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| Title | **Develop entrepreneur skills** | | |
| Level | **3** | **Credits** | **5** |

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| Purpose | To develop entrepreneurship beauty salon successfully and earning reasonable profits |

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| Classification ISCED | 1012 Hair and beauty services |

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| Available grade | Competent / Not yet competent |

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| Modification history | N/A |

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| **Competency Unit** | **Performance Criteria** | **Knowledge and Understanding** |
| **J-1**  **Introduction of Entrepreneurship**  This unit specifies the importance of entrepreneurship | P1- Discuss the advantages of entrepreneurship. P2- Discuss the risk involved in business.  P3- Discuss the methods of operating salon in profitable manner.  P4- Discuss importance of controlling expenses and cost saving methods.  P5- Identify the units of sale for different types of services.  P6- Identify the future prospects of business. | K1- Define the entrepreneurship.  K2- Describe the advantages and disadvantages of self-employment and the risk involved in business  .  K3- Describe the methods of running salon on profitable manner.  K4- Identify the cost saving methods.  K5- List the services generally offered in salon.  K6- Illustrate factors for forecasting of future market trends. |
| **J-2**  **Functions of Entrepreneur.**  This unit specifies the function of entrepreneur. | P1- Discuss important aspects of business including selection business place, services to render & monetary matters.  P2- Discuss different business situation and importance of compiling data regarding clients, income, expenses.  P3-Identify goals for sales of business.  P4- Discuss method for building a top notch team. | K1- Explain the planning techniques for services, rates and location identification for better business opportunities.  K2- Describe the importance of client’s data and skills for efficient financial controls of business.  K3- Define the techniques for Increasing sales of business.  K4- Explain the Importance of team building. |

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| **J-3**  **Role of Entrepreneur in Economic Development**  This unit specifies the role of entrepreneur for the economic development of country | P1- Discuss plan to play vital role to boost economy by creating and providing new job opportunities.  P2- Discuss method to develop hiring plan as per need of business and importance of depositing contributions in government departments.  P3- Discuss methods to generate maximum profits and expansion plan of business. | K1-Explain the role of creating job opportunities in economy.  K2- Explain the importance of appropriate and suitable work force for the business, prevailing labor laws and prevailing taxes levied on the business.  K3- Describe the important factors for expansion plan according to demand and supply position prevailing in market. |
| **J-4**  **Business and marketing plan**  This unit specifies skills and knowledge required for business and marketing plan as per demand. | P1- Make business plan as per market demands.  P2-Identify areas of business or services which are more profitable and popular in clients.  P3- Analyze services and products offered by the competitors and make business strategy accordingly.  P4- Prepare estimate of finance required for business.  P5- Discuss methods for attaining knowledge of current market trends. | K1- Explain market trends  K2- Define profitable and popular services of business.  K3- Describe the procedure of implementation of business and marketing plan.  K4- Calculate Capital requirements for business. K5- State the possible sources of finance  . |
| **J-5**  **Basics of Small business.**  This unit specifies skills and knowledge required to start small business. | P1- Explain money management and cash flows. P2- Discuss importance of customer satisfaction. P3- Explain customers comfort policies.  P4- Explain importance of maintenance of record of purchases, sales, inventory and list of regular customers.  P5- Explain methods to build team of honest workers on | K1- Define the techniques of money management.  K2- Describe the importance of customer’s satisfaction and demands of clients.  K3- Explain the Importance of customer’s comfort level in terms of prices and services.  K4- Illustrate the techniques of maintaining records of purchases, sales and clients data. |

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|  | long term basis. | P5- State the importance of team working for longer time frame efficiently with honesty. |
| **J-6**  **Reasons of failure and success in small business**  This unit specifies skills and knowledge required to understand the reason of failure and success in small business. | P1- Identify fields of business causing loss.  P2-Discuss key factor for selection of proper suitable location of business place easily accessible for customers.  P3- Identify factors annoying customers by action of worker. .  P4- Discuss control utility bills especially turning off extra lights and ACs when client are not in the business place.  P5- Explain importance to make purchases of best items keeping in view quality, quantity and prices  P6- Discuss to communicate in effective conversation and good relations with the customers.  P7- Prepare time schedule for self-workers and services. | P1- Describe the major Fields of business causing loss.  K2- Explain the importance of easily accessible location for setting up business.  K3- Define the importance of good behavior of workers with the customers.  K4- Explain the methods of cost saving steps in salon.  K5- Illustrate method of purchases of materials competitively and cost efficiently.  .  K6- Describe the importance of pleasant communication skills.  K7-Explain the importance of time management and the role of proper time schedule for workers and services rendered to client |