



**AJAYI CROWTHER UNIVERSITY, OYO**

# **ENTREPRENEURIAL EDUCATION**



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## MODULE TEN

### SOFT SKILLS, BUSINESS OPPORTUNITIES AND START UP KITS

P. O. OIKU

#### Introduction

Studies have shown that economic development of developing and developed countries are greatly influenced by the amount of entrepreneurs actively functioning in the society. In Nigeria, concentration has been mainly given to vocational skill training leaving less attention to soft skill training which is required by a prospective entrepreneur to convert his/her acquired vocational and theoretical skills into a business enterprise. These skills will enable an entrepreneur to be strategic in his/her approach to business and ever changing circumstances in the business environment.

*The illiterate of the 21<sup>st</sup> century will not be one who cannot read and write, but those who cannot learn, unlearn and relearn (Toffer, 1984).*

Furthermore, as an Entrepreneur there are three essential elements necessary to advance your entrepreneurial endeavours which are making money, starting & running a business and taking financial risks, the most constant among these elements in all businesses is risk taking, which makes risk taking not exclusive to just Entrepreneur, however one major challenge to prospective Entrepreneurs is not only to identify opportunities but also the start-up kits required to set up a business.

#### UNIT 1: OBJECTIVE OF MODULE

The objectives of the module are to:-

- Enable students identify their soft skills to help them select business enterprises that would best suit them and build around it.
- Familiarize students with various business opportunities and business environment challenges.
- Equip students with necessary requirements needed to start a small enterprise

## **Unit 2: Soft Skill Development**

Soft skills are a synonym for "people skills." The term describes those personal attributes that indicate a high level of emotional intelligence.

### **2.1 Key Soft Skills**

The following are the key soft skills needed by an individual to become an entrepreneur or a business man:

- 1) **Communication:** This involves Oral, written, and nonverbal means of processing and sharing information.
- 2) **Critical thinking:** Ability to evaluate ideas, self- criticism, constructive critique of others' ideas.
- 3) **Decision-making:** Using accurate information to determine action.
- 4) **Interpersonal:** Working and/or interacting well with others.
- 5) **Negotiation:** Using power tactics to arrive at agreement or compromise; cooperating with others.
- 6) **Problem solving:** Generating and implementing solutions to problems.
- 7) **Self-confidence:** Belief in one's competencies and/or abilities; lack of self- doubt.
- 8) **Self-management:** Ability to plan, execute, and monitor one's activities and goals.

### **2.2 Importance of Soft Skills**

Soft skills are important to an entrepreneur in getting and retaining clients. As client's perception of your networking abilities, etiquette and control can certainly help you as an Entrepreneur in gaining more patronage and referrals. Also, your problem solving abilities and work ethics will help you build a stronger relationship with clients, vendors and other business contacts. Highly developed soft skills can ultimately make you invaluable in the business world.

### **2.3 Emotional Intelligence Development**

Emotional Intelligence - EQ - is a relatively recent behavioural model, rising to prominence with Daniel Goleman's 1995 Book titled: 'Emotional Intelligence'.

Emotional Intelligence is increasingly relevant to organizational development and developing people, because the EQ principles provide a new way to understand and assess people's behaviours, management styles, attitudes, interpersonal skills, and potentials. Emotional Intelligence is an important consideration in human resources planning, job profiling, recruitment

interviewing and selection, management development, customer relations and customer service, and more.

### **2.3.1 Aspects of Intelligence**

For you as an entrepreneur to be successful, it requires the effective awareness, control and management of one's own emotions, and those of other people. EQ embraces two aspects of intelligence:

- Understanding yourself, your goals, intentions, responses, behaviour and all.
- Understanding others, and their feelings.

### **2.3.2 Emotional Intelligence Domain**

Goleman, 1995. identified the five 'domains' of EQ as:

1. Knowing your emotions.
2. Managing your own emotions.
3. Motivating yourself.
4. Recognising and understanding other people's emotions.
5. Managing relationships.

Emotional Intelligence embraces and draws from numerous other branches of behavioural, emotional and communications theories, such as NLP (Neuro-Linguistic Programming), Transactional Analysis, and empathy. By developing our Emotional Intelligence in these areas and the five EQ domains we can become more productive and successful in what we do, and help others to be more productive and successful too. The process and outcomes of Emotional Intelligence development also contain many elements known to reduce stress for individuals and organizations, by decreasing conflict, improving relationships and understanding, and increasing stability, continuity and harmony.

### Unit 3: Business Environment

The definition of business environment means all of the internal and external factors that affect how a business functions including employees, customers, management, supply and demand and business regulations. An example of a part of a business environment is how well customers' expectations are met.

#### 3.1 Factors that influence a business environment

- 1) **Political:** Political factors includes how regulations and policies imposed by your national or local government might affect the way you conduct your business. For example, import and export tariffs may make it difficult or uneconomical to transact business with certain countries. At a local government level, there may be restrictions on the kind of businesses permissible in certain locations, while in certain sectors of the economy, lobbying may be more or less prevalent.
- 2) **Economic:** The strength and performance of the local, national and international economy can all impact a business, presenting both opportunities and threats. Different types of taxation and other duties can also hit your bottom line hard, so a deep understanding of the fiscal environment is essential in order to prepare viable financial forecasts.
- 3) **Sociological:** Sociological attitudes and profiles are constantly changing. Developing a demographic profile of your consumer base will help you understand what motivates them. Keeping abreast issues such as gender bias, ethnic origin and religion, as well as being conscious of social norms and lifestyle expectations, can help you with your marketing strategy.
- 4) **Technological:** The only thing permanent about technology is change. With advances in technology developing at a seemingly unstoppable rate, keeping up-to- date with changes could help you develop a market advantage in the face of competition. Technological change is most evident in how we communicate, with smart phones and tablet computers becoming commonplace. As a business owner, you should look at ways to harness technological potential to identify and service new and emerging markets.
- 5) **Legal:** Businesses across the world operate in a web of legal obligations and restrictions. Some of these relate to internal obligations such as those dealing with health and safety, while others have a wider impact on matters as diverse as waste and environmental management, import and export restrictions and or consumer protection laws. As part of your PESTLE

analysis, you should develop a broad knowledge of all legislation that impacts your business to minimize the risk of non-compliance leading to litigation.

- 6) **Environmental:** Environmental concerns have become important in recent years, with the wider impact of doing business increasingly recognized by consumers as a factor in their buyer behaviour. Responsible business owners should look for ways to minimize the environmental impact of their operations. For example, many businesses are looking for ways to lower the impact of their energy consumption. The positive effect of a responsible environmental attitude is that it may attract new customers who prefer to purchase more ethically derived products.

### **3.2 Challenges facing business environment**

Nigeria is the most populous nation in Africa, with an estimated population of 150 million people. Over the last few years the Nigerian economy has grown at a steady pace, as shown by the recent GDP rebasing of the economy which has led to more than 80% growth in the economy. Nigeria is a country blessed with human, mineral and natural resources, making her a viable hub for various business activities as well as investments, thus making her the toast of every entrepreneur and investor all over the world. Despite the growth of the economy and the potential of great business opportunities, Nigeria still has some challenges that can affect an entrepreneur or investor who plan to do business in the country.

Below are the various problems or challenges that an entrepreneur or investor who plans to do business in the country could face.

- 1) **Lack of Enabling Environment and Infrastructure:** The Nigerian business environment lacks basic amenities and infrastructure that aids and helps business development and survival. For example, if an investor intends to start or set up a production firm, he or she will find out that they need to provide their building, water supply, logistics and other amenities needed. This in the long run leads to more money being spent on the business and increase the time frame needed to start.
- 2) **Power Outage:** A major problem facing even established companies and organizations in Nigeria. So far, government has not been able to find a lasting solution to the power situation in the country which affects the big organizations including the multinationals down to the one man business such as the barbers or tailors who depend on power to run their business.



The solution to this is to get solar plants or a generator which in turn leads to a lot of money spent by the business for their purchase, even before any sale or production has been done.

This not only affects the business as money that could have been spent to improve the other areas of the business are spent on generator and fuel, but also the end product of whatever the business produces becomes more expensive to the final consumer as the business has to make sure they do not lose.

- 3) **Poor Transport Network:** Most organizations and companies locate their businesses near their source of materials or market to help save cost and time. But in cases where this is not possible, the problem of transportation will come up. Nigeria does not have a good transport network, most roads are not in good shape and the railways and waterways have not been fully established.

The problem a company will face is getting their goods from their warehouse to their consumers. There have been incidents where products of companies have been stuck on the roads for days because of bad roads that have either made it difficult for the goods to get to their destinations or have damaged the carriers of the goods.

This can lead to great losses to companies as perishable goods are affected in such situations.

- 4) **Poor Access to Funds:** Finance and funding is a major aspect of starting or setting up a business. Money is needed to buy materials, suppliers, equipment, pay staff and lots more. In Nigeria, funding is a major problem especially if an entrepreneur does not have enough money to kick start the business.

The banks that should help investors are not willing to give start-ups or new businesses loans because they do not believe in them or feel they have no experience and do not trust them.

Where such start-up companies or entrepreneurs are fortunate to get financial institutions to assist and support them, there is the issue of interest rate or collateral to contend with.

Banks usually place high interest rates on loans they want to give their customers. Another problem is that the payback period is usually short which will make it almost difficult for the business to pay back within the stipulated time.

- 5) **Not Enough Government Support:** Often, people have complained of government not doing enough to help start-up businesses or entrepreneurs in general. To start a business, you need to register the business and provide all information of the business. People have often complained of the cost of such registration and the administrative bottlenecks involved in registering the business, which leads to a delay in the business starting on time. There are also the problems of high taxes and duties placed on the business. These are some of the problems one will encounter when trying to start a business in Nigeria. With proper planning and

patience one can overcome these problems and grow a successful business from a start-up to a conglomerate.

#### **Unit 4: Becoming an Entrepreneur: [Be Focused].**

Abreast with the theoretical, vocational and soft skills, you can go ahead to become an Entrepreneur of your dreams by considering some specific practical steps.

##### **4.1 Choosing Your Business Endeavour**

Decide on what you want to do or build on what you have attained as a vocation. You can decide to be a trader such as buying and selling of shoes, clothes, electronics, vehicles or a service provider such as establishing a Restaurant, Bar, salon, or take up vocational jobs such as Electrical Works, Carpentry, Barbing, Welding and Fabrication, Power regeneration and Air conditioning, Motor Mechanic or become a professional Entrepreneur as a Lawyer, Civil Engineer, Surveyor, Laboratory Technologist, Accountant, Stock Broker, realtors, Chemist, marketing and Management Consultants, etc. Your endeavor may as well be in the area of Agriculture, snail farming, vegetable farming, fish farming and piggery or in the area of mining, manufacturing or construction.

The bottom line is you can be Entrepreneur in any field of endeavor. Moreover as an entrepreneur you can be anything and you can also be a contractor for everything or a general contractor, depending on your method and the category of the business registration.

##### **4.2 Registration of business:**

Of course before getting to this stage you must have had an idea of the business you intend going into, or the type of vocation you have acquired on which you want to build. Thereafter you proceed to register the business. All you do is choose a name for your business and get a Lawyer or do it yourself if you can spare the time. A lawyer or consultant will take a fee for their services. If you are to do it yourself, all you need do is proceed to Cooperate Affairs Commission or Ministries of Trade where they can register your business.

You can register as a Private Limited Liability Company or as an Enterprise or just a business name. Whichever registration type you choose it should be suitable for an Entrepreneurship endeavour.

### **4.3 Some Entrepreneurial Opportunities in Nigeria**

There are various entrepreneurial opportunities in Nigeria, we are going to start by highlighting the various Vocational skills being taught in Ajayi Crowther University, Oyo then identify, describe and list the requirements for starting a selected number of business enterprises you can venture into **4.3:1 Vocational Skills Taught in Ajayi Crowther University.**

- Catering and Confectionaries.
- Event management and Decoration.
- Beads, Shoes and Bag making.
- Fashion designing.
- Making of Household consumables.
- Mechanical and Auto training.
- Electrical works and Wiring.
- Masonry and Block making.
- Wood works and Carpentry.
- Metal works and Welding.
- Paint making and Tilling.
- Creative Arts.
- Farming and Horticulture.
- Alternate Energy.

The above listed vocational skills are the current skills been taught in the university but not limited to as they are revised annually based on the projected viability.

#### **4.3:2 Suggested Investment Opportunities.**

- **Production Of Poultry Table Eggs**

Establishment of poultry egg farm will create some means of livelihood for many Nigerians to earn their living. Apart from this, egg consumption represent one of fastest means of obtaining body nutrient requirement since poultry eggs contain vitamins, proteins and minerals needed for

body building. Additionally, it will assist both investors and prospective entrepreneurs to attain some level of economic independence.

The land requirement for poultry project is minimal. This means that the project can be established with ease. The project also gives room for flexibility. This is, one can start at small scale level and graduate to large scale level.

### **Raw Materials**

Day old chicks or point of lay birds, feeds and essential poultry drugs.

### **Process of Technology**

The birds are kept in battery cages and fed with layers mach in order to lay eggs on daily basis. Water supply must also be constant and adequate. The environment must be kept clean by way of regular disposal of waste, disinfecting the cages, the poultry house.

### **Plant and Machinery**

These include cages; mini feeds mills and egg crates.

### **Investment Requirements**

1. Plant and Machinery
2. Land/Building (Rent)
3. Working Capital
4. Pre-Investment Cost

### **Appropriate States for Investment**

All States of the Federation

- **Powdered Fufu Industry**

Since the beginning of the prevailing economic crunch in Nigeria, many indigenous organizations and individuals have successfully researched into production of small scale mechanized machineries for the production of agricultural and agro-allied products such as yam flour, garri,

fufu, starch, vegetable, oil, fruit juice, wine, maize flour and a host of others. Efforts are equally geared towards achieving effective preservation systems.

One of the most successful results of such developmental efforts is the processing of cassava paste into powder to prolong its shelf life and to make it suitable for patronage of a large number of people including those who resent the putrefactive odour of the wet drying technique. Fufu is popular among Nigerians, most especially, among the urban dwellers. It is like garri, a carbohydrate diet. Its high demand undoubtedly will result in marketability of the products of this industry.

### **Raw Materials**

The main raw materials is cassava (tapioca)

### **Plant and Machinery**

This consists mainly of cassava grater, fermentation tank, granulator, sifter, grinder and dryer.

### **Process Technology**

The processing involves tuber peeling, washing, steeping, to fermentation for 3 days, pulping, sieving, repeated washing (about 4 times to deodorize). Drying, milling and sifting. The fermentation is essential as the breakdown of cyanic acid content takes place at this stage and is eliminated during the repeated washing. The decanted cassava mash is then charged into the dryer, or dried with solar energy.

The dried fufu is milled to fineness, sieved and treated with preservative chemicals before packaging into bags. The product obtained through this process has a shelf life of about 6 months.

### **Investment Requirements**

1. Plant and Machinery.
2. Land/Building (Rent).
3. Working Capital.
4. Pre Investment Cost.

## **Appropriate States for Investment**

Rivers, Cross Rivers, Imo, Anambra, Ondo, Edo, delta, Lagos, Ogun, Oyo, Kwara, Benue, Kogi, Pleateau, Abia, Niger, Kaduna, Taraba, Adamawa States and FCT.

- **Shoe Making Plant**

The ailing state of the economy had made recourse to local production of formerly imported items mandatory. Among the items that have found spectacular use in the country are locally produced shoes. The demand for the shoes is heightened by a number of factors. These include increasing cost of import and the development of local expertise in shoe manufacturing. In this vein, a project combining both the art of shoe making and mending will be profitable in the country.

### **Plant and Machinery**

These include sewing and cutting machines, punchers, and shoe laces of different sizes, lacing pliers, scissors, hammers, show glasses and shelves for displayers of finished goods.

### **Investment Requirements**

1. Plant and Machinery
2. Land/building (rent)
3. Working Capital
4. Pre Investment Cost

## **Appropriate States for Investment**

All states of the federation

- **FISH SMOKING**

Fish is one of the most important sources of animal's protein in Nigeria today. Fish proteins are particularly rich in essential amino acids and also contain minerals as well as vitamins protein of fish origin is relatively cheaper than other sources of animal proteins.

Nigeria is endowed with an extensive coastline, numerous creeks and good network of rivers and streams. It therefore possesses a great potential for fish production through catches from the wild as well as fish farming to bridge the wide gap between demand and supply.

Post-harvest losses, particularly at the fish retail marketing level is however colossal because fish is a highly perishable product. Poor preservation methods are adopted after capture and during transportation from the rural areas to the urban centres where the demand for fresh fish is high. At ambient temperature, losses are estimated at about 45% of total body weight of fish.

The development of a quality fish product which is microbiologically safe and acceptable to the Nigerian consumers cannot be over-emphasized. The fact that enzymes activities in fish are sensitive to temperature changes makes preservation by smoking one of the most acceptable methods of prolonging the shelf life of fishery products.

### **Raw Materials**

Fish especially bonga/sardinella

### **Plant and Machinery**

National Institute of Marine Oceanography Research's smoking kiln or any standard fabricated smoking kiln,

### **Investment Requirements**

1. Plant and Machinery.
2. Land and Building.
3. Pre-investment Cost.
4. Working Capital.

### **Appropriate States for Investment**

Adamawa, Kogi, Rivers, Cross River, Imo, Anambra, Ondo, Oyo, Yobe, Plateau, Benue, Lagos, Ogun and Kwara States.

#### **• Production of Insect Repellant Lotion**

Insect repellents are fast becoming important products in the Cities. This is because of the increasing population coupled with scarcity of accommodation and the perennial increase in waste generation that encourages the breeding of insects. With the cost of imported material, it is

evident that effective insect repellent locally produce will find adequate and sustainable market in both the urban and rural areas.

The repellent to be produced by this plant will protect users against attack by insects such as mosquitoes, ticks, bed bugs, lice, gnats and a host others that attack both man and other mammals. Their attacks invariably lead to diseases apart from their pinching, stinging or irritating bites which are sometimes painful and sore.

### **Raw Materials**

The main raw materials are paraffin wax or liquid, glycerin and or petroleum jelly depending on the type to be manufactured. Others are pyrethrum biroxide extracts and boric or lactic acid as active ingredients, paperonyl biroxide as synergist, perfume, colourants and water. The local raw materials make up 70% of the ingredients.

### **Plant And Machinery**

These include a scale, wax melting kettle/mixer and filling machine.

**Process Technology** This involves:

- Chunking of wax into bits and charge into boiler
- The melted wax is allowed to cool
- The already weighed ingredients are added, stirred to effect homogenous lotion. It is ready for bottling or for use.

### **Investment Requirements**

1. Plant and Machinery.
2. Land and Building (rent).
3. Working Capital.
4. Pre-investment Costs.

### **Appropriate States for Investment**

All States of the Federation



- **Manufacturing Of Handkerchief**

Nigeria, because of the high temperature provides a flourishing market for handkerchiefs. The heat generated by the sun makes people sweat profusely. Even those having access to air cooling facilities such as air conditioners still prefer to use handkerchiefs as it is regarded by the high class people as part of dressing.

In view of this, handkerchief is always in high demand to the Country. Most handkerchief producing concerns in the country are presently enjoying a bounty demand. Therefore, there is ample investment opportunity for handkerchief production in Nigeria. This is more so as the textile mills in the Country produce fashionable clothes that can successfully be cut to produce handkerchief.

### **Raw Materials**

The basic raw material for handkerchief production is specially designed cotton cloths that are produced by the local textile mills, thread and other decorating materials.

### **Plant and Machinery**

The basic materials needed are whipping machine, cutting machine, trimming machine, scissors and sealing machine.

### **Process Technology**

The cutting and trimming machines cut the materials to a standard size as they are set out on the machines while the whipping is done automatically after setting the thread.

The finished handkerchiefs are then packed in tens as desired per packet, sealed on the sealing machine and ready for sale

### **Investment Requirements**

1. Plant and Machinery. 2. Land/Building (rent).
3. Working Capital.
4. Pre-investment Cost.

**Appropriate States for Investment** All States of the Federation.

- **Production Of Cockroach Powder**

Cockroach powder is formulated to kill cockroaches. The role of cockroaches are vectors of diseases, including cholera has been well recognized. In addition to this, the insect destroys clothes, shoes, books and other valuable items.

The production of cockroach powder can be undertaken on a tiny or cottage scale and sold to localities around the area of manufacture. It can be produced in conjunction with grain protection powder used for protection of cereals against the attack of pest.

This has the advantage of creating diversified market.

### **Raw Materials**

The active ingredient in the formulation is pyrethrums which provide rapid knock down and death of cockroaches. The material is of low mammalian toxicity and will therefore not pose a threat in the domestic circles.

Addition of piperonylbutoxide provides a synergistic effect to the extract. Other materials are boric acid, any filler, preferably talc because of its availability and compatibility with pyrethrum extract.

### **Plant and Machinery**

The major facilities required are a powerful mixer, weighing machine and pulverizer.

### **Process Technology**

The basic formulation for an effective cockroach powder is:

25% pyrethrum	0.8% Piperonyl butoxide	2.0%
Boric acid		47.2%
Talc		50%

The filler must be ground to fine powder. It can be bought in the market in powder form to facilitate production. The necessity of purchasing a pulverizer to ground coarse particles too would have been avoided.

The filler is weighed into the mixer. Boric acid, piperonylbutoxide and pyrethrum extract are measured out into the mixer. Boric acid, piperonylbutoxide and pyrethrum extract are measured out into the mixer. The bulk is blended and packaged into 100gm packets.

### **Investment Requirements**

1. Plant and Machinery.
2. Land and Building.
3. Pre-investment Cost.
4. Working Capital.

**Appropriate States For Investment** All States of the Federation.

- **Corn/Flour Mill**

Corn is produced in abundance in most States in Nigeria. However, throughout many parts of the Country, corn is often scarce during certain periods of the year. This scarcity is due largely to the lack of adequate preservation methods for the product after the harvesting period. To reduce this considerably, processing of corn into flour should be encouraged.

Corn flour meal is popular among the various ethnic groups in Nigeria. Certain establishments require constant supply of the flour. These include Food Canteens, Super Markets, Market Women, Hotels, Schools and Individuals. Hygienically packed flour could be exported to some foreign Countries.

### **Raw Material**

The major raw material is maize.

### **Process Technology**

The corn grains are put into steaming tank. The steamed grains are fed into the drier followed by milling and sieving. The flour produced are fed into bags and packaged for sale.

### **Plant And Machinery**

Corn Sheller, Steamers, Drier, Miller, Siever, Packing Machine and Sealer.

## **Investment Requirements**

1. Plant and Machinery.
2. Land and Building.
3. Pre-investment Cost.
4. Working Capital.

## **Appropriate States for Investment**

Oyo, Ogun, Osun, Taraba, Imo, Kaduna, Anambra, Cross River, Kwara, Ondo, Edo, Delta, Kogi, and Rivers States.

- **Mechanised Melon Shelling Plant**

Melon production in Nigeria is on the increase due to series of multiplication efforts by Farmers. However, a major problem to melon utilization in the Country has been the shelling of the dry seeds at industrial level. Until recently, melon shelling is manually done. This has been acting as a disincentive to melon farmers in addition to slowing down of industrial processing of the product for melon oil (MLO) and melon cake (MKL).

Establishment of melon shelling units in major producing areas will lead to increase in industrial, domestic and export potentials of the crop. This is further encouraged by the breakthrough recently recorded in efficient melon Sheller fabrication locally.

## **Raw Material**

The major raw material is melon seed

## **Process Technology**

Melon shelling involves a moderate technology. The major aspect of this work are shelling and winnowing of melon seeds by the melon sheller.

## **Plant and Machinery**

A 2.4 melon sheller per day with a cleaning unit is the main machinery required for this project.

### **Investment Requirement**

1. Plant and Machinery.
2. Land and Building.
3. Pre-investment Cost.
4. Working Capital.

### **Appropriate States for Investment**

Benue, Rivers and Cross Rivers States.

- **Palm Wine Bottling**

Fresh palm wine, which is obtained from the sap of palm tree, is a sweet and nutritious drink, it contains water soluble vitamins such as ascorbic acid and pyridoxine. The fresh sap serves as a refreshing drink and a number of small scale pasteurization industries have been established in many parts of the Country.

While the fresh palm wine could be preserved, bottled and sold in the same way as soft drinks, the fermented palm wine serves as a base for the distillation of homemade gin, the production and sale which is now a major industry in Nigeria. The growing demand for bottled palm wine cannot be over emphasized and stems mainly from the nutritious value of the product and the increasing cost of conventional alcoholic drinks from malt or malted sorghum. The high and rising demand indicated that small scale ventures in palm wine bottling is bound to be profitable.

### **Plant and Machinery**

These include filter, pasteurizing and cooking units.

### **Raw Materials**

Fresh sap of palm trees, preservations and packaging materials such as bottles.

### **Investment Requirement**

1. Plant and Machinery.
2. Land and Building.

3. Pre-investment Cost.
4. Working Capital.

### **Appropriate States for Investment**

Rivers, Cross Rivers, Imo, Anambra, Ondo, Delta, Edo, Lagos, Ogun, Osun and Oyo States.

- **Rice Milling And Polishing**

Rice is grown in various parts of the country most especially the rain forest zones. The traditional method of processing this commodity is inefficient and normally results in the presence of foreign particles in the processed rice. This, obviously, reduces the acceptance by the elite who favour imported, well processed rice.

This development can be stalled if adequate attention is given to the local processing of our rice. Since the technology for rice milling and polishing is available locally, the activity can form the basis for a virile small scale industry in Nigeria.

### **Raw Material**

Unpolished Rice

### **Plant and Machinery**

Rice miller with in-built polisher, Diesel engine 16H.P (water cooled) and Rice Destoner.

### **Process Technology**

Rice with its embodied shaft is poured into water to separate the immature grains from the matured grains. The bad ones float and are removed. The paddy rice is parboiled at 100<sup>0</sup>C and preserved for about two days after which the rice is boiled for another 45 minutes followed by sun drying.

After a day or two, the dried rice is fed into the milling machine to separate the shaft from the rice. The separated rice is passed to the de-stoning unit where the stones are filtered off. The rice grains are fed into polishing chamber of the machine after which it is ready for packaging. The waste, which is the shaft, are gathered and sold to poultry feed mills.

## **Investment Requirements**

1. Plant and Machinery.
2. Land and Building.
3. Pre-investment Cost.
4. Working Capital.

## **Appropriate States for Investment**

Osun, Ogun, Kaduna, Niger, Plateau, Benue, Anambra, Imo, Kwara and Kogi States.

## **Unit 5: Summary of the Module**

This module has described what soft skills are and the need for an entrepreneur to possess them to achieve consistency in business, also the need for prospective entrepreneurs to identify their strengths and weaknesses before embarking into a business enterprise.

Furthermore, the basic concept of a business environment and factors that influence it were discussed and various business opportunities and requirements needed to start up the business enterprise.

## **Unit 6: Assessment of the Module**

As an entrepreneur about to start a business enterprise, list five factors that will influence you starting the business?

1. As a prospective entrepreneur why do you need soft skills?
2. As a prospective entrepreneur list five soft skills you possess?
3. What is emotional intelligence and how does it affect you as an entrepreneur?
4. As a prospective entrepreneur name two business that are visible in Oyo state and why?
5. What are the requirements for starting a powdered fufu industry?
6. What are the plant and machinery needed for rice milling industry?
7. How many vocational skills are currently running in Ajayi Crowther University, list five?

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