



Republic of Rwanda
Ministry of Education



RTB | RWANDA
TVET BOARD

CCMBC101

BUSINESS CREATION/IHANGAMURIMO

CREATE A BUSINESS/Guhanga umurimo

Competence /Ubushobozi

RQF Level/ Icyiciro: 1 Learning Hours/Amasaha ateganijwe



30

Credits/Indengo: 3

Sector/Ishami: ALL/yose

Trade/Agashami: ALL/Twose

Module Type/IKICIRO CY'IMBUMBANYIGISHO:

Complementary/Mpuzamashami

Issue Date/Igihe yateguriwe: August/Kanama 2022

CURRICULUM/Integanyanyigisho: CCMBC101-TVET CERTIFICATE 1 - ALL

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Purpose statement/intego nyamukuru	This module describes the knowledge, skills, values and attitudes required to develop learners for an entrepreneurial mind set, to gain the ability and practices for self- employment. The module will allow the learner to create a business in line with community demands for better social and economic development./Iyi mbumbanyigisho irasobanura ubumenyi n’ubushobozi, indangagaciro n’imyitwarire bisabwa kugirango uwiga agire imyumvure y’ihangamurimo. Nyuma y’iyi mbumbanyigisho uwiga azashobora gutegura umushinga ubyara inyungu no kuwushyira mu bikorwa.				
Delivery modality /Uburyo imbumbanyigisho izigishwamo /	Training delivery/Imyigishirize	100%	Assessment /Isuzumabushobozi		Total/Igiteranyo 100%
	Theoretical content /Ubumenyi	50%	Formative assessment/ Isuzuma mbonezanyigisho	50%	100%
	Practical work/ Imikoro ngiro			50%	
	Group project and presentation/ Imikoro ngiro mu matsinda	25%			
	Individual project Work/ Imikoro ngiro y’umuntu ku giti ke	25%	Summative Assessment/Isuzumabumenyi mbumbanyigisho		

Elements of Competency and Performance Criteria/ Ingingo z'Ubushobozi n' Ibipimo by'Ubushobozi

Elements of competency/Ingingo z'ubushobozi	Performance criteria/Ibipimo by'ubushobozi
1. Develop entrepreneurial mindset/Kuzamura imyumvure y'ihaguhanga umurimo	1.1. The concept of Entrepreneurship is properly defined in accordance to related key words/Ihangamurimo ryasobanuwe neza hashingiwe ku busobanuro bw' amagambo y'ingezi ajyana nabyo.
	1.2. Entrepreneur's role is properly described in line with social and economic aspects/Kumenya neza akamaro ka rwiyekezamirimo muburyo bw'imibereho myinza no mu bukungu.
	1.3. Entrepreneurial behaviours are properly identified basing on their characteristics /Kugaragaza neza ibikorwa bya rwiyekezamirimo ushingaye ku bimuranga.
2. Generating business idea/Kugira igitekerezo	2.1. Business ideas are properly generated basing on techniques and sources/Igitekerezacy'umushinga kiboneka neza ugendeye kuburyo

cy'umushinga	n'inkomoko.
	2.2. Examination of business idea is appropriately done basing on its qualities/Gusuzuma igitekerezo cy'umushinga ugendeye ku bwiza bwacyo.
	2.3. Business idea is effectively determined basing on business opportunities/Igitekerezo cy'umushinga gitoranywa bagendeye ku mahirwe ahari.
3. Implement a business/ Gushyira mu bikorwa umushinga	3.1. Determination of business idea is effectively done basing on the nature of business activities/Igitekerezo cy'umushinga kigerwaho bashingiye ku bikorwa byawo.
	3.2. Business requirements are efficiently identified basing on sources of capital/Ibisabwa mu mushinga biboneka bashingiye ku gishoro.
	3.3. Business is well prepared in line with its plan /Umushinga wateguwe neza hashingiwe ku nyandiko yawo.
	3.4. Business is effectively run basing on its various operations/Umushinga washyizwe mu bikorwa neza hagendewe kubikorwa bitandukanye byawo.

Learning outcomes/ Umusaruro w'inyigisho	At the end of the module the learner will be able to/ Nyuma y'iyi mbumbanyigisho uwiga azaba ashobora: 1. Develop entrepreneurial mindset/Kuzamura imyunvire yo guhanga umurimo. 2. Generate business idea/ Kugira igitekerezo cy'umushinga 3. Implement a business/Gushyira mu bikorwa umushinga.
Learning outcome 1/ Umusaruro w'inyigisho 1. Develop entrepreneurial mindset/Kuzamura imyunvire yo guhanga umurimo.	Learning hours/Amasaha azigwa: 7
Indicative content/Ibyigwa	
• Definition of Entrepreneurship related key concepts/ Gusobanura amagambo y'ingezi ajyanye n'ihangamurimo. ✓ Entrepreneurship/Ihangamurimo ✓ Entrepreneur/Rwiyemezamirimo ✓ Business/Umushinga ✓ Creativity/Guhanga ✓ Innovation/ Guhanga ibishya ✓ Risk taking/Kwirengera ingaruka ✓ Profit making/Gutanga inyungu • Description of Entrepreneur's role through social and economic aspects/ Kumenya neza	

akamaro ka rwiyekezamirimo muburyo bw'imibereho myinza no mu bukungu.

- ✓ Social aspect/Imibereho myiza
- ✓ Economic aspect/Ubukungu

- **Identification of entrepreneur's characteristics /Kugaragaza ibiranga rwiyekezamirimo**

- ✓ Goal oriented/Kugira intego
- ✓ Profit oriented/Kugambirira inyungu
- ✓ Hard working/ Gukora cyane
- ✓ Self-confidence/Kwigirira icyizere
- ✓ Perseverance/Kudacogora

Resources required for the learning outcome/ Ibikoresho nkenyerwa ku musaruro w'inyigisho

Equipments / Ibikoresho binini bidashira	Computer/Mudasobwa Projector/Insakazamashusho Flipcharts stand/ Sitandi y'impapuro nini bandikaho
Materials / Ibikoresho bishira	Papers/ Impapuro Flipcharts/Impapuro nini bandikaho Markers/Marikeri Chalks/Ingwa/icaki Pens/Amakaramu Scotch/Papiyekora
Tools /Ibikoresho bito bidashira	N/A(Ntibikenewe)
Facilitation techniques / Imbonezamasomo	✓ Individual work/ Imikoro y'umuntu ku giti cye ✓ Group discussion and presentation/ Imikoro mu matsinda no kugaragariza abandi ibyavuyemo ✓ Learning through interaction of guest practitioners/kwiga hifashishijwe ibiganiro by'abaturirwa ✓ Learning through visits on the relevant institutions/kwiga hifashishijwe ingendo shuli
Formative assessment methods / Uburyo	Written assessment / Isuzuma ryanditse Oral assessment / Isuzuma ryo kuvuga

bw'Isuzuma mbonezanyigisho	
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Learning outcome 2/ Umusaruro w'inyigisho 2/ Generating business idea /Igiterekerezo cy'umushinga	Learning hours/Amasaha ateganyijwe : 8
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Indicative content/Ibyigwa

- **Identification of techniques and sources of business idea/Kugaragaza uburyo n'inkomoko y'igiterekerezo cy'umushinga.**
 - ✓ Definition of business idea/Gusobanura igitekerezo cy'umushinga.
 - ✓ Techniques of generating business idea/Uburyo bwo kubona igitekerezo cy'umushinga
 - ✓ Sources of business idea/Inkomoko y'igiterekerezo cy'umushinga
- **Explanation of qualities of good business idea/Kugena ubwiza bw'igiterekerezo cy'umushinga.**
 - ✓ Qualities of good business idea/Ibiranga igitekerezo cyiza cy'umushinga
- **Determination of business opportunities/Kugena ahashobora kuva amahirwe y'umushinga.**
 - ✓ Definition of business opportunity/Gusobanura amahirwe y'umushinga
 - ✓ Criteria to select business opportunity/Ibigendrwaho batoranya amahirwe y'umushinga
 - ✓ Identifying business opportunity/Kwerekana amahirwe y'umushinga

Resources required for the indicative content/ Ibikoresho nkenyerwa ku musaruro w'inyigisho
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Equipment/ / Ibikoresho binini bidashira	Computer/Mudasobwa, Projector/ Insakazamashusho
Materials/Ibikoresho bishira	Papers/ Impapuro Flipcharts/ Impapuro nini bandikaho Markers/Marikeri

	Chalks/Icaki/ingwa Pens/Amakaramu Scotch/ Papiyekora
Tools/ Ibikoresho bito bidashira	N/A(Ntabikenewe)
Facilitation techniques/ Imbonezamasomo	✓ Individual work/ Imikoro y’umuntu ku giti cye ✓ Group discussion and presentation/ Imikoro mu matsinda no kugaragariza abandi ibyavuyemo ✓ Learning through interaction of guest Practitioners/ kwiga hifashishijwe ibiganiro by’abatumirwa ✓ Learning through visits on the relevant institutions/ kwiga hifashishijwe ingendo shuli
Formative assessment methods/ Uburyo bw’Isuzuma mbonezanyigisho	✓ Written/ Isuzuma ryanditse ✓ Oral assessment/ Isuzuma ryo kuvuga

Learning outcome 3/ Umusaruro w’inyigisho3: Implement a business/ Gushyira mu bikorwa umushinga	Learning hours/Amasaha ateganyijwe: 15
Indicative content/Ibyigwa	
• Identification of business activities/Kugena ibikorwa by’umushinga ✓ Service activities/ Ibikorwa bitanga serivise ✓ Agricultural activities/ Ibikorwa by’ubuhinzi ✓ Industrial activities/ Ibikorwa by’inganda ✓ Trading activities/Ibikorwa by’ubucuruzi • Determination of Sources of capital/ Kugena aho igishoro gituruka. ✓ Ways of raising money/Inzira zo kubona amafaranga ✓ Financial institutions/ Ibigo by’imari ✚ Types of financial institutions/ Ibyiciro by’ibigo by’imari ✚ Loan application process/ Uburyo bwo kwaka inguzanyo • Elaboration of a business plan /Gutegura inyandiko y’umushinga . ✓ Definition of business plan/Ubushyamba bw’inyandiko y’umushinga ✓ Elements of business plan/Ibigize inyandiko y’umushinga ✓ Structure of a business plan/Imiterere y’inyandiko y’umushinga ✓ Writing a business plan /Kwandika umushinga	

- **Business implementation /** Ishyirwa mu bikorwa ry’umushinga
 - ✓ Production operations/ Ibikorwa bitanga umusaruro
 - ✓ Buying and selling operations/ Ibikorwa byo kugura no kugurisha
 - ✚ Business documents/ Inyandiko zikoreshwa mu mushinga
 - ✓ Marketing operations/Ibikorwa byo kumenyekanisha ubucuruzi
 - ✓ Financial operations/ Ibikorwa n’imikoreshereze ya’amafaranga
 - ✚ Using ATM Card/ Gukoresha ikarita ibikuza
 - ✓ Evaluating operations/ Isuzumabikorwa ry’umushinga

Resources required for the indicative content/ Ibikoresho nkenyerwa ku musaruro w’inyigisho

Equipments/ Ibikoresho binini bidashira	Computer /Mudasobwa Projector/ Insakazamashusho
Materials/ Ibikoresho bishira	Papers/ Impapuro Flipcharts// Impapuro nini bandikaho Markers/Marikeri, Chalks/Ingwa/ icaki Pens/Amakaramu, Scotch/ Papiyekora
Tools / Ibikoresho bito bidashira	ATM card/Ikarita yo kubikura amafaranga EBM/Imashini ikora inyemezabwishyu
Facilitation techniques/ Imbonezamasomo	✓ Individual work/ Imikoro y’umuntu ku giti cye ✓ Group discussion and presentation/ Imikoro mu matsinda no kugaragariza abandi ibyavuyemo ✓ Learning through interaction of guest Practitioners/ Kwiga hifashishijwe ibiganiro by’abatumirwa ✓ Learning through visits on the relevant institutions/ kwiga hifashishijwe ingendo shuli
Formative assessment methods / Uburyo bw’Isuzuma mbonezanyigisho	✓ Written assessment / Isuzuma ryanditse ✓ Oral assessment / Isuzuma mu biganiro

References:

1. Bowler, A. and Dawood, M.S (1995). Entrepreneurship and Small Business Management. First ed., Nasou: Cape Town
2. Richard Stutely, The definitive business plan, second edition, Prentice Hall, 2002.
3. Filion, L.J (1992). Ten steps to entrepreneurial teaching. Quebec University
4. Israel M. Kirzner, Competition and Entrepreneurship, Chicago, IL: University of Chicago Press, 1973.
5. Joseph R. Mancuso (1984). How to start, finance and manage your own business. Revised edition, Prentice Hall: New York