NET-ENT
Networking for Entrepreneurship
Erasmus+

Networking for Entrepreneurship

NET-ENT MODULE
Curriculum

Project:
NET - ENT - **Networking for Entrepreneurship**

NET – ENT MODULE: Curriculum

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Content: Entrepreneurship

The goal of the module is to develop entrepreneurial mind-set and culture among students and teachers.

"Sense of initiative and entrepreneurship can be broadly defined as the capacity to **turn ideas into action**, ideas that generate value for someone other than oneself (Entre-Comp definition)."

Turning ideas into action is the basic idea behind the NET-ENT MODULE. In particular, it enables the participants to **experience the creative process** – from an idea to a commercially successful product. The process itself is not known in advance, we develop it on an ongoing basis, depending on where the ideas take us. However, we know the **entrepreneurial skills** we need to develop (Part 1) and some facts we should keep in mind to **create a commercially successful product** from the initial idea (Part 2).

The module consists of:

Part 1	Personal Growth and Development of Entrepreneurial Mindset				
	Self-awareness and Self-efficacy	Vision	Motivation and Perseverance	Creativity	Spotting Opportunities
Part 2	Development of a Commercially Successful Product (Entreprise)				
	Generating Ideas	Valuing Ideas	Prototyping		Final Product

All this is described in details in the Handbook for Students. The Handbook provides support for the entire process; however, the users can decide for themselves which tools and resources they will use during the process. It is an adventure through some unknown paths towards entrepreneurial design and success, and in this adventure, you are your own navigator, researcher and coach.

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Method: Networking – Knowledge Integration and Experiential Learning

The idea of the module is to **join teachers and students from three different programs** (business and marketing, design – industrial and graphic, production) to work together in the process of creating a commercially successful product. At certain stages of the process, **we also expect the experts from the above-mentioned fields to be invited to the project** and to participate in different ways (adjusted lectures, mentoring, interviews, learning about practices in companies).

The team combines three different areas of work (**design, marketing, production**) and consists of:
- teachers from each field/education program,
- students from each field/education program,
- professionals/experts from the labor market (at least one for each field of expertise or according to the needs).

Innovation in Learning and Teaching: Coaching

Teachers no longer appear only in their traditional role. They **become mentors/coaches** and use innovative teaching methods in their learning process. In the phase of idea evaluation, a teacher should invite experts from companies and teachers from other schools/programs to join the learning process; or, if needed, look for some other links that may be helpful to develop the idea. In the NET-ENT MODULE, teachers and students actually **co-create the learning/teaching experience** (other people may also participate if it is beneficial for the process). To implement this innovative method in education, **new approaches to teaching and learning** are needed (Coaching – Coaching Tools and Skills). Teachers are the ones who can stimulate and encourage students. They should establish a professional, inspiring and supportive relationships with their students, and support them along the process with adequate questions (from first steps to progress monitoring and until the final goal is reached). We describe this in details in the Manual for Teachers, where you can also find several exercises suitable for the work with students (Chapter: Training of Trainers – Coaching – Innovation in Learning and Teaching).

Students have the privilege of **choosing their own ideas they want to develop**, which can be a great source of motivation. They develop essential skills and attitudes such as creativity, initiative, collaborative planning, tenacity, teamwork, resilience, understanding of risk and sense of responsibility. This helps them put their ideas into action and become self-confident to be able to satisfy the needs of the real market. Another benefit of participating in this module is to recognize the importance of **cooperation between different areas to produce a successful product**. Already in their school years, students establish some necessary connections that make it easier for them to open their own micro or small companies in the future (early networking).

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NET-ENT Module Duration and Evaluation (Assessment)

In the table below, you can see the number of hours planned for each part of the process. However, these numbers can be changed and adjusted to the user's needs. In this proposal, the module contains 100 hours and 5 credits (20 hours – 1 credit point). Also, the users can customize it according to any specific requirements.

All the participants of the module (students, teachers and external experts) acquire certain competences during the process and receive the certificate of participation.

It is important to participate in the process from initial idea to final product.

Assessment is not at the forefront. Self-reflection within the process is more important. Throughout the process, we must keep asking ourselves:

Where are we on the way to reach the goal?
What else do we need to reach the goal?
Which questions still need to be answered?
Who can we ask, include in the learning process?
Who else can we learn from?

You can evaluate the competences using the EntreComp Appendix: The full EntreComp framework. It is available under The Entrepreneurship Competence Framework (https://ec.europa.eu/jrc/en/publication/eur-scientific-and-technical-research-reports/entrecomp-entrepreneurship-competence-framework, page 23 – 35, page 18 and 19).

NET-ENT Module Study Material – Textbooks and Practical Examples

- Manual for Teachers
- Handbook for Students
- Digital Tools for Students and Teachers

The study material is available on the EU website of the NET-ENT project:

http://ec.europa.eu/programmes/erasmus-plus/projects/eplus-project-details/#project/6732d822-1b78-46a0-8135-c505f3917f02

After the Project

We can implement the NET-ENT MODULE in:

- an open curriculum,
- project work,
- optional content,
- interest activities,
- career counseling,
- already existing programs,
- EU mobility, etc.

NET-ENT Module Curriculum

Competences	Learning Outcomes	Handbook Content	Teaching Methods Innovative - Coaching Tools and Skills
Part 1 - Personal Growth and Development of Entrepreneurial Mindset			
Self-awareness and Self-efficacy Believe in yourself and keep developing *5 hours - flexible*	■ Candidate is able to identify and assess his/her own strengths and weaknesses. ■ Candidate takes responsibility for his/her own success/failure and the achieved goals.	■ Procrastination – Identify and Overcome Procrastination ■ Time Management - Establish Priorities ■ Saying No ■ Perfectionism and the 20/80 Principle ■ Self – management	Coaching tools: ■ Competence Pillar ■ Values Coaching skills: ■ Listening, Questioning, ■ Summarizing, Mirroring
Vision Work towards your vision of the future *5 hours - flexible*	■ Candidate knows and uses techniques and tools for developing a vision and turning ideas into action.	■ Developing Vision ■ Direction and Purpose ■ Values ■ Developing Entrepreneurial Vision	Coaching tools: ■ SMART Goals ■ Action Planning ■ Decision Balance ■ Values Coaching skills: ■ Listening, Questioning, ■ Summarizing, Mirroring
Motivation and Perseverance Stay focused and don't give up *5 hours - flexible*	Candidate is: ■ determined to turn ideas into action, ■ prepared to be patient and keep trying to achieve long-term individual or group goals, ■ motivated and has developed perseverance in solving issues despite the uncertainties and temporary failures.	■ The meaning of Motivation and Perseverance ■ Tips for Success	Coaching tools: ■ SMART Goals ■ Action Planning ■ Decision Balance ■ Values Coaching skills: ■ Listening, Questioning, ■ Summarizing, Mirroring
Creativity Develop creative and purposeful ideas *5 hours – flexible*	Candidate can: ■ develop ideas and opportunities to create value, provide better solutions than the existing ones and create new challenges, ■ explore and experiment with innovative approaches, ■ combine knowledge and resources to achieve valuable effects.	■ Creativity ■ Creativity and Entrepreneurial Thinking ■ The Entrepreneurial Mindset ■ What diminishes Creativity? ■ What boosts Creativity? ■ The Innovation Engine	Coaching skills: ■ Listening ■ Questioning ■ Summarizing ■ Mirroring
Spotting Opportunities Use your imagination and abilities to identify opportunities for creating value *5 hours – flexible*	■ Candidate is able to identify and seize opportunities to create value by identifying the needs and challenges that need to be meet.	■ Spotting Opportunities as a key Entrepreneurial Competence	Coaching skills: ■ Listening ■ Questioning ■ Summarizing ■ Mirroring

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Competences	Learning Outcomes	Handbook Content	Teaching Methods Innovative - Coaching Tools and Skills
Part 2 - Development of a Commercially Successful Product (Entreprise)			
Generating Ideas Taking the initiative *5 hours – flexible*	■ Candidate is motivated to do things, takes the initiative, and is willing to get things done on his own.	■ Finding Ideas ■ How to Increase Your Potential ■ Design Thinking	Coaching skills – use always: ■ Listening ■ Questioning ■ Summarizing ■ Mirroring
Valuing Ideas **(Design, Marketing and Production Aspect)** Valuing ideas Working with others *10 hours – flexible*	Candidate is able to: ■ identify and choose opportunities to create value by identifying the needs and challenges that need to be met, ■ distinguish between the design, marketing and production aspects within the process of new product development and understands their roles in achieving success, ■ choose co-workers and assemble a larger team to achieve the desired goal.	■ Evaluation of Ideas in General ■ Marketing Aspect ■ Design Aspect ■ Production Aspect	◆ Other Teaching Methods: ◆ Acquiring Independent Data ◆ Brainstorming ◆ Lotus Blossom ◆ Scoreboard for Ideas ◆ Six Thinking Hats ◆ Design Thinking ◆ Mind Mapping ◆ Pitching Your Idea
Prototyping (Transforming idea into action) Planning and management Coping with uncertainty, ambiguity and risk *40 hours – flexible*	■ Candidate can plan and manage the process of creating a commercially successful product from IDEA to PROTOTYPE and is able to adjust it when necessary. ■ Candidate can face uncertainty, ambiguity and risk. He knows how to accept failure as an opportunity to learn.	■ Role of the Prototype ■ Prototyping – Digital, Virtual, Physical ■ Resources – Material & Equipment ■ User Testing ■ Acquiring Funds	Support for all conversations: ◆ Model GROW
Final product Learning through experience *20 hours – flexible*	■ Candidate is able to learn through experience in the process of developing new products. ■ Candidate is able to project the idea (product/service) and its competitive advantage convincingly and with confidence.	■ Pitching Your Idea	

- ■ **Interdisciplinarity** - involves teachers, students and experts from different disciplines
- ■ **Internationality** - sharing experience and cooperating with other countries involved in the project at different stages of the process
- ■ **Bilingualism, Multilingualism** - being able to communicate (write and speak) in a foreign language and to use foreign literature
- ■ **Experiential learning** - the process of learning through experience, "learning through reflection on doing"

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Acquired Competences – Certificates

Certificate of Participation for Teachers

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is awarded this certificate for their participation
in the NET-ENT MODULE

achieving the following outcomes:

- understands the coach's role as a coach/teacher
- is able to select and use appropriate coaching tools and skills to support the process of developing an idea to a commercially successful product
- actively contributes to the personal and entrepreneurial development of students
- is commited to the coaching process
- is willing to share the coach's learning in their organization and beyond
- encourages the development of coaching skills and entrepreneurial innovation

Certificate of Participation for External Experts

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is awarded this certificate for their participation
in the NET-ENT MODULE,

providing following knowledge:

- transferring knowledge from an experienced person to a person who is learning
- supporting students to transfer their theoretical and other different knowledge into practical use
- permanent support to students on concrete examples of product development from idea to the final product
- connecting education with the labor market
- long-term knowledge sharing, collaboration and networking

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Certificate of Participation for students

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is awarded this certificate for their participation
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achieving the following learning outcomes:

Part 1 - Personal Growth and Development of Entrepreneurial Mindset

- Candidate is able to identify and assess his/her own strengths and weaknesses.
- Candidate takes responsibility for his/her own success/failure and the achieved goals.
- Candidate knows and uses techniques and tools for developing a vision and turning ideas into action.
- Candidate is:
  - determined to turn ideas into action,
  - prepared to be patient and keep trying to achieve long-term individual or group goals,
  - motivated and has developed perseverance in solving issues despite the uncertainties and temporary failures.
- Candidate can:
  - develop ideas and opportunities to create value, provide better solutions than the existing ones and create new challenges,
  - explore and experiment with innovative approaches,
  - combine knowledge and resources to achieve valuable effects.
- Candidate is able to identify and seize the opportunities to create value by identifying the needs and challenges that need to be met.

Part 2 - Development of a Commercially Successful Product (Enterprise)

- Candidate is motivated to do things, takes the initiative, and is willing to get things done on his own.
- Candidate is able to:
  - identify and choose opportunities to create value by identifying the needs and challenges that need to be met,
  - distinguish between the design, marketing and production aspect within the process of new product development and understands their roles in achieving success,
  - choose co-workers and assemble a larger team to achieve the desired goal.
- Candidate can plan and manage the process of creating a commercially successful product from IDEA to PROTOTYPE and is able to adjust it when necessary.
- Candidate can face uncertainty, ambiguity and risk. He knows how to accept failure as an opportunity to learn.
- Candidate is able to learn through experience in the process of developing new products.
- Candidate is able to project the idea (product/service) and its competitive advantage convincingly and with confidence.

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