



# RECOMMENDED SCHEME OF WORK FOR ENTREPRENEURSHIP TRADE SKILLS (JSS 1 – JSS 3)

*Implementation Framework for the New FG Skill-Based Education Curriculum- Powered by SkillUp Naija*

## **Approved Trade Subjects:**

- Solar PV Installation & Maintenance
- Fashion Design & Garment Making
- Livestock Farming
- Beauty & Cosmetology
- Computer Hardware & GSM Repairs
- Horticulture & Crop Production

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## **JSS 1: FOUNDATION STAGE (SELF-DISCOVERY & ENTREPRENEURIAL MINDSET)**

### **First Term (12 Weeks) – Introduction to Entrepreneurship & Self-Discovery**

**Objective:** Build entrepreneurial awareness, self-discovery, and understanding of skills as pathways to business excellence.

- Week 1: Introduction to Entrepreneurship/Skills Development – Definition & Importance
- Week 2: Characteristics of an Entrepreneur – Traits & Qualities
- Week 3: Meaning of Becoming an Entrepreneur – Steps to Starting Small Businesses
- Week 4: Discovering Your Passion, talents and Entrepreneurship Skills – From Hobbies to Money-Making Skills
- Week 5: Types of Entrepreneurship – Social, Business, Tech, Scalable & Large-Scale
- Week 6: Basic Concept of Business – Meaning & Classification
- Week 7: Forms of Business Ownership – Sole Proprietorship, Partnerships, Ltd. Companies
- Week 8: Practical Training – Classroom Mini Trade Fair (Buying & Selling Simulation)
- Week 9: Group Project – “My Passion Story” (Personal Strengths & Business Ideas)
- Week 10: Case Studies – Local Young Entrepreneurs
- Week 11: Revision

- Week 12: Examination
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## **Second Term (12 Weeks) – Entrepreneurial Mindset & Goal Setting**

**Objective:** Students will understand resilience, creativity, financial habits, and goal setting.

- Week 1: Introduction to Entrepreneurial Mindset
- Week 2: Learning from Failures – Stories of Local & Global Entrepreneurs
- Week 3: Goal Setting (SMART Goals) – Writing Personal & Academic Goals
- Week 4: Time Management – Balancing School & Business Ideas
- Week 5: Identifying Business Opportunities – Needs, Gaps, and Community Problems
- Week 6: Sources of Business Ideas – Observation, Experience, Environment
- Week 7: Basic Marketing Skills – Introduction & Importance
- Week 8: The 4Ps of Marketing – Product, Price, Place, Promotion
- Week 9: Group Work – Poster Design & Simple Promotions
- Week 10: Entrepreneurial Games & Class Business Challenge
- Week 11: Revision
- Week 12: Examination

## **Third Term (12 Weeks) – Business Planning & Financial Literacy**

**Objective:** Students will create simple business plans, practice record-keeping, and understand financial basics.

- Week 1: Why You Need a Business Plan – Purpose & Benefits
- Week 2: Components of a Simple Business Plan – Objectives, Marketing, Finance
- Week 3: Conducting Market Research & Identifying Target Customers
- Week 4: Budgeting Basics – Planning & Managing Allowances
- Week 5: Saving Culture – How to Save & Grow Small Funds
- Week 6: Record Keeping – Meaning & Importance
- Week 7: Types of Business Records – Sales Book, Cash Book, Stock Records
- Week 8: Source Documents – Receipts, Invoices, Bank Slips
- Week 9: Class Project – Mini Business Plan Draft
- Week 10: Peer Review & Group Presentations
- Week 11: Revision
- Week 12: Examination

## **JSS 2: EXPLORATION STAGE (EXPOSURE TO TRADE SKILLS & ENTREPRENEURSHIP PRACTICE)**

## **First Term (12 Weeks) – Small-Scale Business & Trade Skills Overview**

**Objective:** Students explore small-scale businesses and gain awareness of trade skill pathways.

- Week 1: Introduction to Small-Scale Business – Meaning & Features
  - Week 2: Types of Small-Scale Businesses – Agriculture, Services, Retail, Manufacturing
  - Week 3: Importance of Small-Scale Businesses – Employment & Local Development
  - Week 4: Steps to Start a Small-Scale Business
  - Week 5: Managing a Small Business – Customer Service, Simple Accounting
  - Week 6: Role of Mentorship in Skills Development
  - Week 7: Wealth-Creating Skills Overview
  - Week 8: Introduction to Six Core Trade Skills:
    - Solar PV Installation & Maintenance
    - Fashion Design & Garment Making
    - Livestock Farming
    - Beauty & Cosmetology
    - Computer Hardware & GSM Repairs
    - Horticulture & Crop Production
  - Week 9: Group Presentations – Skills & Business Connections
  - Week 10: Case Studies of Local Entrepreneurs
  - Week 11: Revision
  - Week 12: Examination
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## **Second Term (12 Weeks) – Hands-On Exposure to 6 Trade Subjects**

**Objective:** Students gain structured exposure to six practical trade subjects areas through interactive sessions, demonstrations, and guided practices.

**Additional Instruction:** Schools should **invite local artisans for short demonstrations** in each of the six trades. Also, learners should engage in **simple projects** to gain real exposure.

- Week 1: Workshop Safety & Tools
  - Week 2: Solar PV Installation & Maintenance – Basics of Solar Systems
  - Week 3: Fashion Design & Garment Making – Cutting, Sewing, Finishing
  - Week 4: Livestock Farming – Poultry, Rabbits & Small Ruminants
  - Week 5: Beauty & Cosmetology – Hair Care, Skin Care & Makeup
  - Week 6: Computer Hardware & GSM Repairs – Diagnostics & Servicing
  - Week 7: Horticulture & Crop Production – Gardening & Sack Farming
  - Week 8: Rotational Practical Sessions Across Skill Areas
  - Week 9: Continuation of Rotational Practicals
  - Week 10: Exhibition of Products & Services by Students
  - Week 11: Revision
  - Week 12: Examination (Project-Based: “My First Skill Experience”)
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## **Third Term (12 Weeks) – Financial Literacy, Capital & Customer Relations**

**Objective:** Students will review skills, learn financial basics, and practice customer engagement.

- Week 1: Sources of Business Capital – Savings, Loans, Cooperatives, Grants
  - Week 2: Strategies for Raising & Managing Capital
  - Week 3: Financial Management Basics – Budgeting, Cash Flow
  - Week 4: Business Law – Introduction & Importance for Entrepreneurs
  - Week 5: Customer Relations – Meaning, Elements & Retention
  - Week 6: Handling Customer Complaints – Role Play Exercises
  - Week 7: ICT & New Media Marketing – Social Media as a Tool for Small Business
  - Week 8: Peer Group Work – Business Idea Development
  - Week 9: Essay – “My Skill Choice & Why I Chose It”
  - Week 10: Mini School Trade Fair – Showcasing Business Ideas & Products
  - Week 11: Revision
  - Week 12: Examination
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## **JSS 3: SPECIALISATION STAGE (SKILL MASTERY, BUSINESS DEVELOPMENT & WIT)**

### **First Term (12 Weeks) – Specialisation (Set Up School Skills Incubation Workshops on Campus or off campus) & Advanced Entrepreneurship**

**Objective:** Students specialize in one trade skill+ Begin Hands-on practical's in Skills Incubation Workshop and learn advanced entrepreneurship concepts.

- Week 1: Orientation – Choosing Specialization Area
  - Weeks 2–9: Mastery Training in Chosen Track (One of Six Skills):
    - Solar PV Installation & Maintenance
    - Fashion Design & Garment Making
    - Livestock Farming
    - Beauty & Cosmetology
    - Computer Hardware & GSM Repairs
    - Horticulture & Crop Production
  - Week 10: Advanced Entrepreneurship – Innovation, Creativity & Business Models
  - Week 11: Peer Demonstration & Skill Testing
  - Week 12: Mid-Year Examination
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### **Second Term (12 Weeks) – Business Growth, E-Commerce & WIT Prep**

**Objective:** Students refine technical and entrepreneurial skills in preparation for Work Industrial Training (WIT).

- Week 1: Business Growth & Expansion – Internal & External Strategies
  - Week 2: Market Penetration, Diversification & Franchising
  - Week 3: Introduction to E-Commerce – Meaning, Types, Platforms
  - Week 4: Sales Techniques & Negotiation Skills
  - Week 5: Customer-Centric Selling & Closing Deals
  - Week 6: Business Ethics & Social Responsibility
  - Week 7: Work-Life Balance – Combining Schooling & Business
  - Week 8: Mock Skill Tests – School Level, Skill-Specific
  - Week 9: Orientation for **Work Industrial Training (WIT)** & Logbook Training
  - Week 10: Group Business Pitch Presentations
  - Week 11: Revision
  - Week 12: Examination
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### **Third Term (12 Weeks) – WIT program & Certification immediately after BECE examinations**

**Objective:** Students apply skills in real environments and complete final certification.

- Weeks 1–9: **Work Industrial Training Scheme (WIT)**
    - Placement: Workshops, Farms, ICT Labs, Fashion Studios, Solar Centres, Beauty Salons
    - Students maintain SkillUp Naija Logbook signed weekly by supervisors
  - Week 10: Submission of WIT Reports & Presentations
  - Week 11: Revision
  - Week 12: Final Skills Junior Basic Skills Certification Examination (SkillUp Naija)
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### **Recommended Textbooks:**

1. *Skills to Wealth* – Practical guide for teaching the 6 approved trade subjects.
2. *Entrepreneurship Skills* (Books 1–3) – Curriculum-based resources for JSS 1–3.