



**A TECHNICAL REPORT ON STUDENT INDUSTRIAL  
WORK EXPERIENCE SCHEME (SIWES)**

**HELD AT**

**BETZICON VENTURES**

**FADAINI STREET, IJORA BADIA, LAGOS.**

**BY**

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**ND/23/BAM/PT/0191**

**SUBMITTED TO**

**DEPARTMENT OF BUSINESS ADMINISTRATION  
INSTITUTE OF FINANCE AND MANAGEMENT STUDIES  
KWARA STATE POLYTECHNIC, ILORIN**

**IN PARTIAL FULFILLMENT OF REQUIREMENT FOR THE  
AWARD OF NATIONAL DIPLOMA (ND) IN BUSINESS  
ADMINISTRATION**

**SEPTEMBER - NOVEMBER, 2024**

## **CERTIFICATION**

This is to certify this report was written by ABUBAKAR KAMILA MOPELOLA with Matric number ND/23/BAM/PT/0553 from the department of Business Administration, Kwara State Polytechnic, Ilorin.

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INDUSTRIAL BASED SUPERVISOR

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SIGN STAMP DATE

## **DEDICATION**

This report is dedicated to Almighty Go, He who have been seeing me through all my activities during the course of this program.

## **ACKNOWLEDGEMENT**

First and foremost my everlasting gratitude goes to almighty god for giving me the grace mercy and opportunity to be a successful partaker of the students industrial work experience scheme (SIWES).

My immeasurable thanks go to my great family for their contribution to my education and wellbeing MR and MRS. ABUBAKAR (my parents).

With all due respect my profound gratitude goes to the entire staffs members of Kwara State Polytechnic, Ilorin for their contribution toward my academic journey and for the establishment of the Student Industrial Work Experience Scheme (SIWES) which has exposed me to the industrial-base knowledge, I gained during my training (skills). May the Almighty Allah bless and be with you all.

## **TABLE OF CONTENT**

Title page

Certification

Dedication

Acknowledgment

Table of Content

### **CHAPTER ONE**

Industrial Training Fund ITF and SIWES

1.1 Introduction

1.2 Objectives Of Student Industrial work experience scheme

### **CHAPTER TWO**

Background of Organization

2.1 Background introduction of BETZICON VENTURES

2.2 Objectives of BETZICON VENTURES

2.3 Some Departments in BETZICON VENTURES

### **CHAPTER THREE**

3.1 Experiences during SIWES

### **CHAPTER FOUR**

4.1 Challenges

4.2 Recommendations

### **CHAPTER FIVE.**

5.1 Conclusion

## **CHAPTER ONE**

### **INDUSTRIAL TRAINING FUND ITF AND SIWES**

#### **1.1 INTRODUCTION**

Siwes. the student industrial work Experience scheme is a skill acquisition programmed that was Installed in 1973/1974 ITF was established In 1971 by decree 1 to 47 as amended In the 2011 ITF Act. Prior to the establishment of the scheme, there was a higher learning In Nigeria lacked adequate practical background Studies In Preparation for employment in the Industries. It was against this backup that the rationale for Initiating and designing the Scheme was hinged.

The students industrial work experience scheme (SIWES) is a skill training programs that prepare student of higher Institutes for industrial work against their graduating period it is a programme Inushing the students, the polytechnic and universities and industries. it was founded by the federal Government of Nigeria and jointly

Coordinated by I.T.F and national universities

Commission NUC

## **1.2 OBJECTIVES OF THE STUDENTS INDUSTRIAL WORK EXPERIENCE**

- 1 To make students acquire good work habit
- 2 prepare student for the work situation that are likely to meet after graduation
- 3 To increase student sense of responsibility
- 4 To Expose students to more practical work methods and techniques
- 5 to avoid students in adjusting from college to Full time employment

## **CHAPTER TWO**

### **INTRODUCTION AND BRIEF HISTORY ESTABLISHMENT**

BETZICON VENTURES is a business ventures that focuses on the sales of foods and beverages which was established in the year 2018 with the aim of providing quality products and services to their customers both within and outside the environs.

### **OBJECTIVES OF ESTABLISHMENT**

1. To provide high-quality products to customers at competitive price
2. To ensure customer satisfaction through excellent service
3. To maintain loyal customer base by building strong relationships and offering loyalty programs
4. To increase sales revenue through effective marketing strategies and promotions.



## **CHAPTER THREE**

### **3:1 MY EXPERIENCE**

My place of attachment is a retail business center that sells foods, beverages and household essentials. In my place of attachment, we focus on the sales of the following goods in bulk to the customers such as 7up 33cl can, 50cl PET, Milo 100 x 2.75g, Maltina pineapple 33cl can x 24, Pepsi 0.5L, 33cl can, Mirinda orange 33cl, 50cl PET, Bigi cola 35cl PET, Peak Milk of different sizes and kilogram, etc.

At my place of attachment, I was able to gain the following experience

1. Documenting all sales made during the each week.
2. How to write invoice and receipt for customers.
3. Liaising with loaders about incoming goods.
4. Participating in the outdoor promo sharing.
5. Sourcing for new customers.
6. Attending weekly meeting with the sales team.
7. Marketing strategies exploration of market research.
8. Leadership and team building and understanding different leadership styles and their impact.
9. Development of effective marketing plans.
- 10.

## **CHAPTER FOUR**

### **CHALLENGES AND RECOMMENDATIONS**

**Challenges** During my SIWES program I encountered different types of customer approach to the marketing team

**Recommendations.** In a view of my industrial work experience, which lasted for three months. I would like to make recommendations.

All students on Industrial Work Experience to ensure that all experiences gained during the course is not a waste as it will eventually go a long way in their lives as buying and selling cannot be left out in the lives of every man.

## **CHAPTER FIVE**

### **5.1 CONCLUSION**

My three months industrial attachments with **BETZICON VENTURES** had been one of the most interesting productive and Instructive experience In My life

MY SIWES training with **BETZICON VENTURES**.

I can:

1. setup and coordinate any given business effectively
2. manage customer's emotion
3. take good records of sales goods for company or of self-establishment

Other benefits includes:

- Good working ethics
- Discipline
- Time management
- Good financial record

## REFERENCES

<https://nigeriafinder.com>

<https://www.legit.ng>

<https://siwesbeginner.com>

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