Rapport

RoadMap for improving the quality and responsiveness of VET – Theory and Practice

Curriculum for Training Materials :

Developing Entrepreneurial Skills

Project Agreement Number: 101183369

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MMC Mediterranean Management Centre

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1. Introduction

This workshop focuses on the development of entrepreneurial competences based on the European Entrepreneurship Competence Framework (EntreComp).

It provides the trainees with key transversal competences such as self-awareness, creativity, vision, initiative-taking, planning and management, and collaboration. These training materials support VET educators, trainers, and learners in embedding entrepreneurial thinking into teaching practice and everyday professional contexts.

Through practical tools and structured activities (e.g., SWOT analysis, SMART goals, action planning, brainstorming, and consensus-building techniques), the trainees will develop the capacity to foster employability, adaptability, and responsible initiative-taking in VET environments aligned with European competence frameworks.

2. Aim and objectives

2.1. Aim

The aim of these training materials, is to enhance the trainees' understanding and practical application of entrepreneurial competences (EntreComp), strengthening their ability to integrate initiative-taking, creativity, planning, and collaboration into VET teaching, learning, and professional practice.

2.2. Objectives

At the end of the training, participants will be in a position to:

In terms of knowledge:

1. To define key entrepreneurial concepts related to self-awareness, creativity, vision, initiative, planning, and collaboration.

2. To explain how self-awareness and self-efficacy influence learning, employability, and entrepreneurial behaviour.
3. To describe the role of creativity in idea generation, problem-solving, and opportunity recognition.
4. To explain how vision provides direction and supports decision-making in personal, professional, and entrepreneurial contexts.
5. To identify the main steps involved in planning, prioritisation, and time management.
6. To recognise the importance of communication, collaboration, and ethical behaviour when working with others.

In terms of skills:

1. To reflect on personal strengths, areas for development, and learning needs using structured tools (e.g. SWOT).
2. To apply creative thinking techniques to generate ideas and address real-life situations.
3. To formulate a clear and simple vision that expresses a future direction and personal values.
4. To demonstrate initiative by identifying opportunities and proposing actions to improve situations.
5. To develop basic action plans by setting goals, prioritising tasks, and managing time effectively.
6. To collaborate with others by communicating clearly, respecting different perspectives, and contributing responsibly to shared goals.

In terms of attitudes:

1. To Value continuous learning, responsible initiative-taking, and collaboration as essential elements of employability and entrepreneurial development.

2.3. List of topics

Topic 1 : Self-awareness and Self-efficacy

- Official Definition of Self-Awareness and Self-Efficacy
- Self-Efficacy and Entrepreneurial Mindset
- Personal Strengths Vs Professional Advantages
- What are Professional Weaknesses and Skill Gaps
- SWOT Analysis as a Development Tool

Topic 2: Creativity

- What is Creativity
- Creativity beyond Art
- Why Creativity Matters for Employability & Entrepreneurship
- Creativity and Problem-Solving
- Myths about Creativity
- Creative Mindset
- Brainstorming Techniques
- Mind Mapping as a Visual Tool
- Applying Creativity to Improve Real-Life Situations

Topic 3: Vision

- Official Definition of Vision
- Vision in the Entrepreneurial Sector
- Vision and the External Environment
- How Vision Supports Decision-Making
- Elements of a Strong Vision Statement
- Vision Guiding Questions
- Tools for Developing a Vision

Topic 4 : Taking the Initiative

- What is Initiative-Taking
- Initiative Starts with Personal Choice
- Initiative vs Waiting Mindset
- Small Actions Matter
- Initiative Qualities
- Entrepreneurial vs Employee Mindset
- Common Barriers and Key Actions to Taking Initiative
- Initiative and Responsibility
- Ethical Initiative
- Goal Setting and Taking Initiative in Everyday Life
- The Opportunity Questions and the Initiative Reflection Tool

Topic 5: Planning and Management

- Definitions of Planning and Management
- Types of Management
- Foundations of Planning
- Types of Goals
- SMART Goals
- Creating Actionable Plans
- Prioritization
- Time Management Techniques
- Adaptability, Staying on Track and Reflecting

Topic 6: Working with others

- Introduction to Working with Others
- Effective and Ethical Communication
- Ethical Communication Elements
- Collaborative Teamwork and Consensus' Building
- Characteristics of Effective Teams
- Consensus-Building Techniques

- Active Listening
- Ethical Negoatiation
- Consensus' Building Methodology
- Leadership and Empathy
- Dealing with Conflicts

2.4. Training techniques used

☐ Lecture

☐ Questions and answers

☐ Discussion

☐ Exercise

☐ Brainstorming

☐ Case study

2.5. Workshop Evaluation

- A learning evaluation tool through a multiple choice test (10 questions)