



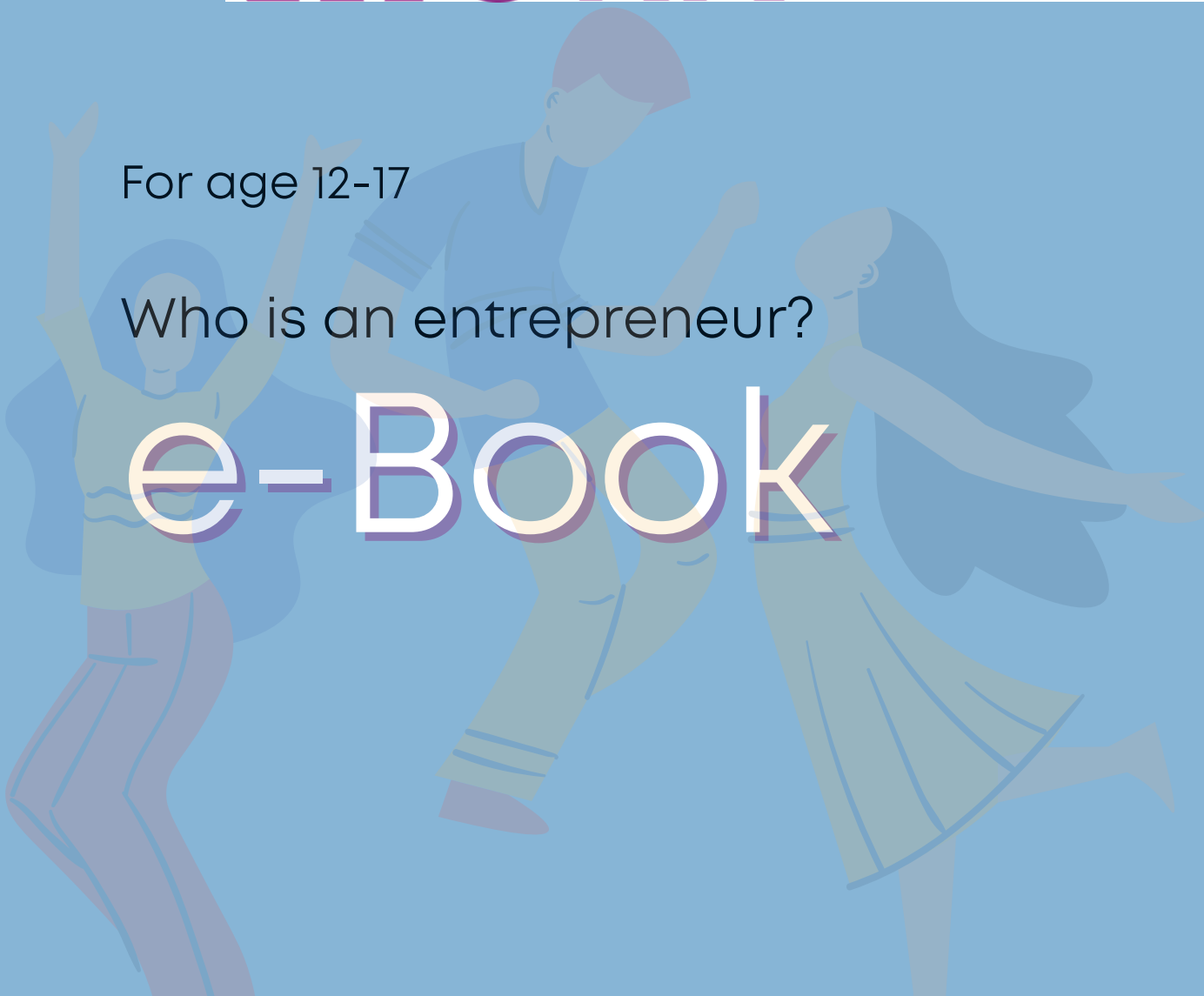
Click [here](#) to watch  
introduction video

# THE DIDACTIC MINE <sup>OF</sup> YOUTH WORK

For age 12-17

Who is an entrepreneur?

# e-BOOK



# Who is an entrepreneur?



## Overview

The activity is aimed at identifying the figure of the entrepreneur. The entrepreneur is not an isolated character, but his actions have an impact on the society. Through this activity, the participants will understand which are the traits, characteristics, and competencies that a person should have to be an entrepreneur.

The activity is made of 2 parts, the first focusing on the general understanding of the figure of the entrepreneur and its role in society, the second bringing to analyze the necessary skills divided into “personal”, “interpersonal” and “practical”.

Through a mix of methods - working in small group activities, presenting, acting, and watching short videos – the participants will get an overview of what an entrepreneur is.



## Learning objectives

- To understand the role of an entrepreneur in society.
- To evaluate personal qualities/abilities necessary to become an entrepreneur.
- To identify the most important abilities that people should develop in order to be an entrepreneur.



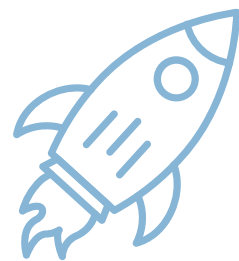
## Age

12-17 years old.



## Time

110-120 minutes.





## Group Size

Min. 12 max. 20 participants.



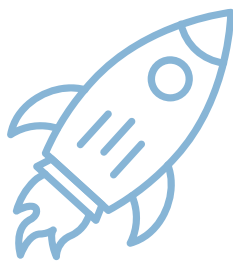
## Materials

- 1 Flipchart and flipchart board.
- Video projector.
- Laptop.
- Make sure that there is at least 1 laptop per group (if you want to use an online collaborative tool instead of paper).
- Stable internet connection.
- Access to a digital platform where the results of the group work can be stored and available also after the activity is finished.
- Spare/recycled paper where participants can take notes.
- Pens.
- Markers.



## Preparation

- Get ready and study the [Entre Comp Framework](#) to better direct the activity and to make the conclusions.
- Study the activities and be ready to explain the different skill sets that you will be providing.
- It is strongly recommended to use digital support to collect the ideas that the groups will elaborate on to leave the outputs available after the activity is concluded. Therefore, make sure to prepare the digital space before starting the activity.



## Description

### 1. Explain to the participants that the activity is made of 2 parts.

- The first part is bringing the participants to identify the entrepreneur.
- The second part brings the participants to define the characteristics of an entrepreneur.

### 2. Part I (suggested time 30 min)

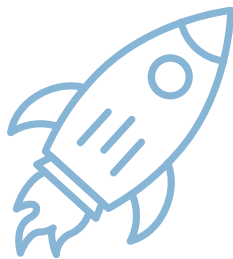
- Divide the participants into 4 small groups.
- Ask the **first group** to discuss the **benefits** of being an entrepreneur.
- Ask the **second group** to discuss the **disadvantages** of being an entrepreneur.
- Ask the **third group** to discuss how an entrepreneur is **seen in the community** in which he works.
- Ask the **fourth group** to discuss how an entrepreneur **views himself/herself**.
- Each group needs to report the most relevant content on a poster or digital platform.
- Give them 10 min. to discuss and prepare the poster or digital platform.
- Once the groups are ready, ask them to present their output and open the floor for comments.

The idea is to reflect on the fact that the decision to become an entrepreneur should be well-weighed.

To close this first part, show the following YouTube videos about what an entrepreneur is:

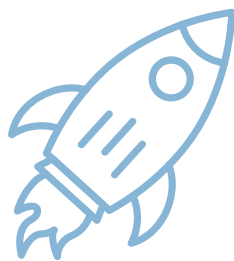
- <https://www.youtube.com/watch?v=V7yKJZd-iCY>
- [https://www.youtube.com/watch?v=DW4f\\_QFUE8g](https://www.youtube.com/watch?v=DW4f_QFUE8g)

Open the space for comments but do not force it. The activity is not done yet, there is still space for sharing.



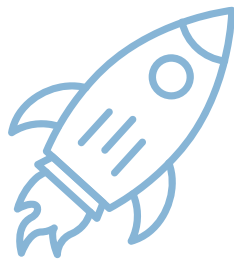
### 3. Part II (suggested time 70 min)

- Divide the group into small groups of 4/5 people.
- Ask all groups to draw an image that represents the entrepreneur and to list the characteristics that it must have used as a “model” of a well-known entrepreneur from their community or internationally famous. Give them 10 min.
- Ask the groups to quickly present the work done avoiding repeating what the others already mentioned.
- Explain to them that now they will have to work on the specific skill set that you will provide.
- First, give each group a set of Personal Skills that an entrepreneur should have and ask them to rank the skills in order of importance. The traits have to be placed on the poster with the draw of an entrepreneur. Give them 10 min.
  - **Risk tolerance**
  - **Vision**
  - **Drive and persistence**
  - **Desire for control**
  - **Resilience**
  - **Optimism**
  - **Willing to take risks**
- Open space for brainstorming to better clarify the meaning of the different skills and their importance.
- Now, give each group a set of **Interpersonal Skills** that an entrepreneur should have and ask them to choose the most important among them and to create a short play to present it. Each group should present 1 or more skills if they succeed in combining them. Each play should not last more than 3 min. The other groups should guess which traits are represented.



- **Negotiation.**
  - **Ethics.**
  - **Leadership and Motivation.**
  - **Communication.**
  - **Listening.**
  - **Personal Relations.**
- 
- Open space for brainstorming to better clarify the meaning of the different skills.
  - Finally, give each group a set of Practical Skills that an entrepreneur should have and ask them to reflect and share with other participants which of those they are confident with and which they would like to develop further. Provide them with paper to take notes. Give them 10 min.
    - **Decision Making.**
    - **Goal Setting.**
    - **Planning and Organizing Strategy.**
    - **Business Knowledge-Sales, Marketing-Finance Creative Thinking.**
    - **Critical thinking.**
    - **Problem-Solving.**
  - Open space for brainstorming to better clarify the meaning of the different skills and share why they want to improve them (if anyone wants to share).

According to the age group (for 15-17 could be possible), the facilitator can give inputs about each of the skills explaining why those are important for an entrepreneur.

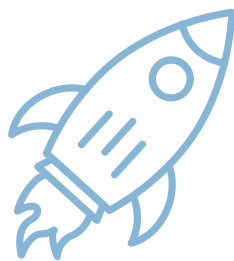


4. Once the brainstorming is done, introduce the idea behind the Entre Comp framework and explain what entrepreneurship means as considered in the Entre Comp.
5. Share a copy of the Entre Comp Flower (paper or digital) that you find in the handouts of this activity.
6. Recap the most important skills and abilities that people should develop to be successful as an entrepreneur, as emerged from the group exercises done.
7. Enter new abilities taken from the flower, explaining why they could be added.
8. Remind the participants that having these qualities/abilities does not automatically mean that one will succeed in his/her own business. One may have the qualities/abilities that bring to become successful, but still needs to work hard to develop the business.



### Tips for facilitators

- Do not forget that you are working with young people, make breaks with energizers, introduce interactive tools if needed.





## Debriefing and Reflection

- What are your main reflections on this activity and what did you learn?
- Why is it important how a community sees an entrepreneur?
- What do you think are the most important skills you must possess in order to become a successful entrepreneur?
- What will be the abilities you need to develop?



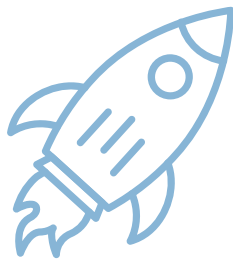
## Variations

- If your group is 12-14 years old, you could decide to make only part 1 of the activity and simplify part 2 asking participants to identify the most important traits/qualities of an entrepreneur. After they present the poster, you could divide the qualities identified into “personal”, “interpersonal” and “practical”, adding what is missing referring to Entre Comp flower and explaining each trait and quality.



## References

- The activity is based on Module 1.2 of the “[Educational Modules to Increase Entrepreneurial Skills](#)” developed for the ESTEEM project - Enhance and Stimulate Trust while exploring new forms of Entrepreneurship Modules.
- To get familiar with the “Entre Comp” framework, start from the official documentation <https://ec.europa.eu/social/main.jsp?catId=1317&langId=en>





# HANDOUT

