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

ENTRECOMP Curriculum 3.4

Task 2.2

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

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

ENTRECOMP Curriculum 3.4

Task 2.2

TABLE OF CONTENTS

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

TRAINING CURRICULUM FOR COMPETENCE: 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:
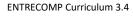*Acquire the ability to lead and influence others' empathy to achieve shared objectives.*

Co-funded by the European Union

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	

ENTRECOMP Curriculum 3.4

Task 2.2

2	Structure	Technique/Title of methodological tool	110 minutes
	• **Definition of effective communication & ethical communication** • **Elements of ethical communication** • **Ethics in communication**	Lecture: This unit delves into the core concepts of effective communication and ethical communication the elements included/PPT3.4_1 Video: Ethics in communication/MT3.4_1 Quiz: The element of ethics in communication/MT3.4_2	
3	**Collaborative Teamwork and Consensus' Building**		120 minutes
	Structure	Technique/Title of methodological tool	
	• **The importance of collaborative teamwork and its benefits** • **Characteristics of Effective Teams** • **Consensus Building and strategies for building them** • **Active listening and ethical communication**	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 Case Study: In Ethical Negotiation/MT3.4_3	
4	**Leadership and Empathy in Achieving Shared Objectives**		110 minutes
	Structure	Technique/Title of methodological tool	
	• **Empathetic leader characteristics** • **What is empathy in entrepreneurship** • **Dealing with conflicts and manage conflict charts**	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 Exercise: Manage Situations with Conflict Charts./MT3.4_4	

ENTRECOMP Curriculum 3.4

Task 2.2

5	Revision	10 minutes

List of methodological tools

No.	Training Technique	Title of Methodological tool
1	Lecture	PPT3.4_1
2	Video Projection and Analysis	MT3.4_1
3	Questions and Answers (Close-ended Questions - Quiz)	MT3.4_2
4	Case Study	MT3.4_3
5	Individual 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)	