## Entrepreneurship to Leadership (Micro-credential)

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| **Title** | Entrepreneurship to leadership (Micro-credential) | | |
| **Level** | 3 | **Credits** | 10 |
| **Purpose** | The purpose of this micro-credential is to provide a credential that recognises introductory skills and knowledge in entrepreneurship required by people who are working/exploring to work in a business context. This micro-credential builds on from the Introduction to Entrepreneurship micro-credential.  This micro-credential will provide introductory skills and knowledge in culturally responsive practices, leadership strategies and problem-solving techniques for learners working/exploring business opportunities.  This micro-credential may be used in programmes leading to the New Zealand Certificate in Leadership (Level 3) [ref: XXXX v1]. It may also contribute towards other service sector qualifications at level 3 and above. | | |
| **Component** | This micro-credential is broken into 2 components. This is component 1 which focuses on Culturally conscious communication in leadership. | | |
| **Learning outcomes** | On successful completion of this component, learners/ākonga will be able to:   * Apply effective communication strategies that reflect cultural awareness and social responsibility in leadership situations. | | |
| **Content** | Learning outcome 1   * Culturally responsive practices * Evaluation skills to a Product/service * Unique selling Proposition (USP) * Presenting skills * Negotiating skills * Selling skills * Social Responsible Communication | | |
| **Delivery Methods** | Online, distance, or in person, or a combination of these. | | |
| **Resources** | Legislation relevant to this skill standard may include but is not limited to: Consumer Guarantees Act 1993, Fair Trading Act 1986, Harmful Digital Communications Act 2015, Health and Safety at Work Act 2015, Human Rights Act 1993, Privacy Act 2020. Available from <https://www.legislation.govt.nz/> | | |
| **Assessment methods** | Assessment methods may be conducted in a workplace or simulated training environment. | | |
| **Assessment Standard** | No standards | | |

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| **Level** | 3 | **Credits** | 10 |
| **Component** | Component 2 of this Micro-credential focuses on decision-making through effective problem solving | | |
| **Learning Outcomes** | On successful completion of this component, learners/ākonga will be able to:   * Contribute to decision-making and/or solution-building within own contexts and responsibilities. | | |
| **Content** | * Problem solving strategies * Leading self and others * Foundation business skills * TIE – (throughput, Inventory, Expenses). * Profit, Sale | | |
| **Delivery Methods** | Online, distance, or in person, or a combination of these. | | |
| **Assessment methods** | Assessment methods may be conducted in a workplace or simulated training environment. | | |
| **Assessment Standard** | No standards | | |