



## ENTREPRENEURSHIP & SMME DEVELOPMENT PROGRAMMES

### 1. EXECUTIVE SUMMARY

SMMEs remain the central engine of African economic growth, accounting for up to 80% of employment and forming the backbone of national livelihoods. However, many African enterprises struggle with access to finance, weak business management capacity, poor financial literacy, non-compliance with legal obligations, limited markets, and insufficient resilience to economic shocks.

NC Consultants has developed a comprehensive and industry-aligned portfolio of Entrepreneurship & SMME Development Programmes designed to address these gaps, strengthen the entrepreneurial ecosystem, and support national socio-economic objectives.

This proposal seeks the partnership of African Ministries and organizations to nominate participants from key programmes, sponsor grassroots entrepreneurs, and integrate our training into national enterprise development strategies.

### 2. RELEVANCE TO AFRICAN GOVERNMENT MANDATES

Our programmes respond directly to the pressing economic needs prioritized in:

- National Development Plans (NDPs)
- Youth and Women Empowerment Strategies
- Industrialization and Enterprise Development Policies
- Financial Inclusion and Microfinance Frameworks
- Revenue Mobilization and Tax Compliance Strategies
- Local Economic Development (LED) initiatives
- MSME Competitiveness and Innovation Strategies

Your Ministry/Organization will benefit from a scalable training model that strengthens the SMME sector, increases formalization rates, improves tax compliance, enhances community resilience, and empowers marginalised groups.

### 3. PROGRAMME PORTFOLIO

Below is the list of core training offerings—as provided—aligned with Africa's enterprise development priorities:

#### a. Entrepreneurship & Business Development Core Courses

- Entrepreneur and Entrepreneurship
- How to Get Started as an Entrepreneur
- Entrepreneurship and Leadership Tool Box
- Entrepreneurship in Emerging Economies
- Growth Strategies for Entrepreneurship and SMMEs
- Managing SMMEs
- Strategic Management for SMMEs
- Managing and Securing Funding for SMMEs

#### b. Financial Management & Credit Administration Courses

- Credit Administration, Monitoring & Control
- Credit Administration & Small Business Management
- Basic Accounting and Finance for SMMEs
- Managing Finance as an Entrepreneur
- Financial Administration & Stewardship for SMMEs
- Fundraising & Money Management Methods
- Entrepreneurship Development: Micro Credit and Finance
- Project Planning & Implementation for SMMEs
- Leading and Managing Micro Finance Ventures/Projects
- Foreign Exchange Management for SMMEs

**c. Legal, Governance & Compliance Courses**

- Legal Risk & Good Governance for SMMEs
- Legal Perspective of Micro-Lending & Microfinance
- Tax Administration & Accountability for SMMEs

**d. Risk Management, Resilience & Operational Efficiency**

- Financial & Operational Risk Management for Entrepreneurs
- Project Management for Entrepreneurship
- Leadership & Management of Organizational Change in SMMEs

This portfolio complements your annual training calendar and offers diverse entry points for Ministries to place candidates based on specific development objectives.

**4. WHY MINISTRIES & ORGANIZATIONS SHOULD ENROLL PARTICIPANTS**

**4.1 Strengthens Institutional Economic Mandates**

Your participation contributes directly to national pillars of innovation, poverty reduction, employment creation and sustainable development.

**4.2 Builds a Competent, Bankable and Tax-Compliant SMME Sector**

Our modules teach entrepreneurs how to manage finances, credit, taxation and governance—leading to improved national revenue performance.

**4.3 Enhances Economic Resilience and Reduces Business Failure Rates**

Participants gain risk management, financial stewardship and resilience building skills that increase enterprise survival.

**4.4 Promotes Youth & Women Economic Inclusion**

Ministries can nominate young innovators, women entrepreneurs and community groups—supporting inclusive national development.

**4.5 Improves Access to Finance & Investment Readiness**

Training on fundraising, microfinance, credit management, investor pitching and financial planning enhances enterprise bankability.

**4.6 Supports National & Regional Development Policies**

Every module in your portfolio strengthens LED, microfinance ecosystems, industrialization objectives and SME competitiveness.

**4.7 Offers Practical, Hands-On, Localized African Training**

Real-life African case studies, simulations, and tools ensure participants can immediately apply skills to their enterprises.

**5. EXPECTED OUTCOMES FOR PARTICIPANTS AND MINISTRIES**

**Participants Will:**

- Develop investor-ready business plans and funding proposals
- Strengthen financial management and record-keeping
- Understand compliance, governance and tax obligations
- Become more creditworthy and attractive to funders
- Strengthen leadership and entrepreneurial skills
- Gain operational efficiency and risk mitigation skills
- Navigate foreign exchange, microfinance, and export opportunities

**Ministries Will Benefit Through:**

- A stronger SME sector contributing to national GDP
- Enhanced job creation and income generation in communities
- More formalized, tax-compliant businesses
- Improved national competitiveness
- Stronger microfinance and enterprise support institutions
- A more innovative, resilient and sustainable local economy

## 6. WHY PARTNER WITH NC CONSULTANTS?

- Centre of Excellence in Enterprise Development
- We are specialists with extensive experience training entrepreneurs, SMMEs, cooperatives and microfinance institutions across Africa.
- Highly Experienced Facilitators
- Our trainers are qualified experts with strong business, financial, legal and enterprise development backgrounds.
- African-Centric Curriculum

Our courses reflect African realities, opportunities and economic constraints—ensuring relevance and direct applicability.

- **Flexible & Accessible Delivery**

- ✓ On-site (ministry/institution-based training)
- ✓ Public cohort sessions (based on your calendar)
- ✓ Virtual instructor-led courses
- ✓ Blended programmes

- **Practical Tools, Templates & Mentorship**

Participants receive business templates, compliance guides, financial tools and post-training advisory support.

## 7. STRATEGIC IMPACT FOR NATIONAL DEVELOPMENT

By enrolling participants into this year's Entrepreneurship & SMME Cohort, Ministries will directly support:

- Increased formalization of small enterprises
- Stronger entrepreneurial ecosystems
- Improved business survival and profitability
- Reduction in youth unemployment and poverty
- Enhanced gender equality in enterprise development
- Strengthened tax and financial governance
- Higher levels of local production and industrialization

This creates sustainable, long-term national economic transformation.

NC Consultants invites your Ministry/Organization to take advantage of our annual programme calendar by nominating officials, youth beneficiaries, entrepreneurs, cooperatives and community groups to participate in our Entrepreneurship & SMME Development programmes.

We can also customize an institutional cohort specifically for your Ministry if desired.

This is the right moment to invest in building a stronger, agile and future-ready African SMME sector.

## ENTREPRENEURSHIP & SMME's PROGRAMMES

CODE	COURSE	DURATION	JAN 2026 –JAN 2027
SM 01	Credit Administration, Monitoring & Control	10 Days	05 Jan – 16 Jan 2026 11 May – 22 May 2026 18 Aug - 29 Aug 2026 30 Nov – 11 Dec 2026 28 Dec – 08 Jan 2027
SM 02	Entrepreneurship Leadership Tool Box	10 Days	19 Jan – 30 Jan 2026 15 Jun – 26 Jun 2026 12 Oct – 23 Oct 2026 07 Dec – 18 Dec 2026 18 Jan – 29 Jan 2027
SM 03	Credit Administration & Small Business Management	10 Days	05 Jan – 16 Jan 2026 04 May – 15 May 2026 31 Aug – 11 Sep 2026 30 Nov – 11 Dec 2026 11 Jan – 22 Jan 2027
SM 04	Entrepreneurship in Emerging Economies	10 Days	12 Jan – 23 Jan 2026 20 May – 29 May 2026 26 Oct – 06 Nov 2026 18 Jan – 29 Jan 2027
SM 05	Fund Raising & Money Management Methods	5 Days	05 Jan – 09 Jan 2026 01 Jun – 05 Jun 2026 19 Oct – 23 Oct 2026 14 Dec – 18 Dec 2026 04 Jan – 08 Jan 2027
SM 06	Financial and Operational Risk Management for Entrepreneurs	10 Days	19 Jan – 30 Jan 2026 27 Apr – 8 May 2026 07 Dec – 18 Dec 2026 11 Jan - 22 Jan 2027
SM 07	Managing SMME's	10 Days	12 Jan – 23 Jan 2026 06 Jul – 17 Jul 2026 26 Oct – 07 Nov 2026 04 Jan – 15 Jan 2027
SM 08	Legal Risk & Good Governance for SMME's	10 Days	12 Jan – 16 Jan 2026 13 Jul – 17 Jul 2026 16 Nov – 27 Nov 2026 28 Dec – 01 Jan 2027
SM 09	Foreign Exchange Management for SMME's	5 Days	19 Jan – 30 Jan 2026 27 Apr – 8 May 2026 07 Dec – 18 Dec 2026 11 Jan - 22 Jan 2027
SM 10	Leadership & Management of Organizational Change in SMMEs	10 Days	05 Jan – 16 Jan 2026 04 May – 15 May 2026 16 Nov – 27 Nov 2026 04 Jan – 16 Jan 2026
SM 11	Managing and Securing Funding for SMME's	10 Days	12 Jan – 23 Jan 2026 23 Feb - 06 Mar 2026 07 Sep - 18 Sep 2026 23 Nov – 04 Dec 2026 04 Jan – 15 Jan 2027
SM 12	How to get Started as an Entrepreneur	5 Days	05 Jan – 09 Jan 2026 29 Jun – 03 Jul 2026 09 Nov – 13 Nov 2026 14 Dec – 18 Dec 2026

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<b>CODE</b>	<b>COURSE</b>	<b>DURATION</b>	<b>JAN 2026 –JAN 2027</b>
SM 13	Entrepreneurship Development: Micro Credit and Finance	10 Days	12 Jan – 23 Jan 2026 27 Apr - 08 May 2026 24 Aug - 04 Sep 2026 30 Nov – 11 Dec 2026 04 Jan – 15 Jan 2027
SM 14	Entrepreneur and Entrepreneurship	10 Days	19 Jan – 30 Jan 2026 08 Jun – 19 Jun 2026 05 Oct – 16 Oct 2026 23 Nov – 04 Dec 2026 28 Dec – 08 Jan 2027
SM 15	Project Management for Entrepreneurship	10 Days	05 Jan – 16 Jan 2026 04 May – 15 May 2026 16 Nov – 27 Nov 2026 04 Jan – 16 Jan 2026
SM 16	Basic Accounting and Finance for SMME's	10 Days	12 Jan – 23 Jan 2026 23 Feb - 06 Mar 2026 07 Sep - 18 Sep 2026 23 Nov – 04 Dec 2026 04 Jan – 15 Jan 2027
SM 17	Managing Finance as an Entrepreneur	5 Days	12 Jan – 23 Jan 2026 27 Apr - 08 May 2026 09 Nov – 13 Nov 2026 14 Dec – 18 Dec 2026 11 Jan – 15 Jan 2026
SM 18	Financial Administration and Stewardship for SMME's	10 Days	19 Jan – 30 Jan 2026 08 Jun – 19 Jun 2026 26 Oct – 07 Nov 2026 04 Jan – 15 Jan 2027
SM 19	Tax Administration and Accountability for SMME's	10 Days	12 Jan – 23 Jan 2026 15 Jun– 26 Jun 2026 21 Sep – 02 Oct 2026 28 Dec – 08 Jan 2027
SM 20	Strategic Management for SMME's	10 Days	19 Jan – 30 Jan 2026 15 Jul – 24 Jul 2026 09 Nov – 20 Nov 2026 04 Jan -15 Jan 2027
SM 21	Project Planning and Implementations for SMME's	10 Days	05 Jan – 16 Jan 2026 22 Jun – 03 Jul 2026 05 Oct – 16 Oct 2026 30 Nov – 04 Dec 2026 11 Jan – 22 Jan 2027
SM 22	Leading and Managing Micro Finance Ventures / Projects	10 Days	19 Jan – 30 Jan 2026 11 May–22 May 2026 02 Nov – 13 Nov 2026 28 Dec – 8 Jan 2027
SM 23	Legal Perspective of Micro Lending and Micro Finance	10 Days	12 Jan – 23 Jan 2026 10 Aug – 21 Aug 2026 07 Dec – 18 Dec 2026 04 Jan – 15 Jan 2027
SM 24	Growth Strategies for Entrepreneurship and SMME's	10 Days	12 Jan – 23 Jan 2026 13 Jul – 27 Jul 2026 16 Nov – 27 Nov 2026 11 Jan – 22 Jan 2027