



## Training Session Outlines

<b>Title of the activity:</b>	Entrepreneurship
<b>Trainers:</b>	Sara Massini
<b>Duration:</b>	4 h
<b>Objectives of the activity:</b>	<p>What is entrepreneurship</p> <p>Differences among small business- start up- large company- social enterprise</p> <p>What influence entrepreneurship: personal factors and environment</p>
<b>Working methods:</b>	Lecture and reflection
<b>Space requirements for the activity:</b>	Indoor or outdoor
<b>Materials:</b>	Videos like TED talk
<b>Description of the activity (step by step):</b>	<p>Explain the participants the concept of entrepreneurship, the differences among small business, start up, large company, social enterprise with examples, features.</p> <p>Explain them the factors that influence entrepreneurship: personal factors and environment. Make them reflect on which one they can directly improve (personal factors).</p> <p>Show them TED talks about women entrepreneurship and business</p>
<b>Debriefing:</b>	<p>What is entrepreneurship? Capacity to take initiative, understand the contest and create/lead new initiatives</p> <p>Make them reflect on different fields that influence personal factors of entrepreneurship:</p> <p>MATHEMATICAL, SCIENCE, TECHNOLOGY, ENGINEERING</p> <ul style="list-style-type: none"> <li>• Medicine for cancer/HIV</li> <li>• Space science</li> <li>• Creativity</li> <li>• Innovation</li> <li>• Critical reasoning</li> <li>• Leadership</li> <li>• Integrate social medicine</li> <li>• Communication</li> <li>• Smart teaching</li> <li>• Balanced reasoning</li> </ul> <p>MULTILINGUAL</p> <ul style="list-style-type: none"> <li>• One of the easiest way of communication</li> </ul>



- Wider/stronger capacity to shape our way of thinking
- The more languages we know, the more bridges we can build towards other cultures
- Language is the key knowledge to other countries

#### LITERACY

- Full educated, well-aware of the surrounding
- Eager to learn
- Knowledge
- Understand the mindset of a certain society
- Critical thinking

#### DIGITAL

- Communication = gain time
- Marketing
- Connection + networking
- Source of power
- Mobility of youth
- Web development + gaming
- Facilitating (work...)

#### PERSONAL FACTORS:

- Initiative
- Proactivity
- Perseverance
- Problem solving
- Persuasion
- Communication skills (assertiveness)
- Self confidence
- Self critical/?
- Planning

#### ENVIRONMENT:

- Political
- Legal
- Market
- Economic
- Social condition

#### WHAT CAN WE DO?

- Try to have educated/trained people in the “power” place
- Training for public servants, how to behave with people on human rights (how to talk and respect law while also respecting people)
- Create an awareness campaign (training activities) for citizen communities to “push” public servants in speaking with respect
- Training women, “do your job because you are a woman”
- Involve men educated on HR
- Educate men to HR
- Raise awareness on educational profiles are both for M/W
- Men are not enemies
- Focus on small groups



	<ul style="list-style-type: none"> <li>• Peer to peer</li> <li>• One-one approach</li> <li>• Follow the impact of peers</li> <li>• Only then eventually seminars/events</li> <li>• Use other topics to engage people → dance, culture, music, dinner...</li> <li>• Experts to create informative sessions online/radio</li> </ul> <p><b>TECHNICAL ASPECT SKILLS</b></p> <ul style="list-style-type: none"> <li>• How bring gender perspective in entrepreneurship/business environment</li> <li>• Business plan → business model canva, SWOT analysis</li> <li>• Entrepreneurship and social entrepreneurship</li> <li>• Strategic planning</li> <li>• Digital marketing and social media → list of useful/free tools</li> <li>• Learn basic online platform to create multimedia contents</li> <li>• Leadership and HR management → exercises on the internet</li> <li>• Entrepreneurship challenges (how to deal with them)</li> <li>• Crisis management</li> <li>• Short videos to get knowledges on those topics to be prepared to inform the target group</li> </ul> <p><b>PERSONAL FACTORS ATTITUDE</b></p> <ul style="list-style-type: none"> <li>• Interpersonal communication and public speaking → participating in volunteering programs/events</li> <li>• Problem solving → activities/brain games to develop skills in critical thinking and adaptability</li> <li>• Self-confidence</li> <li>• Self-assessment</li> <li>• Resilience → “30 dogs challenge for a healthy lifestyle”</li> <li>• Creativity</li> <li>• Risk taking</li> <li>• Proactivity</li> </ul>
<b>Tips for the trainers:</b>	<p>Ask them questions like: what is entrepreneurship?</p> <p>Make them reflect on different fields that influence personal factors of entrepreneurship: MATHEMATICAL, SCIENCE, TECHNOLOGY, ENGINEERING</p> <p>MULTILINGUAL AND LITERACY DIGITAL</p>
<b>Outcomes:</b>	<p>The participants know the main concept of entrepreneurship and general features about women entrepreneurs</p> <p>The participants are more aware of the personal skills that they can improve for developing entrepreneurship, especially communication, networking, critical reasoning, creativity</p>