

Joint development, piloting and validation of entrepreneurial mindset and key skills curricula and training materials for third countries



Entrepreneurial Mindset and Key Skills for All

ENTRECOMP CURRICULUM

3.4 WORKING WITH OTHERS

TASK ID AND TITLE 2.2: JOINT DEVELOPMENT OF THE CURRICULA AND TRAINING MATERIALS FOR ENTRECOMP

PARTNER RESPONSIBLE FOR THIS ACTIVITY: MMC MEDITERRANEAN MANAGEMENT CENTER LTD



PROJECT MAIN DETAILS

Programme:	Erasmus+
Key Action:	Lump Sum Grants
Project title:	Joint development, piloting and validation of entrepreneurial mindset and key skills curricula and training materials for third countries
Project Acronym:	EMSA
Project Agreement Number:	101092477
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COORDINATED BY



PROJECT PARTNERS



Jordan Youth Innovation Forum
الملتقى الأردني للإبداع الشبابي



TABLE OF CONTENTS

TRAINING CURRICULUM FOR COMPETENCE: 3.4 WORKING WITH OTHERS.....	4
Aim of the workshop	4
Learning outcomes	4
Training methodology.....	5
Prerequisites.....	5
SYNCHRONOUS ONLINE LEARNING	5
Workshop duration.....	5
Training techniques	5
Equipment and materials necessary.....	6
Workshop programme breakdown	6
List of methodological tools	8
SELF-DIRECTED LEARNING	8
Resources.....	8



TRAINING CURRICULUM FOR COMPETENCE: 3.4 WORKING WITH OTHERS

Aim of the workshop

The aim of this workshop is to cultivate a holistic understanding of the significance of effective and ethical communication in entrepreneurial endeavours. Learners will delve into the role of communication in fostering trust, fostering positive relationships, and navigating ethical dilemmas within the entrepreneurial context.

This module seeks to foster attitudes of leadership and empathy, empowering learners to lead by example, inspire others, and cultivate a culture of inclusivity and mutual support.

Learning outcomes

After the end of the workshop the participants will be in a position to:

In terms of knowledge:

Explain the importance of effective and ethical communication in entrepreneurial endeavours.

In terms of skills:

Implement collaborative work towards common goals building consensus within diverse teams.

In terms of competences:

Acquire the ability to lead and influence others' empathy to achieve shared objectives.



Training methodology

- Synchronous Online Learning
- Self-Directed Learning

Prerequisites

- Beginner level
- Specific skills required
- Previous workshops required

If the workshop requires specific skills or participation in previous workshops, please explain:

N/A

SYNCHRONOUS ONLINE LEARNING

Workshop duration

6 hours.

Training techniques

- Lecture (compulsory)
- Individual Exercise
- Group Exercise
- Role play



- Experiential Workshop
- Group Discussion
- Brainstorming
- Case Study
- Questions and Answers (multiple-choice and open-ended questions)
- Other (Please indicate): Video Projection and Analysis

Equipment and materials necessary

Equipment:

- ✓ Laptop/PC
- ✓ Access to Internet

Materials:

- ✓ Power Point presentation
- ✓ Blank A4 Sheets
- ✓ Pens/Pencils

Workshop programme breakdown

No.	Theme/Content	Workload in minutes
1	Introduction to Working with Others	10 minutes
	Effective and Ethical Communication	



2	Structure	Technique/Title of methodological tool	110 minutes
	<ul style="list-style-type: none"> • Definition of effective communication & ethical communication • Elements of ethical communication • Ethics in communication 	<p>Lecture: This unit delves into the core concepts of effective communication and ethical communication the elements included/PPT3.4_1</p> <p>Video: Ethics in communication/MT3.4_1</p> <p>Quiz: The element of ethics in communication/MT3.4_2</p>	
3	Collaborative Teamwork and Consensus' Building		120 minutes
	Structure	Technique/Title of methodological tool	
	<ul style="list-style-type: none"> • The importance of collaborative teamwork and its benefits • Characteristics of Effective Teams • Consensus Building and strategies for building them • Active listening and ethical communication 	<p>Lecture: The module covers the importance of active listening and ethical communication in promoting a supportive team environment and consensus building strategies./PPT3.4_1</p> <p>Case Study: In Ethical Negotiation/MT3.4_3</p>	
4	Leadership and Empathy in Achieving Shared Objectives		110 minutes
	Structure	Technique/Title of methodological tool	
	<ul style="list-style-type: none"> • Empathetic leader characteristics • What is empathy in entrepreneurship • Dealing with conflicts and manage conflict charts 	<p>Lecture: The concept of empathy in entrepreneurship, understanding how it fosters stronger connections with customers, employees, and stakeholders, leading to enhanced innovation, collaboration, and customer satisfaction./PPT3.4_1</p>	



		Exercise: Manage Situations with Conflict Charts./MT3.4_4	
5	Revision		10 minutes

List of methodological tools

No.	Training Technique	Title of Methodological tool
1	Lecture	PPT3.4_1
2	Training Video	MT3.4_1
3	Quiz	MT3.4_2
4	Case Study	MT3.4_3
5	Exercise	MT3.4_4

SELF-DIRECTED LEARNING

Resources

No.	Title and Reference	Attachment (if applicable)
1	MindTools Home	
2	5 Conflict Management Styles every Manager Must Know [Guide] (valamis.com)	
3	What Is Conflict Management? (Definition, Types and Skills) Indeed.com	
4	shortguide.doc (mit.edu)	
5	3 Techniques for Building Consensus - Leadership Strategies (leadstrat.com)	
6	Active Listening: Techniques, Benefits, Examples (verywellmind.com)	



7	Ethical Communication: The Basic Principles (paradoxmarketing.io)	
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