**KENYA MEDICAL TRAINING COLLEGE**

**KMTC QUALITY MANAGEMENT SYSTEM**

**TEACHING AND LEARNING LESSON DESIGN PLAN**

 **CAMPUS:** Voi **TARGET**: Clinical Medicine CLASS: March 2019 DATE: TIME:

**SUBJECT:** HEALTH SYSTEM MANAGEMENT IV **UNIT**: ENTREPRENEURSHIP . **TOPIC:**  INTRODUCTION TO ENTREPRENEURSHIP

**BROAD OBJECTIVE:** By the end of this lesson the learner should be able to, develop competencies in entrepreneurship management, to apply principles of entrepreneurship in dynamic health system

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| INSTRUCTIONAL APPROACH | SPECIFICOBJECTIVES | TEACHING METHOD | TEACHER’SACTIVITY | LEARNER’SACTIVITY | INSTRUCTIONALMEDIA | REFERRENCE | TIME | REMARKS |
| SchemaActivation | *Climate setting**Introduction to the unit and the subject**Background information* *Topic introduction* | *Greetings**Brain storming**Introduction* | *Introduction to students**Lecturer asking questions* | *Introduction to lecturers**Answering and asking questions* | *White board**Marker pen**Projectors**Pen* | *Barton E et al (1980) on being inCharge* | *5 min* | *Done* |
| SchemaConstruction |  *Definition**Concept**Characteristic of* *entrepreneurship* | *Lectures**Class room discussion* | *Lecturing**Asking questions**Giving answers* | *Taking notes and listening**Answering and asking questions* | *White board**Marker pen**Projectors**Pen**Lecture notes* | *Basavanthappa B. P (2000)**Bennet R. (2004) Management* | *1 hr 40 min* | *Done* |
| Schemarefinement | *Evaluation of* *Students understanding**Provision of assignment* | *Lecture**Classroom discussion* | *Lecturing asking questions**Giving assignments* | *Answering questions**Asking questions* | *White board**Marker pen**Projectors**Pen**Lecture notes* | *Cole, G A (1996) management* | *10 min* | *done* |

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| SchemaConstruction | *Characteristic of entrepreneurship**Risk taking**Self-confidence,**Goal setting,drive and energy* | *Lectures**Class room discussion* | *Lecturing**Asking questions**Giving answers* | *Taking notes and listening**Answering and asking questions* | *White board**Marker pen**Projectors**Pen**Lecture notes* | *Basavanthappa B. P (2000)**Bennet R. (2004) Management* | *1 hr 40 min* | *Done* |
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 **CAMPUS:** Voi **TARGET**: Clinical Medicine CLASS: March 2019 DATE: TIME:

**SUBJECT:** HEALTH SYSTEM MANAGEMENT IV **UNIT**: ENTREPRENEURSHIP . **TOPIC:**  CREATION OF ENTREPRENEURSHIP

**BROAD OBJECTIVE:** By the end of this lesson the learner should be able to, develop competencies in entrepreneurship management, to apply principles of entrepreneurship in dynamic health system

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| SchemaConstruction |  *Types and their beliefs,Life cycle of a business creation**Starting of a small business* | *Lectures**Class room discussion* | *Lecturing**Asking questions**Giving answers* | *Taking notes and listening**Answering and asking questions* | *White board**Marker pen**Projectors**Pen**Lecture notes* | *Basavanthappa B. P (2000)**Bennet R. (2004) Management* | *1 hr 40 min* | *Done* |
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| SchemaConstruction |  *Buying an ongoing small business**evaluation* | *Lectures**Class room discussion* | *Lecturing**Asking questions**Giving answers* | *Taking notes and listening**Answering and asking questions* | *White board**Marker pen**Projectors**Pen**Lecture notes* | *Basavanthappa B. P (2000)**Bennet R. (2004) Management* | *1 hr 40 min* | *Done* |
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| SchemaConstruction | *Evaluating an ongoing small business**Investors perspective and entrepreneur’s perspective* | *Lectures**Class room discussion* | *Lecturing**Asking questions**Giving answers* | *Taking notes and listening**Answering and asking questions* | *White board**Marker pen**Projectors**Pen**Lecture notes* | *Basavanthappa B. P (2000)**Bennet R. (2004) Management* | *1 hr 40 min* | *Done* |
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 **CAMPUS:** Voi **TARGET**: Clinical Medicine CLASS: March 2019 DATE: TIME:

**SUBJECT:** HEALTH SYSTEM MANAGEMENT IV **UNIT**: BUSINESS PLAN . **TOPIC: BUSINESS PLAN**

**BROAD OBJECTIVE:** By the end of this lesson the learner should be able to, develop competencies in entrepreneurship management, to develop a business plan

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| SchemaConstruction | *Executive summary**Company description**Product description* | *Lectures**Class room discussion* | *Lecturing**Asking questions**Giving answers* | *Taking notes and listening**Answering and asking questions* | *White board**Marker pen**Projectors**Pen**Lecture notes* | *Basavanthappa B. P (2000)**Bennet R. (2004) Management* | *1 hr 40 min* | *Done* |
| Schemarefinement | *Evaluation of* *Students understanding**Provision of assignment* | *Lecture**Classroom discussion* | *Lecturing asking questions**Giving assignments* | *Answering questions**Asking questions* | *White board**Marker pen**Projectors**Pen**Lecture notes* | *Cole, G A (1996) management* | *10 min* | *done* |

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| SchemaConstruction | *Industry overview**Market analysis**Customers analysis**Marketing and sales plan* | *Lectures**Class room discussion* | *Lecturing**Asking questions**Giving answers* | *Taking notes and listening**Answering and asking questions* | *White board**Marker pen**Projectors**Pen**Lecture notes* | *Basavanthappa B. P (2000)**Bennet R. (2004) Management* | *1 hr 40 min* | *Done* |
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| SchemaConstruction | *Development and operation management**Competitors analysis**Policy development* | *Lectures**Class room discussion* | *Lecturing**Asking questions**Giving answers* | *Taking notes and listening**Answering and asking questions* | *White board**Marker pen**Projectors**Pen**Lecture notes* | *Basavanthappa B. P (2000)**Bennet R. (2004) Management* | *1 hr 40 min* | *Done* |
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| SchemaConstruction | *Staffing,advertising,**Personal selling**Consumer credit, purchasing, inventory control and production process , business development and expansion* | *Lectures**Class room discussion* | *Lecturing**Asking questions**Giving answers* | *Taking notes and listening**Answering and asking questions* | *White board**Marker pen**Projectors**Pen**Lecture notes* | *Basavanthappa B. P (2000)**Bennet R. (2004) Management* | *1 hr 40 min* | *Done* |
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| SchemaConstruction | *practicals* | *Lectures**Class room discussion* | *Lecturing**Asking questions**Giving answers* | *Taking notes and listening**Answering and asking questions* | *White board**Marker pen**Projectors**Pen**Lecture notes* | *Basavanthappa B. P (2000)**Bennet R. (2004) Management* | *1 hr 40 min* | *Done* |
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