



# **THE INSTITUTE OF CLASSIC ENTREPRENEURS (INCENT)** *(Innovation, Professionalism and Prosperity)*

*---Africa's global entrepreneurship institute*

*"Entrepreneurship is arguably the most potent economic force the world has ever experienced." - Donald F. Kuratko*

*Be Professionally Innovative, Be Certified Entrepreneur, Be Prosperous*

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## **BACKGROUND AND RATIONALE**

The essential difference between professional and academic credentials is that professional credentials are 'warrants of competence' or 'warrant of expertise' whereas academic credentials are certificate of knowledge. With professional designations, the certifying body is warranting that the certified individual (professional or organisation) has the essential knowledge and skills of a specified domain necessary for safe and appropriate practice of the trade or profession. With academic credentials, there is no such 'warrant of competence,' an academic credential means that someone has successfully completed a particular course of study but not the certification of competence to practice a trade or profession. Professional designations are 'warrants of competence,' it becomes important for certifying bodies to define specifically what course/training must be completed. Professional designations are always built upon analysis of a practice, which defines what certified individuals need to know or be able to do. Academic credentials are rarely based upon formal and systematic analysis of practice.

## **ABOUT THE INSTITUTE**

**THE INSTITUTE OF CLASSIC ENTREPRENEURS (INCENT)** is the Africa's most prestigious and forward-thinking professional entrepreneurship body primarily focusing on production of professional, classic and successful entrepreneurs by building capacity in Entrepreneurship, Small Business Management, and related disciplines through offering of a powerful formula that not only equips them with a well-rounded and internationally- relevant entrepreneurship education based on internationally-competitive curriculum, but one which provides students/members with extensive practical experience and industry relevant skills. We call this the "INCENT Professional Model"

that grooms you to become a Future Ready Professional (FRP), a revolutionary approach that gives them a clear competitive edge over non- members.

We believe that entrepreneurship is vital for economies to grow and prosper, which is why we work assiduously to build the profession by breeding professional, classic and successful entrepreneurs for sustainable development.

We have more than 3,000 fully qualified members in Africa. They are among the continent's best-qualified and successful entrepreneurs working in every sector you can imagine.

The programme is customised to enhance the value of the members in their pursuit for higher levels of training, competence and commitment to uplifting the values of their employees, clients and employers.

## **ELIGIBILITY**

### **Student member**

ND I and II, NCE I-II,100 and 200 Level students.

### **Associate Member**

An undergraduate (300 and 400 levels, HND 1 and II, and NCE III. NYSC members and fresh graduates.

### **Full Member**

A holder of an HND/B.Sc./BA/Bed/BTECH (or its equivalent) with minimum of 5 years post-graduation experience or postgraduate degree(s) with 3 years post-graduation experience.

### **Senior Member**

A holder of Master's Degree (or its equivalent) with minimum of 5 years post-graduation experience.

### **Fellow**

Holder of an approved academic qualification who has creditably held a senior management position for a period of not less than 8 years.

### **Honourary Fellow**

This shall be a top national or international dignitary or a person who has been in continuous employment of a reputable organization in a management position not less than 15 years.

## **MEMBERSHIP BENEFITS**

- The trainings are designed to equip

students with knowledge and skills of entrepreneurial decision making, opportunity recognition, assessment, creation, shaping, seizing and exploitation; especially the analytical skills needed for recognising, defining and solving problems; and develop in students soft skills required for success (e.g. leadership, communication, interpersonal relations,

negotiation, logical/analytical thinking, time management etc) as well as entrepreneurial, small business, financial and marketing management competencies.

- In blending theory and practice, all students participate in Skills Acquisition and enterprise creation programmes, rocket pitch and elevator pitch presentation training and competition, business creativity competition, Internship and Industrial Visits as part of the training.
- Offering of a powerful formula that does not only equip you with a well-rounded and internationally- relevant entrepreneurship training based on internationally-competitive curriculum, but one which also provides you with extensive practical experience and industry-relevant skills. We call this the “INCENT Professional Model” that grooms you to become a Future Ready Professional (FRP), a revolutionary approach that gives you a clear competitive edge over non- members.
- INCENT Membership will afford you the opportunities to build up wide networks in different countries especially Nigeria, Ghana. Kenya, Benin, Uganda, South Africa, USA and Canada through dual equivalent reciprocal award for Associate, Full Membership and Fellowship of Institute of Classic Entrepreneurs (INCENT) and Association of African Entrepreneurs (AAE) and Automatic Membership of African Society for Female Entrepreneurship (ASOFENT), Society for Agropreneurship and Agribusiness (SOFAAG), International Association of Technology Entrepreneurs (IATECH)
- Free seminar, quarterly African Journal of Entrepreneurship and Small Business Management (AFRIJESB) and update on various issues on Entrepreneurship and Small Business Management.
- Easy access and special consideration in any government assisted entrepreneurial development programmes as well as assistance from micro-credit scheme and cooperatives for creation of enterprises amongst our members (N50K - NIM)

**METHOD OF APPLICATION**

Download membership forms from [www.classicentrepreneurs.com](http://www.classicentrepreneurs.com). All completed forms should be submitted to the nearest state coordinator with photocopies of credentials, 2 passport and CV. You are to pay cash or pay directly to our Institute of Classic Entrepreneurship, Diamond Bank A/C No. 0052374042 or College of Entrepreneurship and Small Business Management Ltd, UBA Plc A/C No. 1021111610 OR Diamond Bank A/C No.0064668201 (See table below for fees)

**FEES**

MEMBERSHIP CATEGORY	APPLICATION FEE (N)	TUITION/STUDY PACK/CAPACITY BUILDING (N)	INDUCTION FEE (N)	TOTAL (N)
Student Membership	1,000	4,000	5,000	10,000

<b>Associate Membership</b>	2,500	12,500	10,000	25,000
<b>Full Membership</b>	5,000	20, 000	30,000	55,000
<b>Senior Membership</b>	5,000	25,000	50,000	75,000
<b>Fellowship</b>	10,000	40,000	60,000	110,000
<b>Honourary Fellowship</b>	10,000	Optional	150,000	160,000

## **CONTACT**

For inquiry, contact :

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