

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 2.1 SELF-AWARENESS AND SELF-EFFICACY

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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ENTRECOMP Curriculum 2.1
Task 2.2





## 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

**Start Date**: 01/01/2023

**End Date:** 31/12/2025

## COORDINATED BY



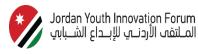
# **PROJECT PARTNERS**



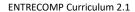












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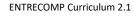




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# TRAINING CURRICULUM FOR COMPETENCE: SELF-AWARENESS AND SELF-EFFICACY

#### Aim of the workshop

This workshop aims at familiarising learners with the concepts of 'self-awareness' and 'self-efficacy'. It begins with an introduction to these concepts, it explains the interplay between them and their connection with leadership and entrepreneurship, and it provides advice on how to improve self-awareness and self-efficacy to be able to reflect on own needs, wants, interests, and aspirations. In order to better understand the concepts, the learners assess their self-awareness by completing a self-awareness test and utilise the General Self-efficacy Scale to evaluate their self-efficacy. Subsequently, they have the opportunity to put self-awareness and self-efficacy into action through familiarisation with the concepts of 'mindfulness' and 'visualisation', and through implementing a series of individual and group activities that allow them to utilise and practise self-awareness and self-efficacy. Finally, they are asked to formulate their personal manifesto based on their self-awareness and self-efficacy, thereby shaping a clear direction, priorities, and goals, and they realise that manifesting self-awareness is one of the key traits of leading others and even be seen as a role model.

#### Learning outcomes

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

#### *In terms of knowledge:*

Define self-awareness and self-efficacy, and explain the interplay between the two. Describe the role of self-awareness in leadership and in inspiring others, and the role of self-efficacy in developing an entrepreneurial mindset.

#### In terms of skills:

Identify and assess one's own values, strengths, and weaknesses through different self-assessment activities and tools.

Analyse one's own needs, wants, interests, and aspirations to become more self-aware and self-efficient.

#### In terms of competences:

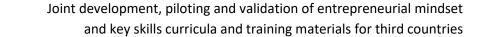
Think and act towards a clear direction, priorities and goals using a personal manifesto (statement) created for one's own life based on their self-awareness and self-efficacy.



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#### Training methodology

□ Synchronous Online Learning	
Prerequisites	
⊠ Beginner level	
☐ Specific skills required	
☐ Previous workshops required	
If the workshop requires specific skills or participation in previous world	kshops, please explain:
N/A	
SYNCHRONOUS ONLINE LEARNING	
Workshop duration	
6 hours.	
o nours.	
Training techniques	
Training techniques	
☑ Lecture (compulsory)	
☑ Individual Exercise	
☑ Group Exercise	
□ Role play	
☐ Experiential Workshop	
□ Group Discussion	

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☑ Questions and Answers (multiple-choice and open-ended questions)

☑ Other (Please indicate): Video Projection and Analysis

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☐ Brainstorming☐ Case Study



#### **Necessary equipment and materials**

#### **Equipment:**

✓ Laptop/PC

#### **Materials:**

- ✓ PowerPoint presentation
- ✓ Activity Worksheets
- ✓ Paper sheets
- ✓ Pens

### Workshop programme breakdown

No.	Theme/Content		Workload in minutes
1	Introduction to Self-awareness	25 minutes	
	Structure	Training Technique/Code of Methodological Tool	
	<ul> <li>Self-awareness – Self-efficacy</li> <li>What Do you Think 'Self-awareness' Is?</li> <li>How Do you Think 'Self-Awareness' Relates to 'Self-efficacy'?</li> <li>What I Can and what I Cannot Do</li> </ul>	Lecture: Introduction to Self- awareness and self-efficacy/PPT2.1_1  Questions and answers: Open-ended questions	
2	The Interplay between Self-awareness and Self-efficacy		140 minutes
	Structure	Training Technique/Code of Methodological Tool	
	<ul> <li>Self-awareness: The Starting Point</li> </ul>	Lecture: The Interplay between Self-awareness and Self-efficacy/PPT2.1_1	

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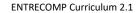
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	<ul> <li>What is Self-awareness?</li> <li>Self-awareness and Emotional Intelligence</li> <li>Internal and External Self-awareness</li> <li>Self-awareness and Leadership</li> <li>Why is it Hard to be Self-aware?</li> <li>5 Ways to Cultivate Self-awareness</li> <li>Self-efficacy: Self-awareness and a Step Forward</li> <li>What is Self-efficacy?</li> <li>Albert Bandura's Model of Self-efficacy</li> <li>Self-efficacy and Entrepreneurship</li> <li>Tools to Measure Self-efficacy</li> <li>General Efficacy Scale (GES)</li> <li>Tips to Improve Self-efficacy</li> <li>The Interplay between Self-awareness and Self-afficacy</li> </ul>	Individual exercise: Are you Self-aware?/MT2.1_2  Video Projection and Analysis: The Riddle of Experience vs. Memory/MT2.1_3  Individual exercise: What is your Level of Self-efficacy?/MT2.1_4  Group Discussion: Questions for Self-reflection/MT2.1_5	
3	efficacy  Self-awareness and Self-efficacy in Action		
	Structure	Training Technique/Code of Methodological Tool	
	<ul> <li>Techniques to Boost Self-Awareness and Self-efficacy</li> <li>What is Mindfulness?</li> <li>Practise Mindfulness!</li> <li>What is Visualisation?</li> <li>Practise Visualisation!</li> <li>Practising Self-awareness and Self-efficacy</li> </ul>	Lecture: Self-awareness and Self-efficacy in Action/PPT2.1_1  Individual Exercise: Activities for Practising Self-awareness and Self-efficacy — The Freedom Diagram, Changing Self-talk, Record Your ABCs, Ask the 'Three Whys'/MT2.1_6	

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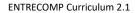


	Manifesting Self-awareness an	Group Exercise: Activities for Practising Self-awareness and Self-efficacy – Wheel of Life, Right Here, Right Now!/MT2.1_7	
4	Structure Training Technique/Code of Methodological Tool		80 minutes
	<ul> <li>Self-awareness and Personal Manifesto</li> <li>Self-awareness as One of the Key Traits of Role Modelling</li> </ul>	Lecture: Manifesting Self-awareness and Self-efficacy/PPT2.1_1  Individual exercise: My Personal Manifesto/MT2.1_8  Video Projection and Analysis: Michael Scott's Total Lack of Self Awareness, The Office US/MT2.1_9	
5	Revision		20 minutes
	Structure	Training Technique/Code of Methodological Tool	
	Revision Points	Lecture: Revision/ PPT2.1_1	

### List of methodological tools

No.	Training Technique	Code of Methodological Tool
1	Lecture	PPT2.1_1
2	Individual Exercise	MT2.1_2
3	Video Projection and Analysis	MT2.1_3
4	Individual Exercise	MT2.1_4
5	Group Discussion	MT2.1_5
6	Individual Exercise	MT2.1_6
7	Group Exercise	MT2.1_7
8	Individual Exercise	MT2.1_8
9	Video Projection and Analysis	MT2.1_9





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#### **SELF-DIRECTED LEARNING**

#### **Resources**

No.	Resource Title	Attachment
		(if applicable)
1	Bandura, a. (1986). Social foundations of thought and action:	
	A social cognitive theory. Englewood cliffs, NJ: prentice-hall.	
2	Bandura, a. (1991a). Self-efficacy mechanism in	
	physiological activation and health-promoting behaviour. In	
	J. Madden, IV (ed.), Neurobiology of learning, emotion and	
	affect (pp. 229- 270). New york: raven.	
3	Bandura, a. (1991b). Self-regulation of motivation through	
	anticipatory and self-regulatory mechanisms. In R. A.	
	Dienstbier (ed.), Perspectives on motivation: nebraska	
	symposium on motivation (vol. 38, pp. 69-164). Lincoln:	
	university of nebraska press.	
4	Bandura, A. (1994). Self-efficacy. In V. S. Ramachaudran	
	(ed.), Encyclopedia of human behavior (vol. 4, pp. 71-81).	
	New York: Academic press. (Reprinted in H. Friedman	
	[ed.], Encyclopedia of mental health. San Diego: Academic press, 1998).	
5	Buckley, T. R., & Foldy, E. G. (2010). A Pedagogical Model for	https://doi.org/10.1177/001100
	Increasing Race-Related Multicultural Counseling	0009360917
	Competency 1ψ7. The Counseling Psychologist, 38(5), 691–	
	713. https://doi.org/10.1177/0011000009360917	
6	Duval, S., & Wicklund, R. A. (1972). A theory of objective self	
7	awareness. Academic Press.	
7	Goleman, D. (1995). <i>Emotional intelligence</i> . Bantam Books, Inc.	
8	Jiaying Huo (2023). Vocational-technical teachers'	https://doi.org/10.1016/j.heliyo
	mindfulness: Does it matter for teachers' well-being and	n.2023.e17184
	motivation? Heliyon 9(6), e17184, 2405-8440.	
	https://doi.org/10.1016/j.heliyon.2023.e17184	
9	Lent, r. W., & Hackett, G. (1987). Career self-efficacy:	
	empirical status and future directions. Journal of vocational	
	behaviour, 30, 347-382.	

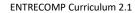






10	Maddux, j. E., & Stanley, M. A. (Eds.) (1986). Special issue on	
	self-efficacy theory. Journal of social and clinical psychology,	
	4 (whole no.3).	
11	Pajares, F., & Schunk, D. H. (2001). Self-beliefs and school	
	success: Self-efficacy, self-concept, and and school achievement. In R. J. Riding & S. G. Rayner (Eds.), Self	
	perception (pp. 239–265). Ablex Publishing.	
12	Schunk, d. H. (1989). Self-efficacy and cognitive skill learning.	
	In C. Ames & R. Ames (eds.), Research on motivation in	
	education. Vol. 3: goals and cognitions (pp. 13-44). San	
	diego: academic press.	
13	Schwarzer, R., & Jerusalem, M. (1995). General Self-Efficacy	https://doi.org/10.1037/t00393-
	Scale (GSE) [Database record]. APA PsycTests.	<u>000</u>
	https://doi.org/10.1037/t00393-000	
14	Schwarzer, r. (Ed.). (1992). Self-efficacy: thought control of	
15	action. Washington, DC: hemisphere.  Sutton A. (2016). Measuring the Effects of Self-Awareness:	https://doi.org/10.5964/ejop.v1
13	Construction of the Self-Awareness Outcomes	2i4.1178
	Questionnaire. Europe's journal of psychology, 12(4), 645–	214.1170
	658. https://doi.org/10.5964/ejop.v12i4.1178	
16	White, j. (1982). Rejection. Reading, MA: Addison-wesley.	
17	Wood, r. E., & Bandura, A. (1989). Social cognitive theory of	
	organizational management. Academy of management	
	review, 14, 361-384.	
18	[Comedy Bites]. (2023, September 29). Michael Scott's total	https://www.youtube.com/watc
	lack of self awareness   The Office US   Comedy Bites [Video]. YouTube.	h?v=y93mohSy_8U
	https://www.youtube.com/watch?v=y93mohSy_8U	
19	[PsychAlive]. What is Mindfulness? [Video]. YouTube.	https://www.youtube.com/watc
	https://www.youtube.com/watch?v=HmEo6RI4Wvs	h?v=HmEo6RI4Wvs
20	[TED]. (2010, March 1). The riddle of experience vs. Memory	https://www.youtube.com/watc
	Daniel Kahneman [Video]. YouTube.	h?v=XgRlrBl-7Yg
	https://www.youtube.com/watch?v=XgRlrBI-7Yg	
21	(2023, July 27). 11 Ways to Improve Your Self Efficacy.	https://www.pocketprep.com/p
	Pocket Prep. Retrieved February 20, 2024, from https://www.pocketprep.com/posts/11-ways-to-improve-	osts/11-ways-to-improve-your-
	your-self-efficacy/	self-efficacy/
22	(2023, March 23). What makes a good role model? LinkedIn.	https://www.linkedin.com/pulse
	Retrieved March 12, 2024, from	/what-makes-good-role-model-
	https://www.linkedin.com/pulse/what-makes-good-role-	mollie-chard
	model-mollie-chard	

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23	(2022, March 25). Self Awareness Test: Are You Self-	https://scuffedentertainment.co
	Aware? Scuffed Entertainment. Retrieved March 12, 2024,	m/self-awareness-test/
	from https://scuffedentertainment.com/self-awareness-	
24	/2010 August 11) The Importance of Albert Bondura's	https://www.amisiam.com
24	(2019, August 11). The Importance of Albert Bandura's Concept of Self-efficacy in Achieving Success. Envision Your	https://www.envisionyourevolution.com/learning-
	Evolution. Retrieved February 22, 2024, from	motivation/albert-bandura-the-
	https://www.envisionyourevolution.com/learning-	concept-of-self-efficacy/4143/
	motivation/albert-bandura-the-concept-of-self-	concept of self-efficacy/+1+3/
	efficacy/4143/	
25	(2019, May 21). Measuring Self-Efficacy with Scales and	https://positivepsychology.com/
	Questionnaires. Positive Psychology. Retrieved February 19,	self-efficacy-scales/
	2024, from <a href="https://positivepsychology.com/self-efficacy-">https://positivepsychology.com/self-efficacy-</a>	
	scales/	
26	(2018, January 4). What Self-Awareness Really Is (and How	https://hbr.org/2018/01/what-
	to Cultivate It). Harvard Business Review. Retrieved February	self-awareness-really-is-and-
	23, 2024, from <a href="https://hbr.org/2018/01/what-self-">https://hbr.org/2018/01/what-self-</a>	<u>how-to-cultivate-it</u>
	awareness-really-is-and-how-to-cultivate-it	
27	(n.d.). Become a Positive Psychology Professional. Positive	https://positivepsychology.com/
	Psychology. Retrieved February 20, 2024, from	
28	https://positivepsychology.com/ (n.d.). Create the Life You've Been Dreaming Of. Jack	https://jackcanfield.com/
20	Canfield. Retrieved February 20, 2024, from	ittps://jackcafffeld.com/
	https://jackcanfield.com/	
29	(n.d.). Mindfulness Quiz. Greater Good Magazine. Retrieved	https://greatergood.berkeley.ed
	March 13, 2024, from	u/quizzes/take quiz/mindfulnes
	https://greatergood.berkeley.edu/quizzes/take_quiz/mindf	<u>s</u>
	ulness	
30	(n.d.). Welcome to Develop Good Habits! Develop Good	https://www.developgoodhabit
	Habits. Retrieved February 20, 2024, from	s.com/
	https://www.developgoodhabits.com/	
31	www.greatergood.berkeley.edu/	
32	www.momjunction.com	
33	<u>www.psychcentral.com</u>	
34	<u>www.verywellmind.com</u>	



