

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: 2.2 MOTIVATION & PERSEVERANCE – METHODOLOGICAL TOOLS

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

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PROJECT MAIN DETAILS

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Project title:Joint development, piloting and validation of

entrepreneurial mindset and key skills curricula

and training materials for third countries

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COORDINATED BY



PROJECT PARTNERS













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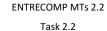




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SUMMARY OF THE METHODOLOGICAL TOOLS

Competence Code and Title	2.2 Motivation & Perseverance
EntreComp Area Code and Title	2 Resources
Learning Outcomes for the Competence	Define and explain the key concepts of perseverance and motivation, including theories of motivation, strategies for building resilience, and techniques for maintaining motivation in challenging situations. Apply techniques and strategies for enhancing personal perseverance and motivation in professional settings, using goal-setting, feedback mechanisms, and motivational communication effectively.
	Demonstrate the ability to integrate perseverance and motivation into life and workplace practices, by leading initiatives that foster a motivational environment, adapting proper strategies.

Methodological tool Type	Number of Methodological tools
☑ Lecture (compulsory)	1
☑ Open-ended questions	1 (Discussions and Q&A Sessions)
☐ Closed questions	
☑ Group discussion	2

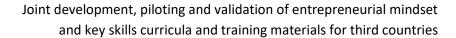
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☐ Brainstorming	
☐ Individual exercise	
☑ Group exercise	2
☐ Experiential workshop	
☐ Role play	
☑ Video projection and analysis	1
☑ Other (Please indicate)	2 (Ice-breaking Activity and Case Study)
Total Number of Methodological tools:	9









COMPULSORY METHODOLOGICAL TOOLS

1. POWERPOINT PRESENTATION

Methodological tool Code and Title	PPT2.2_1 Lecture
Competence Code and Title	2.2 Perseverance and Motivation
Learning Outcomes covered by the Methodological tool	Define and explain key concepts of perseverance and motivation. Apply techniques for enhancing personal perseverance and motivation in professional settings. Demonstrate integration of perseverance and motivation concepts into workplace practices.
Methodological tool Aim	To provide an in-depth presentation on the core concepts, theories, and practical applications of perseverance and motivation in professional environments.
Hints and tips for the trainer to use the Methodological tool	 ✓ Use real-world examples and case studies to illustrate key points. ✓ Encourage participant interaction and questions to foster engagement. ✓ Utilize visual aids and infographics for better understanding. ✓ Break down complex theories into digestible segments for easier comprehension
Attachment for the usage of the Methodological tool	TrainMatEntre_2.2_Fin al.pptx





ADDITIONAL METHODOLOGICAL TOOLS

1. ICE-BREAKING ACTIVITY

Methodological tool Code and Title	MT2.2_1 Ice-Breaking Activity
Competence Code and Title	2.2 Motivation & Perseverance
Learning Outcomes covered by the Methodological tool	 Demonstrate the ability to quickly and effectively introduce oneself and engage with others. Enhance networking skills by making swift connections with a diverse group. Develop the skill of listening and processing information rapidly in a social setting.
Methodological tool Aim	To facilitate rapid introductions among participants, fostering a sense of connection and breaking down initial barriers in a fun, engaging manner.
Hints and Tips for the trainer to use the Methodological tool	 ✓ Encourage participants to be concise yet informative in their introductions. ✓ Keep track of time strictly to ensure the activity remains dynamic and engaging. ✓ Foster a relaxed atmosphere to reduce any social anxiety or pressure. ✓ Observe the interactions and be ready to step in if any participant seems left out or uncomfortable.
Attachment/s for the usage of the Methodological tool	Ice-breaking Activity MT2.2_1NEW.pdf





2. GROUP EXERCISE

2. GROUP EXERCISE		
Methodological tool Code and Title	MT2.2_2 Group Exercise	
Competence Code and Title	2.2 Motivation & Perseverance	
Learning Outcomes covered by the Methodological tool	 Identify how perseverance contributes to personal development. Analyze the role of motivation in professional advancement. Share personal examples of perseverance and motivation impacting growth. 	
Methodological tool Aim	To engage participants in a dialogue about the significance of perseverance and motivation in their personal and professional lives, providing a deeper understanding and appreciation for these competences.	
Hints and Tips for the trainer to use the Methodological tool	 ✓ Prompt participants with questions that encourage introspection and sharing. ✓ Facilitate an inclusive discussion, ensuring all voices are heard. ✓ Guide the conversation to draw connections between personal anecdotes and broader concepts of growth. 	
Attachment/s for the usage of the Methodological tool	Group Exercise MT2.2_2.pdf	

3. VIDEO PROJECTION AND ANALYSIS

Methodological tool Code and Title	MT2.2_3 YouTube Video Presentation
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Competence Code and Title	2.2 Motivation & Perseverance	
Learning Outcomes covered by the Methodological tool	 Understand the key strategies for cultivating perseverance and maintaining motivation. Identify personal triggers and barriers to motivation and perseverance. Apply the strategies discussed in the video to personal and professional challenges. 	
Methodological tool Aim	To leverage the insights from the video "Strategies for Cultivating Perseverance and Motivation" to initiate a discussion and deepen the trainees' understanding of internal and external motivational factors and the cultivation of perseverance.	
Hints and tips for the trainer to use the Methodological tool	 ✓ Encourage note-taking during the video for use in the subsequent discussion. ✓ Facilitate a reflective conversation post-viewing, allowing participants to share their thoughts and how they relate to the content presented. ✓ Use specific examples from the video to illustrate points during the discussion. 	
Attachment/s to use the Methodological tool	Provided in the Activity Description below (if applicable).	

Methodological Tool Title	
YouTube Video Presentation	
Video Title (if different from the MT Title)	
"Strategies for Cultivating Perseverance and Motivation"	









Video Source (e.g., URL)

https://www.youtube.com/watch?v=faHVJ5RQCrM

Video Creator (Person/Organisation/Authority)

Bright Light Motivation

Video Duration (if a segment of the video should be projected, please indicate also start and end time)

3 minutes.

Estimated Duration (of the Activity) (broken down into steps, if necessary)

Total Duration: 20 minutes

Introduction to the Video: 3 minutes

Viewing of Video: 3 minutes Group Discussion: 9 minutes

Conclusion and Wrap-Up: 5 minutes

General Guidelines (for the trainer)

Begin with an introduction to the topic of perseverance and motivation.

Explain the purpose of watching the video and how it relates to the participants' personal and professional development.

Prepare a few key questions or points for the participants to consider while watching the video.

Instructions (for the participants)

Watch the video attentively, taking notes on strategies that resonate with you.

Think about how the discussed strategies apply to your own experiences.

Be prepared to discuss and share your insights after viewing.

Debriefing Questions









- 1. Can you conclude the video based on your understanding?
- 2. Which strategies from the video do you find most applicable to your life?
- 3. How can you implement these strategies to enhance your perseverance and motivation?

Remarks by the Trainer

- ✓ Emphasize the importance of open-mindedness and personal reflection.
- ✓ Encourage participants to share their views respectfully and to listen to others' perspectives.

Adaptation of the Methodological Tool for Asynchronous Learning (what to change) (if applicable)

Provide a discussion forum or a digital collaborative space for participants to post their thoughts after watching the video.

Assign a timeframe for participants to watch the video and post their reflections. Encourage participants to respond to at least one other peer's reflection to simulate a discussion.

Attachment/s (if applicable)



YouTube Video Projection MT2.2_3.pd

4. GROUP EXERCISE

Methodological tool Code and Title	MT2.2_4 Group Exercise
Competence Code and Title	2.2 Motivation & Perseverance
Learning Outcomes covered by the Methodological tool	 Understand the concept of resilience. Identify strategies for building resilience.
Methodological tool Aim	To engage participants in a brief activity that tests their understanding of key concepts related to resilience and





Hints and Tips for the trainer to use the Methodological tool	encourages them to identify practical resilience-building strategies. ✓ Keep the scenarios brief and focused to fit within the 20-minute timeframe. ✓ Encourage participants to actively engage in discussions and share their thoughts openly. ✓ Emphasize that resilience is an ongoing process and that even small strategies can make a difference.
Attachment/s for the usage of the Methodological tool	Group Exercise MT2.2_4.pdf

5. GROUP DISCUSSION

Methodological tool Code and Title	MT2.2_5 Group Discussion
Competence Code and Title	2.2 Motivation & Perseverance
Learning Outcomes covered by the Methodological tool	 Identify personal challenges and the emotional response to adversity. Articulate strategies and actions taken to overcome personal challenges. Reflect on the importance of support systems in the process of overcoming challenges. Recognize the role of mindset and self-belief in perseverance. Analyze key moments that were pivotal in overcoming challenges. Discuss the lessons learned from challenges and
	how they contribute to personal growth.







	 7. Share successful outcomes as a result of perseverance and their impact on personal and professional life. 8. Offer advice and encouragement for developing perseverance.
Methodological tool Aim	To facilitate a reflective group discussion where participants share and learn from each other's experiences of overcoming personal challenges through perseverance, fostering an understanding of the strategies and mindsets that contribute to resilience and personal growth.
Hints and Tips for the trainer to use the Methodological tool	 ✓ Encourage a respectful and empathetic listening environment. ✓ Prompt participants to think deeply about their experiences and what they've learned. ✓ Guide the discussion to ensure that all participants have an opportunity to share. ✓ Help participants to draw connections between their personal stories and broader concepts of motivation and perseverance.
Number of Questions in the Methodological tool	10
Attachment/s for the usage of the Methodological tool	Provided in the Activity Description below (if applicable).

Methodological Tool Title

"Exploring Perseverance: Overcoming Challenges"





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Group Discussion Title (if different from the MT title)

Share Your Personal Challenge and Perseverance Story

Group Discussion Topic

The role of perseverance in overcoming personal challenges and the strategies used

General Guidelines (for the trainer)

Foster a supportive and non-judgmental atmosphere.

Encourage active participation.

Use probing questions to delve deeper into participants' stories and reflections.

Instructions (for the participants)

Share a personal challenge and discuss the journey of overcoming it, focusing on initial reactions, perseverance strategies, setbacks, support systems, mindset, key turning points, lessons learned, and successes.

Estimated Duration (broken down into steps, if necessary)

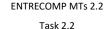
Total Duration: 20 - 25 minutes

Introduction: 1 minute

Sharing Challenges: 5 minutes

Discussion (per participant): 10 minutes

Debriefing: 4 minutes







Online Classroom Setting (if applicable)

Utilize breakout rooms for sharing personal stories, utilize shared documents for collaborative note-taking, and ensure all participants have the chance to contribute in the main session.

Expected Answers

Participants' personal stories of challenge and perseverance, strategies employed to overcome obstacles, insights on the role of mindset and support, and reflections on personal growth.

Debriefing Questions

- 1. How did sharing your challenge and perseverance strategies make you feel?
- 2. What common themes or strategies emerged during the discussion?
- 3. How can you apply the lessons learned from this discussion to future challenges?
- 4. Do you believe that perseverance is a skill that can be cultivated over time?

Remarks by the Trainer

- ✓ Ensure that the discussion remains focused on personal experiences and reflections.
- ✓ Emphasize the importance of a non-judgmental and supportive environment.
- ✓ Encourage participants to take away valuable insights and strategies from the discussion.

Adaptation of the Methodological Tool for <u>Asynchronous Learning</u> (what to change) **(if applicable)**

Transform the group discussion into a forum or message board format, where participants can post their stories and responses over time. Adapt the debriefing questions into discussion prompts that participants can respond to asynchronously.

Attachment/s (if applicable)







6. GROUP EXERCISE

Methodological tool Code and Title	MT2.2_6 Group Exercise
Competence Code and Title	2.2 Motivation & Perseverance
Learning Outcomes covered by the Methodological tool	 Understand and Apply Various Theories of Motivation learn and share effective strategies for maintaining motivation over time, recognizing the importance of setting achievable goals, using positive reinforcement, and adapting to challenges. Reflect on Personal Motivation and Perseverance Experiences
Methodological tool Aim	To facilitate a creative and interactive group discussion that enhances understanding of motivation theories and the importance of maintaining motivation and perseverance in achieving personal and professional goals.
Hints and Tips for the trainer to use the Methodological tool	 ✓ Encourage participants to draw from personal experiences to make the discussion more relatable and impactful. ✓ Use probing questions to deepen the discussion and ensure that all participants have the opportunity to contribute.



	✓ Highlight the connection between theory and practice by asking participants to identify real-life applications of the motivational strategies discussed.
Number of Questions in the Methodological tool (minimum 6)	While the activity is primarily discussion-based, trainers are encouraged to prepare open-ended questions to guide the group discussions and reflections.
Attachment/s for the usage of the Methodological tool	Provided in the Activity Description below (if applicable).

Methodological Tool Title

"The Motivation Mosaic: Understanding and Sustaining Drive"

Group Discussion Title (if different from the MT title)

N/A

Group Discussion Topic

Exploring intrinsic and extrinsic motivations, and strategies for maintaining motivation over time.

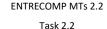
General Guidelines (for the trainer)

Foster a supportive and non-judgmental atmosphere to encourage openness and vulnerability.

Encourage active participation from all group members to share their insights and experiences.

Use probing questions to delve deeper into the discussion of motivation theories and personal strategies.









Instructions (for the participants)

Reflect on personal experiences where intrinsic or extrinsic motivation played a key role.

Share strategies that have been effective in maintaining motivation over long periods.

Create a section of the "Motivation Mosaic" using symbols, words, or drawings that represent discussed theories and strategies.

Engage in a gallery walk to view and discuss the mosaic creations of all groups, reflecting on new insights gained.

Estimated Duration (broken down into steps, if necessary)

Duration: 10 minutes

Introduction and Setup: 2 minutes

Group Discussion and Mosaic Creation: 5 minutes

Gallery Walk and Group Reflection: 3 minutes

Online Classroom Setting (if applicable)

Utilize breakout rooms for small group discussions.

Share digital whiteboard or collaborative document for creating the "Motivation Mosaic".

Reconvene in the main room for the gallery walk, using screen sharing to present each group's mosaic section.

Facilitate a group reflection in the main room, encouraging participants to share their thoughts and insights.

Expected Answers







Answers will vary based on participants' personal experiences with motivation, the challenges they've faced, and their reflections on maintaining motivation. Expected responses may include examples of intrinsic and extrinsic motivation, personal strategies for staying motivated, setbacks encountered, and insights into personal growth and perseverance.

Debriefing Questions

- 1. How did exploring different theories of motivation and sharing your strategies for maintaining motivation impact your understanding of your own motivations?
- 2. What common themes emerged from the mosaic in terms of motivation and perseverance?
- 3. How can the strategies discussed be applied to your current or future goals?
- 4. Reflecting on the activity, how do you view the balance between intrinsic and extrinsic motivation in your life?

Remarks by the Trainer

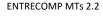
- ✓ Encourage reflection on how personal experiences with motivation relate to the theoretical frameworks discussed.
- ✓ Highlight the importance of understanding one's own motivational drivers and the role of perseverance in achieving goals.
- ✓ Foster an environment where participants feel comfortable sharing personal insights and learning from the experiences of others.

Adaptation of the Methodological Tool for <u>Asynchronous Learning</u> (what to change) **(if applicable)**

For asynchronous adaptation, participants can contribute to a digital "Motivation Mosaic" using an online collaborative platform. They can post their insights, strategies, and reflections on motivation and perseverance in a forum or shared document. Provide clear instructions for contributions, such as posting a brief description or visual representation of a motivation theory and a personal strategy for maintaining motivation, followed by engaging with peers' contributions through comments or reflections.

Attachment/s (if applicable)





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7. CASE STUDY

Methodological tool Code and Title	MT2.2_7 Case Study Analysis
Competence Code and Title	2.2 Motivation & Perseverance
Learning Outcomes covered by the Methodological tool	 Analyze the application and effectiveness of various motivational techniques in the workplace Evaluate the impact of these techniques on employee engagement and performance. Develop insights into the practical implementation of motivational strategies and their outcomes.
Methodological tool Aim	To provide trainees with real-life examples of motivational techniques in workplace settings, allowing them to study the conditions, actions taken, and their outcomes to better understand how these strategies can be applied effectively.
Hints and tips for the trainer to use the Methodological tool	 ✓ Provide guidance on how to critically analyze case studies. ✓ Encourage discussion that connects theory to practice. ✓ Facilitate a reflective dialogue on the application of the case study insights to the participants' own work environments.
Attachment/s to use the Methodological tool	Provided in the Activity Description below (if applicable).







Methodological Tool Title	
"Analyzing Motivational Strategies: A Case Study Approach"	
Case Study Title (if different from the MT title)	
N/A	
Case Study Source (e.g., URL)	
N/A	
Case Study Content	
Detailed descriptions of workplace scenarios illustrating the use of motivational techniques, their implementation, and outcomes.	
Estimated Duration (broken down into steps, if necessary)	
25 minutes	
General Guidelines (for the trainer)	
Set the stage for analytical thinking and encourage participants to consider the broader implications of the case studies.	
Instructions (for the participants)	







Engage with the case studies, identify key motivational strategies, assess their effectiveness, and discuss applications to personal professional contexts.

Task 1: Open-ended Questions

Please answer the questions below.

Question: What were the key motivational strategies identified in the case studies?

Expected answer: Participants may identify a range of strategies such as recognition programs, flexible work arrangements, professional development opportunities, leadership development, and empowerment initiatives. They might also note the use of performance incentives, clear communication of goals, and the fostering of a positive company culture as key motivational strategies observed in the case studies.

Question: How can these strategies be adapted to different workplace environments?

• Expected answer: Participants could discuss the need to tailor strategies to the specific needs, values, and goals of an organization and its workforce. For instance, they might suggest adapting recognition programs to align with the cultural values of a company or modifying flexible work policies to suit the operational requirements of different industries. They may also talk about the importance of involving employees in the development of motivational strategies to ensure they are relevant and effective, as well as the need for ongoing evaluation and adaptation of these strategies based on feedback and performance outcomes.

Remarks by the Trainer

- ✓ Encourage participants to think beyond the case studies and consider how they would implement these strategies in their own roles.
- ✓ Promote an environment where participants can freely share their opinions and experiences related to the case studies.

Adaptation of the Methodological Tool for Asynchronous Learning (what to change) (if applicable)







Provide online forums for discussion of the case studies. Allow participants to submit their analysis and reflections in written form. Schedule virtual meetings for group discussions and debriefings.

Attachment/s (if applicable)



Case Study Analysis MT2.2_7.pdf

8. GROUP DISCUSSION

Methodological tool Code and Title	MT2.2_8 Review and Discussion
Competence Code and Title	2.2 Motivation & Perseverance
Learning Outcomes covered by the Methodological tool	 Understanding of key concepts and strategies related to perseverance and motivation. Ability to apply concepts of perseverance and motivation in personal and professional life. Recognition and addressing of challenges related to motivation and perseverance. Enhanced ability to support and encourage perseverance and motivation in others. Critical reflection on personal experiences related to perseverance and motivation. Interest in further exploration of perseverance and motivation topics.
Methodological tool Aim	To facilitate a comprehensive review and discussion that solidifies participants' understanding and commitment to

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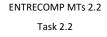
Hints and Tips for the trainer to use the Methodological tool	 applying the principles of perseverance and motivation in various aspects of their lives, while also identifying any challenges and areas for further exploration. ✓ Encourage open and honest reflection to create a supportive atmosphere. ✓ Use real-life examples to illustrate key concepts. ✓ Address any confusion or challenges immediately with clarifications or further examples. ✓ Highlight the importance of both self-motivation and supporting others. ✓ Suggest additional resources for participants interested in further exploration of the topics. ✓ Foster a collaborative environment where participants feel comfortable sharing personal stories of perseverance and motivation.
Number of Questions in the Methodological tool	7
Attachment/s for the usage of the Methodological tool	Provided in the Activity Description below (if applicable).

Methodological Tool Title

Perseverance and Motivation: Insights and Applications

Group Discussion Title (if different from the MT title)

Reflecting on Perseverance and Motivation







Group Discussion Topic

Exploring the impact of perseverance and motivation on personal and professional growth

General Guidelines (for the trainer)

Facilitate an open and respectful discussion environment.

Encourage participation from all attendees, ensuring diverse perspectives are heard.

Provide examples or prompts when necessary to stimulate discussion.

Summarize key points and takeaways after each discussion point.

Offer constructive feedback and guidance throughout the session.

Instructions (for the participants)

Reflect on the questions provided and be prepared to share your insights.

Listen respectfully to others' contributions and provide supportive feedback.

Engage actively in the discussions, bringing in your personal experiences and questions.

Think about how the concepts discussed can be applied in your life and share your action plans.

Estimated Duration (broken down into steps, if necessary)

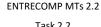
Total Duration: 45 minutes

Introduction: 5 minutes

Sharing insights from the workshop: 10 minutes

Discussing application of concepts: 10 minutes











Addressing challenges: 5 minutes

Sharing personal experiences: 10 minutes

Planning for support and encouragement: 5 minutes

Online Classroom Setting (if applicable)

Use breakout rooms for small group discussions, with each room focusing on one of the discussion questions. Reconvene for a plenary session to share group summaries. Utilize online polling for instant feedback on key questions.

Expected Answers

 Participants should demonstrate a deeper understanding of perseverance and motivation, share personal and professional applications, identify challenges, and propose solutions and support mechanisms.

Debriefing Questions

- 1. What was the most valuable insight you gained today?
- 2. How do you feel about the challenges discussed?
- 3. What steps will you take to apply these concepts in your life?

Remarks by the Trainer

- ✓ Highlight the importance of ongoing reflection and application of perseverance and motivation.
- ✓ Encourage participants to continue exploring these concepts and support each other in their growth journeys.

Adaptation of the Methodological Tool for <u>Asynchronous Learning</u> (what to change) **(if applicable)**





Provide a forum or discussion board for participants to post their reflections and responses to the questions. Set deadlines for each discussion point.

The trainer can summarize discussions and provide feedback periodically.

Utilize video or text-based materials to introduce concepts and guide reflections.

Attachment/s (if applicable)





Review and Review and Discussion MT2.2_8.pcDiscussion MT2.2_8.dc

