VET Entrepreneurship Handbook

Module 1
Theoretical framework and key Entrepreneurship competences

Unit 1

VETENTRE
Building VET Trainers Entrepreneurial Competences

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UNIT 1. ENTREPRENEURSHIP. EntreComp framework

1.1 ENTREPRENEURSHIP

What is entrepreneurship

In the corporate sector, entrepreneurship refers to the concept of creating and managing a company enterprise in order to benefit by taking various risks. Simply described, entrepreneurship is the desire to establish a new company. Entrepreneurship has played a critical role in the global marketplace's economic development.

An entrepreneur is a person who is willing to operate independently and for himself. The term entrepreneurship has multiple different connotations.

Entrepreneurs Need These Skills

A prevalent perception of an entrepreneur is that he or she is an innovator. Innovation and the ability to be creative in order to produce fresh ideas for a business venture are needed abilities for successful entrepreneurship. To achieve optimum profit, an entrepreneur must have excellent leadership qualities and a strong feeling of cohesive teamwork.

Various types of entrepreneurship

The vast majority of individuals believe that entrepreneurship has only one meaning. However, as previously said, the term is highly ambiguous and can refer to a variety of things. Entrepreneurship for start-ups and entrepreneurship for small enterprises are the two most prevalent types of entrepreneurship.

Activity 1
Topic: Entrepreneurship **Type of activity:** Ice-breaker, Self-reflection **Duration:** 15 minutes Individually, participants are asked to write down what entrepreneurship means for them and why support to entrepreneurship is key for the implementation of the social market economy action plan of the EU commission **Title:** *List four reasons why entrepreneurship is key for implementation of action plan's general and specific objectives.*

3.2. ENTRECOMP

What is EntreComp?

We live in a fast-changing society where everyone's ability to act on opportunities and ideas, collaborate with others, manage dynamic professions, and impact the future for the common good is critical.

We need people, teams, and organizations with an entrepreneurial attitude in every facet of life to attain these goals.

EntreComp: The European Entrepreneurship Competence Framework was created by the European Commission as a reference framework to define what an entrepreneurial mindset is.

EntreComp provides a detailed definition of the information, abilities, and attitudes required to be an entrepreneur and provide financial, cultural, or social value for others.

EntreComp is a framework that outlines 15 competencies in three major areas that define what it means to be an entrepreneur.

Using EntreComp

EntreComp is a free, adaptable reference framework that may be used to help people build and understand entrepreneurial skills in any situation.

EntreComp can be utilized in a number of different ways, including:
- promoting policies and practices that encourage the development of entrepreneurial talents
- evaluating entrepreneurial abilities
- assisting educators, trainers, and instructors in delivering entrepreneurial skills,
- designing programs and learning opportunities,
- recognizing and certifying talents

EntreComp may be utilized in a variety of industries and can help educators, trainers, employers, professional bodies, and policymakers collaborate and create new ideas.

1.3. EUROPEAN SKILLS/COMPETENCES, QUALIFICATIONS AND OCCUPATIONS (ESCO)

European Skills, Competences, Competences, and Jobs (ESCO) is a multilingual European classification of skills, competencies, qualifications, and occupations.

ESCO functions as a dictionary, defining, identifying, and classifying professional vocations and skills important to the EU labor market and education and training system, as well as methodically displaying the relationships between them. It has an internet portal where users may access and download its dataset of vocations and skills for free. Its shared reference phrase aids in the successful and integrated operation of the European labor market, allowing the worlds of work and education/training to interact more effectively with one another.

ESCO is:
- offered in 27 languages (24 EU languages plus Icelandic, Norwegian, and Arabic)
- built on two pillars:
  - occupation
  - skills/competences
- applicable international classifications and frameworks, such as:
  - International Standard Classification of Occupations
  - International Standard Classification of Education: Fields of Education and Training
  - European Qualifications Framework
- freely available to all stakeholders in various formats.

ESCO is a tool that supports two of the EU's most important policies in this area:
- Europe 2020
- Skills agenda for Europe

Activity 2
Topic: EntreComp framework and competences   **Type of activity:** Group activity   **Duration:** 15 minutes   **Step 1. Watch the video:** "European entrepreneurship competence framework" on: https://www.youtube.com/watch?v=UwZPcJky0Ko   **Step 2. Discuss:** *How does entrepreneurship fit within EU objectives for a social market economy and EntreComp objectives?*

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2. AGILE MANAGEMENT TECHNIQUES AND SKILLS FOR VET EDUCATORS.

What is agile?

Agile is a project management style that focuses on continuous improvement in the creation of a product or service by using short development cycles called "sprints." Although incremental software development approaches date back to 1957, William Royce released a study on the creation of big software systems in the 1970s that was the first to examine agile in full. In 2001, 17 software professionals produced the Agile Manifesto, a "formal proclamation of four essential ideals and 12 principles to drive an iterative and people-centric approach to software development." Based on their collective expertise, these developers got together to talk about lightweight development methodologies.

The agile principles

Today, agile project management is still guided by 12 core concepts:

1. Customer satisfaction is always our first goal, and we achieve it by delivering on time and on schedule.
2. Changing surroundings are welcomed at any level of the process in order to give a competitive edge to the consumer.
3. A product or service is supplied on a more regular basis.
4. On a daily basis, stakeholders and developers work closely together.
5. All stakeholders and team members are kept motivated to achieve the best possible project outcomes, and teams are given all of the necessary tools and assistance, as well as the trust to complete the project.
6. The most efficient and successful structure for project success is face-to-face meetings.
7. The ultimate criterion for success is the final working product.
8. Sustainable development is achieved through agile methods that allow development teams and stakeholders to work at a consistent and continuous pace.
9. A constant focus on technical excellence and good design improves agility.
10. The importance of simplicity cannot be overstated.
11. Self-organizing teams are more likely to come up with the finest architectures and designs, as well as meet deadlines.
12. Teams employ regular intervals to fine-tune habits and increase efficiency.

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Benefits of Agile

Agile was created for the software industry to help expedite and optimize the development process so that bugs and defects could be identified and corrected quickly. It allows developers and teams to generate a better product in a shorter amount of time by using short, interactive iteration sessions/sprints. Agile is a fantastic match for organizations aiming to improve how they manage projects and function as a whole in the era of digital transformation, with many enterprises transitioning to a digital workplace. Agile can assist in ensuring process and methodological alignment across the organization. Both the digital workplace and agile give the following corporate benefits:

- Greater adaptability
- Productivity increases
- Transparency increased
- Deliverables of higher quality
- Reduced chance of missing goals
- Stakeholder satisfaction and involvement have increased

Advantages of agile

Agile project management offers several project-specific benefits to project teams, sponsors, project leaders, and clients, including:
- Solutions can be deployed more quickly.
- Increased flexibility and responsiveness to change Reduced waste through resource reduction Increased success through more concentrated efforts
- Reduced turnaround time
- Issues and flaws are detected more quickly.
- Processes for development optimization
- A structure that is lighter in weight
- Increased communication and feedback frequency Optimal project control Increased emphasis on unique client demands

Key competences in VET

The 2020 European skills agenda, the Council recommendation on VET, and the Osnabrück declaration on VET all emphasize the importance of key competencies that support green and digital transition while also laying the foundation for resilience, lifelong learning, employability, social inclusion, active citizenship, and personal development.

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The project's overarching goal is to enhance important VET competencies across Europe through research and evidence-based policy recommendations.

Key skills in VET are distinguished by the fact that they are not directly tied to a single certificate and may be used to a variety of settings, including lifelong learning and the labor market. In actuality, the borders are frequently blurred and differ depending on the economic sector. For example, whereas most certifications in the tourist business demand knowledge of at least one foreign language, using foreign languages (multilingual competence) may not be a common need for road construction technicians. Multilingualism is a major skill in the first situation, while it is a key competence that overlaps with occupational competence in the second.

While all core competencies are significant, Cedefop research concentrates on those that are aligned with EU aims.

Activity 3
Topic: Skills for VET educators **Type of activity:** Group activity **Duration:** 15 minutes **Title:** *Why and how entrepreneurship should be embedded in VET courses:* **Step 1.** Analyze 3 principal VET courses in 3 countries and portray how they are missing entrepreneurship training. **Step 2. Discuss:** Highlight potential added value of including entrepreneurship training in the analyzed VET courses

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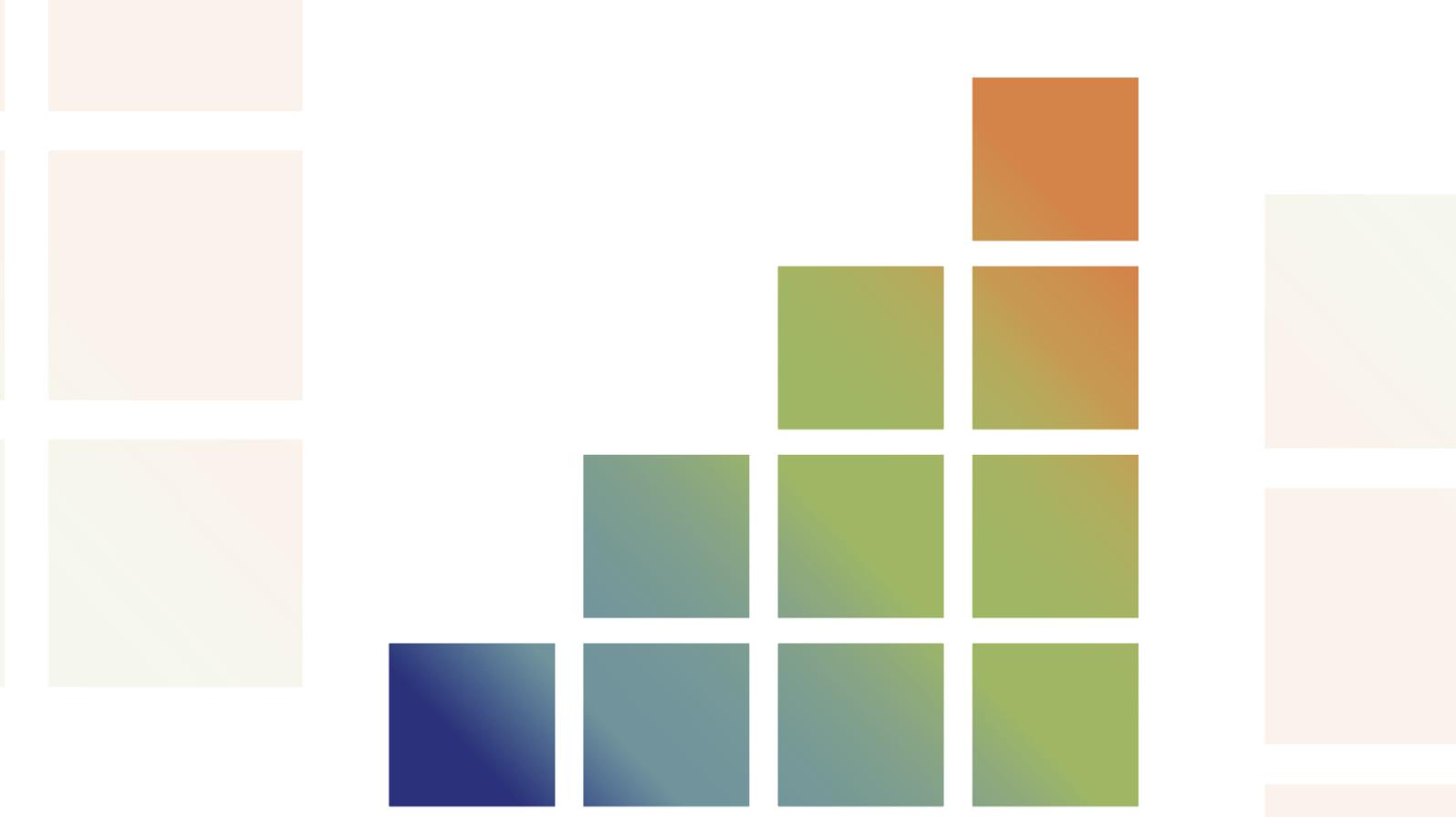"What Is Entrepreneurship? – Entrepreneur Handbook". 2022. *Entrepreneur Handbook*. https://entrepreneurhandbook.co.uk/entrepreneurship/.

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