p> <p>8.17 Identify possible business risks in the business plan.</p> <p>8.18 Create and deliver an effective written business plan.</p> <p>8.19 Present a business plan to industry experts.</p>
<p>LO9 Apply the marketing principles to a business project</p>	<p>9.1 Determine market segments and target customers.</p> <p>9.2 Develop marketing strategies for an organisation of your choice.</p> <p>9.3 Create a product or service positioning statement that aligns with a value proposition and a target segment.</p> <p>9.4 Design a marketing plan</p> <p>9.5 Analyse elements of a brand.</p> <p>9.6 Explain how the brand-building process contributes to the success of products or services.</p> <p>9.7 Define social media marketing.</p> <p>9.8 Explain how social media is used by small entrepreneurial businesses as a marketing tool.</p> <p>9.9 Make use of Twitter and blogging as a social media-marketing tool.</p> <p>9.10 Demonstrate how social media rating & review services work.</p> <p>9.11 Define the role of forums on social media marketing.</p> <p>9.12 Devise pricing strategies to enhance the marketing of products and services.</p> <p>9.13 Evaluate how to use distribution channels to market an organisation's products and services effectively.</p>

	<p>9.14 Identify issues that organisations face and approaches they use when marketing to different countries.</p> <p>9.15 Apply principles of ethics and social responsibility in marketing.</p>
<p>LO10 Demonstrate a critical understanding of theoretical and practice elements underpinning finance.</p>	<p>10.1 Identify why accounting is a necessary skill.</p> <p>10.2 Determine the assets, liabilities, and owners' equity.</p> <p>10.3 Explain the challenges facing early stage start-up businesses in raising capital.</p> <p>10.4 Discuss different forms of entrepreneurial finance.</p> <p>10.5 Appraise the different forms of capital used by entrepreneurs.</p> <p>10.6 Elaborate the use and role of basic financial ratios.</p> <p>10.7 Examine the process of measuring and reporting assets, equity & liabilities.</p> <p>10.8 Solve worksheet problems involving income statements, revenue, expenses, and net income.</p> <p>10.9 Compare and contrast a company's revenue, expenses, income, and retained earnings.</p> <p>10.10 Identify the key elements of a Balance Sheet.</p> <p>10.11 Balance the accounting equation and properly chart debits and credits.</p> <p>10.12 Demonstrate your ability to apply financial recording procedures to a wide range of corporate transactions and other events.</p> <p>10.13 Make use of journals, ledgers, and trial balances to collate corporate financial information.</p>

	<p>10.14 Prepare Balance Sheets, Income Statements, and Cash Flow Statements</p> <p>10.15 Analyze business transactions using accrual basis accounting according to Generally Accepted Accounting Principles (GAAP)</p> <p>10.16 Calculate basic rates or return and hurdle rates</p> <p>10.17 Apply capital budgeting and forecasting techniques. 10.18 Evaluate investment projects, including under uncertainty and open information. 10.19 Demonstrate understanding of liquidity, solvency and profitability.</p>
<p>LO11 Demonstrate the ability to handle industrial problems by employing the operations management models.</p>	<p>11.1 Discuss the principles of general management.</p> <p>11.2 Select appropriate principles for use in management situations.</p> <p>11.3 Explain the process of planning and control as elements of management.</p> <p>11.4 Demonstrate how managers create purpose, direction and goals.</p> <p>11.5 Explain the process of strategic planning.</p> <p>11.6 Evaluate relationship between operations management and productivity.</p> <p>11.7 Analyze business operations using appropriate performance measures, such as flow time, throughput rate and capacity.</p> <p>11.8 Propose business solutions in written and verbal forms for operations improvement and process design projects.</p>

	<p>11.9 Appraise production objective of maximizing profits using qualitative and quantitative techniques.</p> <p>11.10 Describe advanced production models and review their contribution to the profit.</p> <p>11.11 Write a research and report on a specific aspect of production management using a company of your choice.</p> <p>11.12 Appraise the operations scheduling, management of quality, and facilities planning in operations management</p>
<p>LO12 Demonstrate the understanding of Human Resource Practices</p>	<p>12.1 Analyze human resource needs.</p> <p>12.2 Identify the financial, legal, ethical, social, compensation, and ethical factors involved in managing personnel.</p> <p>12.3 Identify management techniques used to deal with organisational changes.</p> <p>12.4 Describe the human relations opportunities and challenges that arise from union versus non-union operations</p> <p>12.5 Discuss the role of various motivational theories, reward strategies, and life-work balance considerations in maximizing performance.</p> <p>12.6 Appraise how individual and group behavioral theories, leadership styles are applied in the workplace.</p> <p>12.7 Assess the relationship between technology and people in the modern workplace</p>
<p>LO13 Identify strategies for selecting and acquiring artists, developing proposals for management companies, agents and sponsors</p>	<p>13.1 Demonstrate an understanding of the structure, corporate culture, values, and practices of contemporary entertainment industries, the</p>

<p>as well as the tech know-how to make it in the industry.</p>	<p>various roles within them, and their distribution and revenue channels.</p> <p>13.2 Apply fundamental business, management, and entrepreneurial concepts, models, and practices to the entertainment industry.</p> <p>13.3 Demonstrate an understanding of legal aspects of the entertainment industry, including contracts, copyright, and intellectual property.</p> <p>13.4 Plan, and execute an entertainment event</p> <p>13.5 Evaluate the role of technology and its use in managing and conducting business in an increasingly global and complex entertainment industry.</p> <p>13.6 Assess demographic data as it relates to the different subfields of the entertainment industry, including targeting potential audiences for an entertainment production.</p> <p>13.7 Demonstrate critical thinking and assessment skills in analyzing issues that will bring changes to the entertainment industry in the 21st century, both domestically and globally</p>
<p>LO14 Apply of business communication skills through creation of effective business documents and oral presentations.</p>	<p>14.1 Demonstrate the use of basic and advanced proper writing techniques that today's technology demands, including anticipating audience reaction.</p> <p>14.2 Make use of software for operating systems, word processing, email, spreadsheets, presentation packages, database management, and Internet access.</p> <p>14.3 Apply principles of critical thinking, problem solving, and technical proficiency in the development of exposition and argument.</p>

	<p>14.4 Make use of career skills that are needed to succeed, such as using ethical tools, working collaboratively, observing business etiquette, and resolving workplace conflict.</p> <p>14.5 Develop interpersonal skills that contribute to effective and satisfying personal, social and professional relationships.</p>
<p>LO 15 Demonstrate an understanding of basics on micro and macroeconomics.</p>	<p>15.1 Discuss the foundational elements of microeconomics as they apply to business in general and the creative industries in particular.</p> <p>15.2 Explain the key principles of free market economic theory.</p> <p>15.3 Appraise the economic behavior of consumers.</p> <p>15.4 Elaborate the concept of price elasticit.</p> <p>15.5 Define the concepts of GDP, income and growth.</p> <p>15.6 Discuss the demand and supply theory.</p> <p>15.7 Examine the causes and consequences of different market conditions</p> <p>15.8 Distinguish between the market efficiency and inefficiency.</p> <p>15.9 Explain the concepts of production pricing and perfect competition.</p> <p>15.10 Evaluate the five types of market failures and policy remedies.</p> <p>15.11 Discuss the effects of international trade on global economics particularly in creative industry.</p>
<p>LO16.Examine the impact of technology on day to day business activities</p>	<p>16.1 Define different types of e-commerce business models.</p>

	<p>16.2 Describe the fundamental capabilities and marketing implications of enabling e-commerce technology.</p> <p>16.3 Analyze the behavior and needs of buyers in the online environment.</p> <p>16.4 Apply internet marketing techniques.</p> <p>16.5 Evaluate the quality of the user experience online and recommend improvements.</p> <p>16.6 Investigate the differences between selected countries in internet access, usage, and ecommerce.</p> <p>16.7 Collaboratively develop an internet marketing plan including strategy and tactics.</p>
<p>LO17. Recognise relevant issues and the legal implications of business situations.</p>	<p>17.1 Describe the legal system and the legal environment of business.</p> <p>17.2 Define contract law.</p> <p>17.3 Define property law.</p> <p>17.4 Analyze sales contracts.</p> <p>17.5 Investigate commercial paper and negotiable instruments.</p> <p>17.6 Describe agency and employment law.</p> <p>17.7 Recognize laws associated with differing organizational structures.</p> <p>17.8 Summarize risk-bearing devices.</p> <p>17.9 Define real property.</p>
<p>LO18 Apply strategies and techniques for making electronic information and communication technology services and products accessible to the users</p>	<p>18.1 Identifying the basic hardware and software components of a computer and/or similar electronic devices</p> <p>18.2 Describe the uses of common software applications.</p> <p>18.3 Explain the ability of computers to communicate with one another.</p>

	<p>18.4 Operate alphabetical, numeric and punctuation keys.</p> <p>18.5 Operate keys with special functions e.g. backspace, delete, shift.</p> <p>18.6 Use the keyboard with confidence to type text accurately.</p> <p>18.7 Use various applications (word, PPT, excel, publisher) to create final information for the end user.</p> <p>18.8 Identifying basic protection measures (antivirus, firewall) for combating viruses and other forms of attack on computers and similar electronic devices</p>
<p>LO 19 Apply strategic thinking skills into any business situation.</p>	<p>19.1 Explain the strategic management process.</p> <p>19.2 Compose a good vision and mission statement.</p> <p>19.3 Conduct an external analysis of the major external forces that affect organisations.</p> <p>19.4 Conduct an internal analysis of a firm's culture and the functional areas to uncover the firm's key strengths and weaknesses.</p> <p>19.5 Discuss different types of business strategies and be able to choose an appropriate strategy.</p> <p>19.6 Assess the impact of other departments on the strategy choice and implementation</p> <p>19.7 Evaluate critically real-life company situations and provide creative solutions.</p>
<p>LO 20 Apply problem solving techniques to multi-faceted business strategy situations</p>	<p>20.1 Experiment with different perspectives on business decisions.</p> <p>20.2 Evaluate data and information to guide in the strategic decision making and creative thinking.</p>

	<p>20.3 Demonstrate an ability to apply general management know-how as a member of a team in a simulated business setting.</p> <p>20.4 Use managerial techniques and work effectively as a team in an organisational setting.</p> <p>20.5 Distinguish the links between business decisions and financial performance and see how decisions affect the organisation as a whole.</p> <p>20.6 Use market and production data as well as competitive signals to adjust strategies and business tactics.</p> <p>20.7 Examine the challenges and rewards of top managers and entrepreneurs in head-to-head competition.</p>
<p>LO21 Apply statistical tools to analyse data, draw conclusions, and make predictions about the future.</p>	<p>21.1 Explain the importance of statistics and statistical analysis for applicability to business scenarios</p> <p>21.2 Explain the differences between data types (quantitative and qualitative data)</p> <p>21.3 Use the elements of descriptive statistics to solve problems and understand datasets.</p> <p>21.4 Create graphs and visual representations of data</p> <p>21.5 Interpret information presented in graphs</p> <p>21.6 Describe the properties of various data distributions.</p> <p>21.7 Calculate the metrics from data distributions.</p> <p>21.8 Relate the central limit theorem to sample size and normal distribution.</p> <p>21.9 Identify the different sampling methods.</p> <p>21.10 Use a point estimator from a sample to estimate the entire population.</p>

BQA NCQF QUALIFICATION TEMPLATE

	<p>21.11 Estimate intervals over which the population parameter could exist using sample data.</p> <p>21.12 Use hypothesis testing for testing population parameters using one or two samples.</p> <p>21.13 Identify components of the linear regression model.</p> <p>21.14 Interpret the values of linear regression model components.</p> <p>21.15 Explain how the regression coefficient shapes that line.</p>
--	--

SECTION C	QUALIFICATION STRUCTURE				
COMPONENT	TITLE	Credits Per Relevant NCQF Level			Total Credits
		Level [5]	Level [6]	Level [7]	
FUNDAMENTAL COMPONENT Subjects/ Courses/ Modules/Units	Introduction to Business Management	5			10
	Introduction to Accounting	5			10
	Principles of Marketing	5			10
	Business Communication	5			10

BQA NCQF QUALIFICATION TEMPLATE

	Principles of Economics	5			10
	Introduction to ICT	5			10
	Business Leadership		6		15
	Managing innovation & Creativity 1A		6		15
	Introduction to Organisational behaviour	5			15
	Introduction to Human Resource	5			10
	Total credits				110
CORE COMPONENT Subjects/Courses/ Modules/Units	Managing innovation & Creativity 1B		6		15
	Business Statistics 1A		6		15
	Corporate Governance and Ethics		6		15
	Business Law 1 A		6		15

BQA NCQF QUALIFICATION TEMPLATE

	Marketing and sales 1A		6		15
	Financial Accounting 1A		6		15
	Management and operations 1A		6		15
	E- Marketing		6		15
	E- Commerce			7	18
	Business Simulation			7	18
	Business Law 1B			7	18
	Business Statistics 1B			7	18
	Marketing and sales 1B			7	18
	Financial Accounting1B			7	18
	Management and operations1B			7	18
	Research Project			7	20
	Attachment			7	35

BQA NCQF QUALIFICATION TEMPLATE

	Total credits				301
STRANDS/ SPECIALIZATION	Subjects/ Courses/ Modules/Units	Credits Per Relevant NCQF Level			Total Credits
		Level []	Level []	Level []	
1. NONE					
2. NONE					

BQA NCQF QUALIFICATION TEMPLATE

Electives	Business Strategic Management			7	18
	Entrepreneurial Finance			7	18
	Enterprise Risk Management			7	18
	Small Business Management			7	18
	Entrepreneurial Marketing			7	18
	Project Management			7	18
	Business Entertainment & Media Industries			7	18
	Entrepreneurial Innovation			7	18
	Total credits				144

BQA NCQF QUALIFICATION TEMPLATE

SUMMARY OF CREDIT DISTRIBUTION FOR EACH COMPONENT PER NCQF LEVEL

TOTAL CREDITS PER NCQF LEVEL

NCQF Level	Credit Value
Level 5	80
Level 6	150
Level 7	253
TOTAL CREDITS	483

Rules of Combination:

(Please Indicate combinations for the different constituent components of the qualification)

There are eight disciplines (areas of specialisation) in the BCom degree, in fourth year, candidate will have to do four electives. The candidate must obtain 110 credits from fundamentals, 301 credits from core component and 72 credits from electives to meet the qualification requirements.

Level 5: 80

Level 6: 150

Level 7: 253

(Note: Please use Arial 11 font for completing the template)

ASSESSMENT ARRANGEMENTS

ASSESSMENT

Summative assessment:

Summative assessment will constitute 60% of the final mark.

Formative assessment:

Formative assessments will constitute 40% of the final mark.

MODERATION ARRANGEMENTS

MODERATION:

Both internal and external moderation will be done in line with the Moderation policy of the Institution. In addition, all Moderators and Assessors must be registered and accredited with the Botswana Qualification Authority (BQA).

RECOGNITION OF PRIOR LEARNING

There will be provision of awarding this qualification through Recognition of Prior Learning (RPL) and Credit Accumulation Transfer (CAT) in line with National Policy on CAT and the well-established ETP RPL Policy.

CREDIT ACCUMULATION AND TRANSFER

PROGRESSION PATHWAYS (LEARNING AND EMPLOYMENT)

Vertical Articulation:

Graduates may use this qualification as a foundation for further postgraduate study in any Business areas. For progression in this qualification, the graduates can proceed to NCQF level 8, 9, (Masters and honours), like a Bachelor's degree(Honours) in Entrepreneurship or Master's degree in Innovation and Business Strategy (NCQF level 9

Horizontal articulation:

The graduates of this qualification may pursue to other related qualifications like a Bachelor's degree in Business management (NCQF level 7), a Bachelor's degree in International Business (NCQF level 7), Bachelor's degree in Business Information Systems (NCQF level 7), at any regional or international institution.

The following are the employment pathways that graduates can have after completion of this qualification:

1. Entrepreneurs
2. Managers
3. Accountants
4. Market researchers
5. Commercial Officers
6. Logistics managers
7. Export Import Managers
8. Fleet managers
9. Bankers
10. Auditors
11. Tax consultants
12. Stock brokers
13. Finance consultants
14. Human Resources
15. Insurance consultants
16. Commercial Analysts
17. Operations Officer/manager

QUALIFICATION AWARD AND CERTIFICATION

Qualification Award

The candidate must achieve 480 credits to be awarded the qualification certificate of Bachelor of Commerce in Entrepreneurship

Certification

Candidates meeting the prescribed requirements will be awarded the qualification in accordance with standards prescribed for the award of the qualification and applicable policies.

SUMMARY OF REGIONAL AND INTERNATIONAL COMPARABILITY

The qualification has been benchmarked against the following regional and international qualifications.

1. AFDA, Level 7 Bachelor of Commerce in Business Innovation & Entrepreneurship, (360 Credits) : South Africa
2. Baisago University, Level 7. Bachelor of Commerce in Entrepreneurship (360 credits): Botswana
3. Botswana Open University, Level 7. Bachelor of Business and Entrepreneurship. (360 credits): Botswana
4. Victoria University of Wellington, Level 7. Bachelor of Commerce (360 credits): New Zealand
5. UNSW Business School, Level 7. Bachelor of Commerce, (144 Credits): Sydney, Australia

Summary of Similarities and Differences:

The proposed qualification was compared locally, regionally and internationally. It was compared with two qualifications from local institutions: a Bachelor of Commerce Degree in Entrepreneurship from Baisago University and a Bachelor of Business and Entrepreneurship from the Botswana Open University. It was established that the degree qualifications have similar NCQF levels, and also the study durations of the qualifications were comparable. The assessments and teaching methods of the qualification were pretty much the same, just like the proposed qualification. The proposed qualification was also compared with other qualifications regionally; Bachelor of Commerce in Business Innovation & Entrepreneurship from AFDA South Africa, it was learnt that the qualifications have the same NCQF level, and the assessments were comparable but the only difference was the study duration, because it requires three years, whereas the proposed qualification requires four years.

The comparability was further conducted internationally outside the region with Bachelor of Commerce from Victoria University of Wellington from New Zealand and Bachelor of Commerce from UNSW Business School, Sydney from Australia, where the conclusion was drawn that the

BQA NCQF QUALIFICATION TEMPLATE

assessments of the proposed qualification were comparable with the above said international qualification and the only variance was found in credits and duration of study.

Contextualization:

This proposed qualification picks on some commonalities and variances. The proposed qualification takes into account what will work in the Botswana environment, well considered in matching international standards. This qualification takes note that speciality or pathways are critical and learners' academic credentials are vital for admissions. Further, all qualifications have exit outcomes. The structure, credit allocation, and assessment routes are the key to the awarding of the qualification.

This qualification, designed for the Botswana context, is the first and compares very well with regional and international qualifications that have been examined. All that opens up an opportunity to graduates of this qualification to further their studies with any institution of their interest, regionally or internationally.

REVIEW PERIOD

The qualification shall be reviewed after five (5) years.

(Note: Please use Arial 11 font for completing the template)

For Official Use Only:

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



BOTSWANA
Qualifications Authority