

## The Contribution of Entrepreneurship Education Course in Enhancing Management Skills of Informal Entrepreneurs

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### Abstract

The study was conducted to investigate the contribution of entrepreneurship education in technical training colleges in enhancing management skills of informal sector entrepreneurs in Kenya. A case study of informal sector operators in Nairobi was conducted. Qualitative data was collected using in-depth interviews and observations. The data was analyzed using the grounded theory. Findings of the study showed that the informal sector operators used skills they gained in entrepreneurship education in technical training colleges to gain access to the informal sector industry and to manage their business. Those with higher training in entrepreneurship education tended to excel in their operations. A closer look showed that there was still a need for further training of management skills to better their activities. The recommendations were that secondary schools in Kenya should include entrepreneurship in secondary education system curriculum so as to help the school leavers who fail to join tertiary education and end up in the informal sector.

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4. Why entrepreneurship is relevant to education has so far primarily been viewed from economic points of view. This has worked fairly well for elective courses on higher education level, but is more problematic when infusing entrepreneurship into primary and secondary levels of education for all students. 1.1 Terminology of entrepreneurship in education. 9. The two most frequent terms used in this field are enterprise education and entrepreneurship education. Routine value creation is based on operational competencies such as process management and execution, optimization and incremental improvements. Explorative value creation is based on entrepreneurial competencies. A balance between them is desirable but seldom achieved. Entrepreneurship education seeks to provide students with the knowledge, skills and motivation to encourage entrepreneurial success in a variety of settings. Variations of entrepreneurship education are offered at all levels of schooling from primary or secondary schools through graduate university programs. Entrepreneurship education focuses on the development of skills or attributes that enable the realization of opportunity, where management education is focused on the best way to operate existing The Contribution of Entrepreneurship Education Course in Enhancing Management Skills of Informal Entrepreneurs. Article. Full-text available. Sep 2011. Samuel Mwangi. The study was conducted to investigate the contribution of entrepreneurship education in technical training colleges in enhancing management skills of informal sector entrepreneurs in Kenya. A case study of informal sector operators in Nairobi was conducted. Qualitative data was collected using in-depth interviews and observations. The data was analyzed using the grounded theory. Great entrepreneurs are tasked to discover new problems, reveal potential niche opportunities, refactor their original business process, and innovate. This is contingent on being passionate about different fields of study and business cases outside of one's comfort zone. 2. Time management. Careful priority planning, defining milestones, execution, and iteration are all important. None of that would lead toward progress without the right project management and time allocation methodology that gets the work done. 3. Strategic thinking. Learning to decompose a problem to its core and reveal oppo