



Become Busy



*Training Educational
Material*

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EDUCATIONAL ACTIVITIES FOR PROMOTING ENTREPRENEURSHIP



Erasmus+

Project Number. 2020-3-EL02-KA205-006663

Co-funded by the
Erasmus+ Programme
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TRAINING COURSES

- Entrepreneurship courses equip potential entrepreneurs with necessary knowledge and skills to start and succeed in their own businesses.
- Such courses must cover developing a suitable mindset, basic business concepts, and practical entrepreneurial skills.
- The training should also include understanding pre-incubators, incubators, and accelerators as these can create a safe environment for businesses to grow.



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DEVELOPING THE MINDSET OF ENTREPRENEURSHIP AND OF A PROPER BUSINESS MODEL

- In the first activity, a facilitator separates the participants into groups of a maximum of four people, where they discuss their emotions on launching their business. Do they feel excitement, fear or uncertainty?
- During the discussion, each team identifies a leader. The leader must present the conclusions of the debate to the rest participants.
- Then a brainstorming activity follows on topics like motivation, creativity and resilience: skills and elements that allow learners to effectively deal with challenges and opportunities.
- Then, the facilitator presents a quiz through the platform "Mentimeter", asking the participants to complete it. The Quiz will include questions about the concepts of "incubators", "pre-incubators", "business angels", and "business investors", etc.
- Then, business experts enter the discussion, sharing their valuable knowledge and experience about business planning and development with the audience and providing them with valuable and practical tips.

SHARPENING LEADERSHIP SKILLS

- Leadership Theater is a role-playing activity to help individuals develop their leadership skills. It enables participants to practice making decisions, solving problems and communicating effectively in a simulated real-world setting.
- The activity is designed for a team of 6-8 participants.
- The participants are divided into small groups; each group gets a scenario they must act out.
- The scenario is based on a real-world leadership challenge, such as managing a crisis, leading a team through a significant change, or negotiating with a difficult stakeholder.
- Each group is given a set of objectives and specific roles to play. For example, one participant may be the team leader, while another may be the spokesperson for the group
- The group must act out the scenario and make decisions as a team.
- The activity is facilitated by an experienced leader who observes and provides participants' feedback.
- After the activity, the group discusses what they learned and how they can apply it in real-life leadership

PITCHING GAME

- The activity facilitator tells the participants they will create a new product and that they must convince the rest that it's a good idea!
- Participants must form groups of 2 to 4.
- The facilitator must give the groups three words: a noun, an adjective and a verb.
- The participants must brainstorm a business name and ideas for a product or service that meets a user's needs and includes that specific noun, adjective and verb.

For example: Noun: Runner; Adjective: Round; Verb: Blows

A jacket for a runner that has round cloth flaps which can be opened when the weather is warmer so that air can circulate better (blows) and be shut when it gets colder.

- The facilitator shares some guidelines to help develop 60-second sales pitch for the product:

What is the problem?

What is the solution you suggest?

Why is your solution unique?

Which is your target group? Who are you selling to?

How much are you selling to?

- At the end of 10-15 minutes, each group pitches their idea to convince the audience it's a great idea by delivering a 30-90 second pitch!

