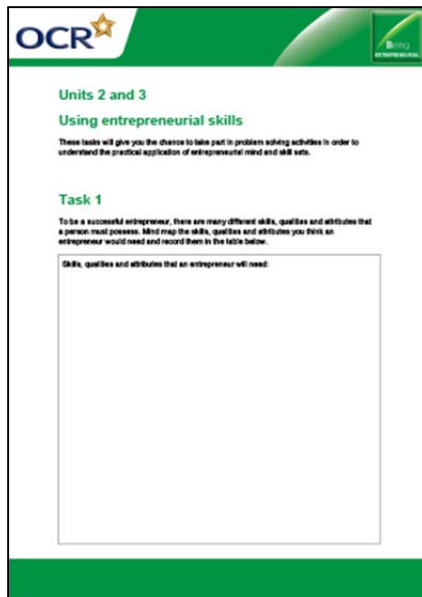


Unit 2 – Identifying viable opportunities

Unit 3 – Evaluating viable opportunities

Entrepreneurial mind and skill sets

Instructions and answers for teachers



Associated files:

Entrepreneurial mind and skill sets (activity)

Task 1 – approx. 15 minutes

Task 2 – approx. 15 minutes

Task 3 – approx. 10 minutes

Task 4 – approx. 20 minutes

Task 5 – approx. 30 minutes



This activity offers an opportunity for English skills development.

These tasks will give you the opportunity to identify the many and varied skills, qualities and attributes that an entrepreneur will need and to understand what are entrepreneurial mind and skill sets.

Task 1

To be a successful entrepreneur, there are many different skills, qualities and attributes that a person must possess. Ask learners to mind map the skills, qualities and attributes they think an entrepreneur would need.

Possible words that learners may suggest include:

Customer service

Financial awareness

Vision

Leadership

Passion/energy/spirit

Ability to multi-task

Coping with change

Willingness to seek advice and help

Resilience/attitude to failure

Research

Selling

Negotiating

Persistence

Creativity/innovation

Networking

Ethical responsibility

Self-belief

Taking initiative

Problem solving

Risk-taking

Planning/organisation

Risk management

People skills

Determination

Communication

Confidence

Task 2

Whilst the meaning of many of the words listed in Task 1 will be clear to learners, there may be some which are less obvious or that would benefit from defining and explaining. It will be particularly useful if learners understand what the word means in an entrepreneurial environment.

You could either:

- Ask learners to (anonymously if they prefer) volunteer any words they would like further explanation of.
- Give definitions and an entrepreneurial example of all words when they are being discussed.
- Make 'word' cards and 'definition' cards and carry out an activity where learners have to match the cards into their pairs. Extend this by asking learners to add their own thoughts on how the word is relevant for an entrepreneur.
- Set learners the task of writing a definition and an example of the word in an entrepreneurial environment as a research project (assigning specific words to each learner maybe).

Task 3

It is helpful if learners understand what is meant by 'mind set' and 'skill set'.

Ask the learners to define what they think these terms mean and discuss to ensure all learners have a clear understanding of the words.

Mindset is:

A set of beliefs or a way of thinking that determine the way in which a person behaves.

Skill set is:

A set of skills that are needed to accomplish a specific task.

Task 4

Learners could take the list of words that was created in Task 1 and put each one in the correct column on the table below, depending on whether they think it is a 'mind set' or a 'skill set'.

Mind set	Skill set
<i>Self-belief</i>	<i>Problem solving</i>
<i>Taking initiative</i>	<i>Planning/organisation</i>
<i>Risk-taking</i>	<i>Risk management</i>
<i>Determination</i>	<i>People skills</i>
<i>Resilience/attitude to failure</i>	<i>Communication</i>
<i>Persistence</i>	<i>Research</i>
<i>Creativity/innovation</i>	<i>Selling</i>
<i>Ethical responsibility</i>	<i>Negotiating</i>
<i>Vision</i>	<i>Networking</i>
<i>Passion/energy/spirit</i>	<i>Customer service</i>
<i>Willingness to seek advice and help</i>	<i>Financial awareness</i>
<i>Confidence</i>	<i>Leadership</i>
	<i>Ability to multi-task</i>
	<i>Coping with change</i>

Ask the learners if they think that some words could sit in both columns or are there words that could be in either column depending on the scenario?

Discussion could take place around which words should go into which column; you could possibly argue the case for some words sitting in both columns or perhaps some could words could be in either column depending on the scenario.

