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**PROJECT "E-QUALITY - DIGITAL EDUCATION FOR SOCIAL AND FINANCIAL
INCLUSION AND GENDER EQUALITY"**

MODULE TITLE:
MODULE "BASIS OF ENTREPRENEURSHIP"
(DESCRIPTION)

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Introduction

This module description has been compiled based on information from the following sources:
(i) introductory and information meetings with stakeholders (TG1(target groups), TG2, TG3, TG-4 and TG-5); (ii) the results of a nationwide survey, which was also focused on three project regions, namely Issyk-Kul region, Naryn region and Osh region of Kyrgyzstan; and (iii) results and exchange of interdepartmental experience during a study tour of representatives of Kyrgyz educational institutions to Bulgaria from July 15 to July 24, 2022.

Module structure

1. Module name:	Entrepreneurship module	
2. Applicable NQF and EQF levels:	3 NQF /3 EQF	
3. Prerequisites (education requirements, if any):	Basic education: Writing, reading and communication skills; Basic IT knowledge and skills in using mobile devices, financial literacy knowledge	
4. Area of professional activity:	All types of core executive activities in sectors of the economy where Kyrgyz migrants usually work	
Learning outcomes:		
Learning Outcome № 1 What is Entrepreneurship?		
		Migration stages
Knowledge:	<ul style="list-style-type: none">• Know what entrepreneurship is• Know the difference between business and entrepreneurship;• Have an idea of the signs of entrepreneurship;• Know the difference between employment and entrepreneurship	Migration period
Skills:	<ul style="list-style-type: none">• Draw up a diagram of the stages of entrepreneurial activity;• Be able to collect and analyze initial data to evaluate a business idea and write a business plan	Migration period
Competencies:	<ul style="list-style-type: none">• K1: Be able to generate new ideas• K2: Selection of methods and tools for carrying out entrepreneurial activities	Migration period
Attitude (motivation and behavior):	<ul style="list-style-type: none">• Strive to obtain information about new ways of doing business and their main characteristics	Migration period
Learning Outcome № 2: Choosing a direction in entrepreneurship		



Knowledge:	<ul style="list-style-type: none"> Understand that choosing a direction can bring both profit and loss Know the characteristics of strategies for choosing the right direction Know the basic rule of entrepreneurship: the higher the expected return, the higher the risk 	Миграционный период; In the stage of post-migration
Skills:	<ul style="list-style-type: none"> Be able to analyze information about business areas and assess their potential risks and benefits Be able to form a simple, correct idea for a direction Identify risks when choosing a direction 	Migration and post-migration period
Competencies:	<ul style="list-style-type: none"> K1: Selection of methods and tools of entrepreneurship 	Migration and post-migration period
Attitude (motivation and behavior):	<ul style="list-style-type: none"> Assess the commercial prospects of the project; Properly use business infrastructure elements 	Migration and post-migration period
Learning Outcome №3: How to Find a Business Idea		
Knowledge:	<ul style="list-style-type: none"> Know various sources, collect information for subsequent processing Know business trends, concepts, successful entrepreneurs and startups 	Migration and post-migration period
Skills:	<ul style="list-style-type: none"> Know how to choose the right niche Be able to read and highlight important information for a business idea 	Migration and post-migration period
Competencies:	<ul style="list-style-type: none"> K 1 Evaluate business ideas based on their financial characteristics and potential risks K 2 Have an idea of the conditions for the development of startups and small businesses when choosing a business idea 	Migration and post-migration period
Attitude (motivation and behavior):	<ul style="list-style-type: none"> Choosing a business idea to analyze the market for the demand for goods and services sold. 	Migration and post-migration period
Learning Outcome №4: Business Plan		
Knowledge:	<ul style="list-style-type: none"> Know what is needed to open your own business (business plan, resources, etc.) 	Migration and post-migration period



	<ul style="list-style-type: none"> • Know in what forms entrepreneurial activity can be carried out, on what legislative basis • Understand the fundamentals of marketing, including market research, audience segmentation, developing marketing strategies, and promoting a product or service. • Have an understanding of the conditions for the development of startups and small businesses 	
Skills:	<ul style="list-style-type: none"> • Be able to develop business plans and strategies, set goals and plan steps to achieve entrepreneurial success • Be able to assess the advantages and disadvantages that may result from engaging in entrepreneurial activity in a specific life situation 	Migration and post-migration period
Competencies:	<ul style="list-style-type: none"> • K 1 Have a general understanding of the stages of business, possible forms of business financing, their main characteristics 	Migration and post-migration period
Attitude (motivation and behavior):	<ul style="list-style-type: none"> • Strive to obtain information about new ways of doing business and their main characteristics 	Migration and post-migration period
Learning outcome № 5: Organizational and legal forms of entrepreneurship		
		Migration stages
Knowledge:	<ul style="list-style-type: none"> • Typology of business entities by type of ownership; • Who is an individual entrepreneur; • Criteria for classifying organizations as small businesses; • Basic forms of associations; • Advantages and disadvantages of all organizational and legal forms of economic activity; • Share characteristics; • Procedures for the formation of authorized and share capital; 	Migration period
Skills:	<ul style="list-style-type: none"> • Be able to determine the form of entrepreneurial activity; • Be able to explain the essence of commercial organizations; • Be able to draw up a constituent agreement of a joint stock company; 	Migration period



	<ul style="list-style-type: none"> Be able to determine the optimal organizational structure for a business organization 	
Competencies:	<ul style="list-style-type: none"> K1 Be able to find the necessary information about counterparties K2 Be able to register a legal entity or yourself as an individual entrepreneur 	Migration period
Attitude (motivation and behavior):	<ul style="list-style-type: none"> Understand the financial consequences of registering a legal entity or yourself as an individual entrepreneur and self-employed 	Migration period
Learning Outcome № 6: Taxes		
Knowledge:	<ul style="list-style-type: none"> Understand the essence of taxes. What are they and what are they used for? Know your legal rights and obligations to pay taxes; Be aware of different tax payment systems (through tax authorities, online platforms, etc.); Be aware of tax preferences and tax benefits 	Migration and post-migration period
Skills:	<ul style="list-style-type: none"> Be able to correctly and timely fill out and submit a tax return; Be able to check your existing tax obligations and tax payments; Be able to prepare and submit a tax refund application; Be able to pay your tax obligations online and locally; Be able to claim tax deferral. 	Migration and post-migration period
Competencies:	<ul style="list-style-type: none"> Plan to pay taxes due; Be able to properly include all income, expenses and tax credits and credits on your tax return and applications. 	Migration and post-migration period
Attitude (motivation and behavior):	<ul style="list-style-type: none"> Have an honest and ethical approach to paying taxes. 	Migration and post-migration period
Learning outcome № 7: Operations and introduction of cost accounting		
Knowledge:	<ul style="list-style-type: none"> Knowledge of opening a bank account to conduct operational activities. Understand consumer rights to provide appropriate levels of customer service and protection. Know your product's compliance with government standards 	Migration and post-migration period



Skills:	<ul style="list-style-type: none"> Be able to determine the form of doing business and reporting to the tax service. Be able to use online cash register or cash register machines. 	Migration and post-migration period
Competencies:	<ul style="list-style-type: none"> K1: Be able to generate operating activities 	Migration and post-migration period
Attitude (motivation and behavior):	<ul style="list-style-type: none"> Pay attention to details such as connecting cash registers 	Migration and post-migration period
Learning Outcome № 8: Business Model		
Knowledge:	<ul style="list-style-type: none"> Understand the basic concepts of a business model Know the characteristics of business models 	Migration and post-migration period
Skills:	<ul style="list-style-type: none"> Be able to analyze information about and evaluate their potential risks and benefits Be able to form a simple investment portfolio under given conditions, taking into account personal goals Identify risks when investing 	Migration and post-migration period
Competencies:	<ul style="list-style-type: none"> K1: Selection of business model methods and tools K2: Choosing an investment strategy 	Migration and post-migration period
Attitude (motivation and behavior):	<ul style="list-style-type: none"> Show interest in choosing the right business model as a way to achieve a financial goal Be critical of different investment product offerings Be motivated to reduce investment risks through investment diversification 	Migration and post-migration period
Learning Outcome № 9: Business Risks		
		Migration stages
Knowledge:	<ul style="list-style-type: none"> Knowledge of risks and ability to plan effectively Knowledge of tools for analyzing and assessing business risks 	Migration period
Skills:	<ul style="list-style-type: none"> Be able to identify problems and propose innovative solutions. Be able to conduct risk analysis and develop strategies to mitigate potential threats 	Migration period
Competencies:	<ul style="list-style-type: none"> Develop the ability to assess and manage risks 	Migration period



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	<ul style="list-style-type: none"> Ability to identify and evaluate new market opportunities and formulate a business idea 	
Attitude (motivation and behavior):	<ul style="list-style-type: none"> Master the skills of applying scientific techniques to reduce risks in the business environment 	Migration period

Topics covered by the module

What is entrepreneurship?

1. Employment or entrepreneurship (pros and cons)
2. Choosing a direction in entrepreneurship
3. How to find a business idea
4. Business plan
5. Legal forms of entrepreneurship
6. Taxes
7. Operations
8. Business model
9. Business risks

List of educational digital tools

1. Presentations
2. Videos
3. MS Word files
4. Thematic tests
5. Thematic assignments
6. Practical problems
7. Cases
8. Simulator
9. Online calculator (deposit, credit).

Links (sources of information)

Internet resources:

<http://frp.kg/> Entrepreneurship Development Fund

<https://mybusiness.rf/> Support for small and medium-sized businesses

www.sti.gov.kg State Tax Service under the Ministry of Finance of the Kyrgyz Republic

www.deposit.kg Deposit Protection Agency of the Kyrgyz Republic

fsa.gov.kg



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State Service for Regulation and Supervision of the Financial Market under the Ministry of
Economy and Finance of the Kyrgyz Republic

socfond.kg

Social Fund of the Kyrgyz Republic

www.stat.kg/ru National Statistical Committee of the Kyrgyz Republic

www.asv.org.ru Deposit Insurance Agency

www.cbr.ru Central Bank of the Russian Federation

www.ffoms.ru Federal Compulsory Medical Insurance Fund

www.gks.ru Federal State Statistics Service

www.nalog.ru/rn77 Federal Tax Service (FTS of Russia)

www.pfrf.ru Pension Fund of the Russian Federation

3. Legal form of ownership	x	x	x	x
4. Taxes	x	x	x	x
5. Operating activities				
6. Business model	x	x	x	x
7. Management of risks				



Logical Cross-Reference Matrix

Unit of learning outcome/competency Topic	EPO 1				
	K1	K2	K3	K4	K5
1. What is entrepreneurship	x	x	x	x	x
2. Choosing a direction in entrepreneurship	x				x
3. How to find a business idea					x
4. Business plan	x	x			
5. Legal forms of entrepreneurship	x	x			x
6. Taxes	x	x			
7. Operating activities					x
8. Business model	x	x			
9. Entrepreneurial risks					x



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Examination methodology

The purpose of this module is to monitor the fulfillment of the requirements for personal, intellectual and subject results of mastering the “Financial Literacy” course. The final control is carried out in the form of completing a final test, including solving a thematic test, completing thematic assignments, and solving practical problems. The final control will allow you to evaluate all aspects of students’ training on issues that were considered during the course of financial literacy. The results of the final control will allow you to adjust teaching methods, identify topics and issues that should be given more attention.