

Students Entrepreneurship Activity Hubs

Securing the future of young Nigerians

The Challenge

Secondary school students very often get introduced to vocational skills but rarely have opportunities to develop entrepreneurial skills and become self-reliant and not dependant on so-called 'white collar jobs'.

Entrepreneurship and skills development have mainly been targeted towards young adult men and women across various sectors. While training for adults are more common now, the school curricula at secondary school level do not include possibilities to develop practical business skills and knowledge. Since these students are Nigeria's future entrepreneurs, it appears imperative that they already gain first experiences as part of their school activities, helping them to develop an innovative and entrepreneurial mindset. This is the idea behind SEA-Hub which was introduced in 2016.

Approach

The Pro-Poor Growth and Promotion of Employment in Nigeria Programme (SEDIN), implemented by Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH and funded by the German Federal Ministry of Economic Cooperation and Development (BMZ), aims to foster employment and increase income within MSMEs through improved business enabling environment, entrepreneurship skills and better targeted business services and improving the access of MSMEs to financial services. MSMEs along selected agriculture and the construction value chains are the main target groups. SEDIN is implemented on Federal, State, and Local levels, with focus on three partner states and selected Local Government Areas (LGAs).

In line with the programme's goal of employment creation and capacity building, SEDIN has introduced basic entrepreneurship training in secondary schools in our partner states and has encouraged and supported the establishment of extra-curricular Students Entrepreneurship Activity Hubs which are referred to as SEA-Hub.



Project Name	Pro-poor Growth and Employment Promotion in Nigeria (SEDIN)
Commissioned by	German Federal Ministry for Economic Cooperation and Development (BMZ)
Implementing Organisation	Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH
Project Area	Federal Capital Territory (Abuja); Federal States of Niger, Plateau und Ogun
Executing Partner Agency	Federal Ministry of Budget and National Planning
Project Duration	April 2017 to March 2020
Funding Budget	€ 22,1 Million

Following this idea, teachers and students from selected secondary schools are trained on basic entrepreneurship skills. After the trainings, interested students are supported to establish Students Entrepreneurship Activity Hubs (SEA-Hub). The establishment of SEA-Hubs in these secondary schools provides the students with a platform to develop and improve their entrepreneurial skills and to gain professional orientation in a safe and supportive environment. The hubs are practical-based entrepreneurship oriented and organized as extracurricular activity. The students are coached during the setting up and managed by their teachers who are trained to become SEA-Hub staff advisors. SEA-Hub therefore is a student-based hub where young and innovative entrepreneurs get their first hands-on training. The approach highlights in a practical way how beneficial a vocational training linked with entrepreneurship skills can be.



Left picture: Students at a SEA-Hub Meeting

Right picture: SEA-Hub Training



Left picture: SEA-Hub Training

Right picture: Students producing shoes

The Business Development Committee Network (BDCN), a locally based business advocacy and promotion network, facilitates the selection process of the schools in collaboration with the local representatives of the Ministry of Education. Following the selection, a group of teachers and students participate in a three-day initial training on entrepreneurship and basic professional orientation.

The training covers, among others:

- How to run a successful business
- Innovation
- Risk-taking
- Critical thinking and brainstorming

Following the training, teachers and students are coached on setting-up and effectively managing SEA-Hub clubs. The BDCN engages regularly with the clubs through visits of local enterprises during some of the weekly SEA-Hub meetings and supporting the club members by organising study visits to enterprises close to the school premises.

The main criteria for a SEA-Hub are:

- Weekly extra curricular meetings
- Creation of mini-businesses with little or no funds to practice real life entrepreneurship
- Support by teacher/staff advisors
- Support by local business community through vocational and other inputs at meetings
- Offering opportunities for work-based experiences and to exercise leadership
- Regular visits to local enterprises
- Participation at entrepreneurship competitions for SEA-Hub schools to showcase their innovations

SEA-Hub is a platform, which students from all socioeconomic backgrounds can join and it:

- Provides a platform to learn how to convert an idea into a business and to earn a living from it
- Teaches students to think outside the box
- Nurtures unconventional skills and talents
- Creates opportunities
- Prepares students to create employment opportunities
- Exposes students to the potentials of a first stage of vocational training
- Supports the development of planning, financial literacy and money management skills.

Pilot impact in figures (2016-2017)...

Since the start of SEA-Hub in 2016, 24 schools in three Local Government Areas in Niger State were selected as pilotes. Following the selection process, the kick-off entrepreneurship trainings were held in each of the 3 LGAs reaching 26 teachers and 98 students directly. These teachers and students were actively supported to implement SEA-Hubs at their schools and to invite interested students to join. Within 6 months, about 1,400 students joined their school's SEA-Hubs and used the opportunity to try out their entrepreneurial skills and business.

To spread the idea and give more students the opportunity to join SEA-Hub at their school, further schools are selected and trainings prepared to reach as many students as possible. The goal is to reach out to at least 10,000 additional students in Niger, Plateau and Ogun by December 2018. This will be achieved by offering support to 300 additional secondary schools in these states. To create a larger impact, discussions are under way to also approach other states for cooperation on the local implementation of SEA-Hub.

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... and in stories! (2016-2017)

SEA-Hub of Government Model School Bida

The SEA-Hub of Government Model School Bida, Niger State was inaugurated on the 10th of November 2016 with 65 SEA-Hub students. They started with the production of hats and hand fans without any finances. They used palm fronds freely obtained in the bushes around their school. The proceeds from the sales of these hats and hand fans funded a shoe making business. They now actively run these two businesses as part of the extra-curricular activities in their school. In the process, the SEA-Hub members have developed the skills of shoe making, hats and hand fan production. They are also developing skills in how to set up a business, marketing of their products and other entrepreneurial competencies. In future, they are more likely to be aware of their own potentials and are likely to employ staff, instead of relying on government jobs.

SEA-Hub of Mustapha Comprehensive School Kontagora

The SEA-Hub of Mustapha Comprehensive School Kontagora in Niger state was inaugurated on the 25th of October 2016. It has 38 active members, including 25 females. After introducing SEA-Hub to the students, they started to save money in order to purchase basic chemicals to produce detergents for their first business. To open the business, the students learnt how to produce products such as solid and liquid soaps, air fresheners and similar products and designed eye-catching packages with SEA-Hub logo. The students were taught how to produce all these by an entrepreneur identified by the BDC. This is part of the SEA-Hub process. They also started producing customized beads with locally sourced materials. Parts of these products were marketed to and purchased by proud parents at a school event. Through these processes, the students have effectively learnt both vocational skills as well as a first entrepreneurial understanding. So far the mini businesses already set up include: hat making, hand fans, tailoring, barbing saloon, shoe making, pastry, making of soaps and detergents, sachet water and snail farming.

- By November 2017, 2,303 students are active in SEA-Hubs, 56% of them are girls
- SEDIN is targeting a total of 11,400 active SEA-Hub students by 2020.
- 117 schools have been reached directly through the SEA-Hub training as at November 2017
- 320 secondary schools will be reached



Left picture: SEA-Hub Training

Right Picture: SEA-Hub Logo

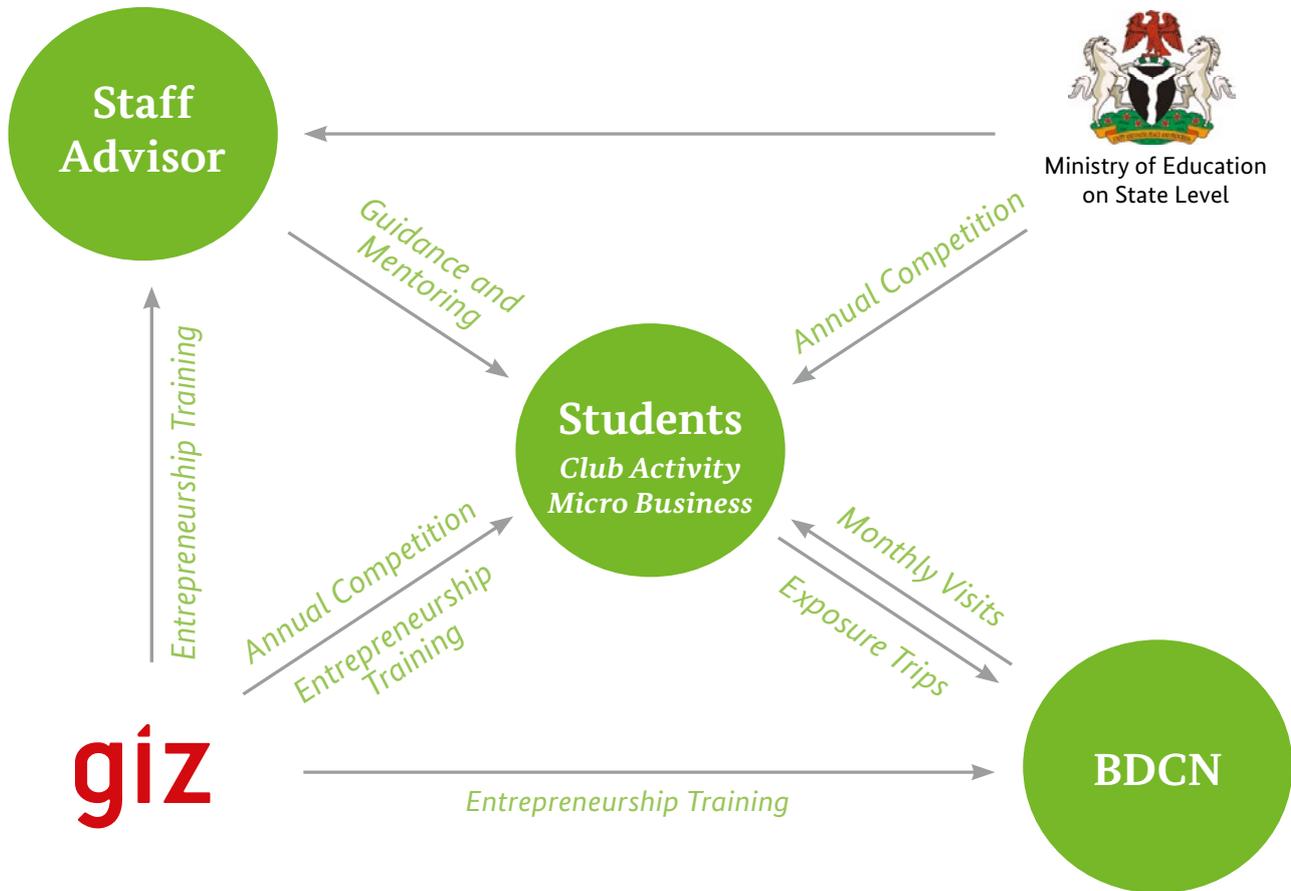




Left picture: SEA-Hub Training

Right picture: Students producing shoes

The levels of cooperation for SEA-Hub



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