

Training of Trainer's

On

Entrepreneurial Business Planning

14-18 January, 2014 – Mwanza, Tanzania



Program Schedule

Session	Day
<ol style="list-style-type: none">1. Introduction to the Program; Getting to know the participants and their experience and expectations2. Self-Employment, Micro-franchisee and Entrepreneurship3. Entrepreneurial Orientation Inventory – scoring and reflection4. Who can become an Entrepreneur? What do they need to learn?5. Teaching practice by the participants (in small groups) with feedback from peers and faculty	1
<ol style="list-style-type: none">1. Business opportunities everywhere – what do I choose?2. How to assess my own capabilities and limitations? What business should I choose to do?3. Business Opportunity Feasibility Analysis4. Outline of a Business Plan (start up or growth stage)5. Teaching practice by the participants (in small groups) with feedback from peers and faculty	2
<ol style="list-style-type: none">1. What is production – inputs, processing, output (product/service)2. Record keeping and Accounting3. Variable and Fixed Costs; Contribution Analysis and Breakeven;4. Pricing for profitability5. Teaching practice by the participants (in small groups) with feedback from peers and faculty	3
<ol style="list-style-type: none">1. Financing an Enterprise – We need funds for Fixed assets and working capital2. Financing an Enterprise – We get funds as Debt (loans), Equity, and grants3. How to raise start-up funds – friends, family and angels!4. How to raise debt for working capital and later for additional fixed assets5. Teaching practice by the participants (in small groups) with feedback from peers and faculty	4
<ol style="list-style-type: none">1. Dividing the work responsibilities – Organization structure and teamwork2. Ensuring all legal compliances – licenses, taxes, labour laws, consumer laws, etc.3. Making My Business Plan (start up or growth stage)4. Presentation of Business Plan5. Closure of EDP (what did I learn in the last five days)	5

List of Participants

S. No	Name in Capital Letters	Designation	District
1	JUMA SAMUEL	Youth Development Officer	Nyamagana
2	JUMANNE MAGESA MASEKE	Youth Development Officer	Ilemela
3	KOELETH D CHILLIKO	Youth Development Officer	Magu
4	HAIKA GODFREY	Community Development Officer	Nyamagana
5	DIANA F RWECHUNGURA	Regional Youth Development Officer	Mwanza
6	JAMES WILLIAM	Project Officer	Rs Mwanza
7	OLAIRIVANI ELIREHEMA	Branch Operation Officer	Mwanza
8	ALLEN M JACKSON	Youth Development Officer	Misungwi
9	ALOYCE M MASANYIWA	Youth Development Officer	Sengerema
10	LUCY YANGO	Community Development Officer	Rs Mwanza
11	WILLHELMINA NKUNGA	Community Development Officer	Misungwi
12	THEOBALD MAGAYANE CRISPINE	Youth Development Officer	Ukerewe
13	MATHIAS ATHANAS	Entrepreneur, St. Augustine University	Mwanza
14	ZAWADI S KYANDO	Entrepreneur, St. Augustine University	Mwanza
15	MORIS CHITEMA	Youth Development Officer	Kwimba
16	SPECIOZA LUGANGE	Community Development Officer	Magu
17	AUDIPHAX KAMALA	Youth Programme Officer, Forumsyd	Mwanza
18	GLADNESS KASEKA	Lecturer, St. Augustine University	Mwanza
19	DENNIS WILLIAM BUHILYA	Community Development Officer	Sengerema
20	FARIDA SAID SINGANO	Community Development Officer	Misungwi
21	WIVINA W BYABATO	Community Development Officer	Kwimba
22	SYLVESTER JOTTA	Lecturer, St. Augustine University	Mwanza

23	SARA NTHANGU	Community Development Officer	Ilemela
24	LOOKAKA MEMIRIEKI LAIZER	Volunteer, Youth Sacco	Mwanza
25	RAMADHAN MSOKA JIMMY	Project Officer, Nabroho Society	Busega