

WHY YOU NEED TO JOIN INCENT NOW?

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.

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.

The Institute of Classic Entrepreneurs (INCENT), Africa's global entrepreneurship institute is emerging as a colossus in provision of entrepreneurship training in Nigeria. Throughout our history, we've done things differently.

We put our values into practice so we're regularly the first in the profession to introduce new products and services, and showcase new research and policies.

From being the first entrepreneurship body in Nigeria to conduct professional exams with internationally-competitive examination structure, develop curriculum for professional certificate to doctorate programmes in entrepreneurship with required study materials written with Africans in mind, establish a training arm (Africa's first College of Entrepreneurship and Small Business) to the creation of female entrepreneurship arm (ASOFENT) among other affiliates like IATECH and SOFAAG, to the floating of African Journal of Entrepreneurship and Small Business Management (AFRIJESB), we're proud to be pioneers.

The following are key reasons for joining this great Institute:

- ✓ Recognized Membership Certificate that enables you further your academic and professional career path in the field of entrepreneurship
- ✓ Free quarterly round-tables discussion on emerging issues
- ✓ Networking opportunities with key industry professionals, experts and decision makers
- ✓ Knowledge / experience sharing at Induction and Continuous Professional Development programme

- ✓ Unparalleled discount rates and concessions at INCENT events
- ✓ Participation in on-line discussion forum on INCENT WhatsApps
- ✓ Invitation to Annual National Conference
- ✓ Access to research works and industry statistics conducted by our eggheads who help expand and validate the theoretical knowledge taught on campuses by illustrating it with practical tips and everyday business guidance by sharing their real-world stories.
- ✓ Free access to professionals (successful businesspeople – and sometimes prominent members of the nonprofit world) ,in-class lecturer, student startups mentor and coach, business plan competitions judges who bring real-world expertise and entrepreneurial practice to students and academia, enhancing the business theoretical framework taught on campuses across the world.
- ✓ On-line advisory alerts on jobs and entrepreneurial ventures
- ✓ Access to well stock resource centre for research and other issues on our website or on request
- ✓ Weekly INCENT Entrepreneurship Tips
- ✓ Provision of Entrepreneurs-in-Residence services to tertiary institutions on Campus
- ✓ No matter how long you have been in business you can always learn something new and useful. At the INCENT, we support and help businesses build the value of lifelong learning.

The INCENT's success is measured in our results. These are more than numbers – they represent the hopes, dreams and the hard work of several individuals and families each and every year.

Highlights of 2017 successes include:

- ✓ INCENT member manufactured fuelless generator
- ✓ 21 start-up businesses created
- ✓ INCENT member manufactured wooden wrist watch
- ✓ INCENT member manufactured wooden wall clock
- ✓ 45 consulting clients who have grown their business
- ✓ 334 jobs created or impacted
- ✓ INCENT member produced presidential medallion
- ✓ N135 million in capital raised
- ✓ Over 10 programmes and seminars educated more than 250 business leaders
- ✓ 27 graduates in Diploma and 32 graduates in the Postgraduate Diploma in Entrepreneurship Class of 2017
- ✓ INCENT facilitator manufactured anti-inflammatory cream, medicated soap and powder
- ✓ CESBUM with INCENT reviewed the trailblazing curriculum/minimum academic benchmark for award of certificate to doctorate in entrepreneurship developed by her Founder – Nuru Oyekolaa
- ✓ Our INCENT's Fellow and Patron (Prof. Stephen Ocheni) appointed as Minister of the Federal Republic of Nigeria
- ✓ Our Deputy President (Programmes and Membership) and Editorial Board Chairman of our professional journal (AFRIJESB) –(Dr. Raimi Lukman) appointed as Assistant Professor of Entrepreneurship at American University of Nigeria, Yola
- ✓ Our Director of Publicity (Adetunbowale A. Bello) appointed as Registrar, International Vocational Training and Entrepreneurship College, Ajase Ipo, Kwara State, Nigeria

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.

INCENT - -Africa's global entrepreneurship institute