



ICT ENTREPRENEUR



*"One becomes an entrepreneur
not by birth but by education
as well as by experience"*

Volkmann 2004



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MODULE 1:

DO YOU HAVE AN ENTREPRENEURIAL MINDSET?

AIMS AND OBJECTIVES



The module has one goal – to think about the extent to which you have an:

**ENTREPRENEURIAL
mindset**

**We always start with evaluating
ourselves!**

Self assessment: Do you have what it takes to be an entrepreneur?



“Action breeds confidence and courage. If you want to conquer fear, do not sit home and think about it.

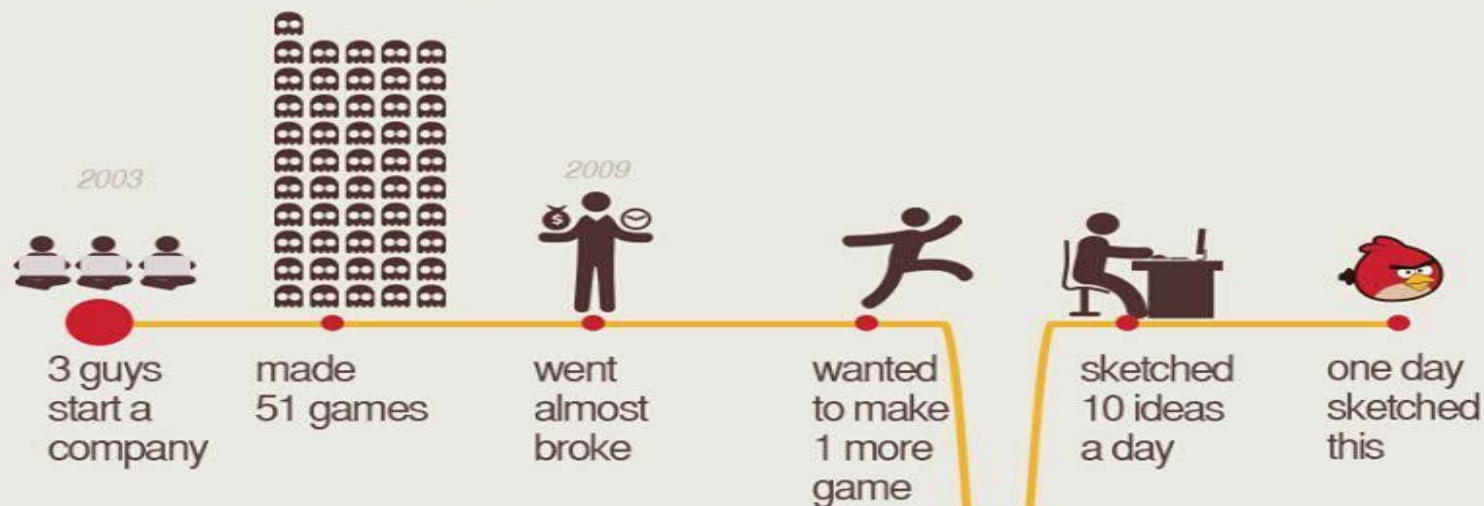
Go out and get busy.”

– Dale Carnegie

HOW ANGRY BIRDS STARTED

by Anna Vital

or How Many Tries Are Behind the 2-Billion Download Game



THERE IS NO FAILURE EXCEPT IN NO LONGER TRYING.
Elbert Hubbard

The GET test



Take GET2

The General Enterprising Tendency Test

www.get2test.net

is a tool for reflection and asks us to:

- Think about if entrepreneurship is for us
- Consider how we can improve on our weaknesses
- And draw on our strengths

General Enterprising Tendency



The GET test suggests that we need to demonstrate 5 characteristics to be enterprising:

- Need for Achievement (motivation)
- Need for Autonomy
- Creative Tendency
- Calculated Risk-Taking
- Locus of Control

Duration: 15'-20'

General Enterprising Tendency-GET2: Your results!



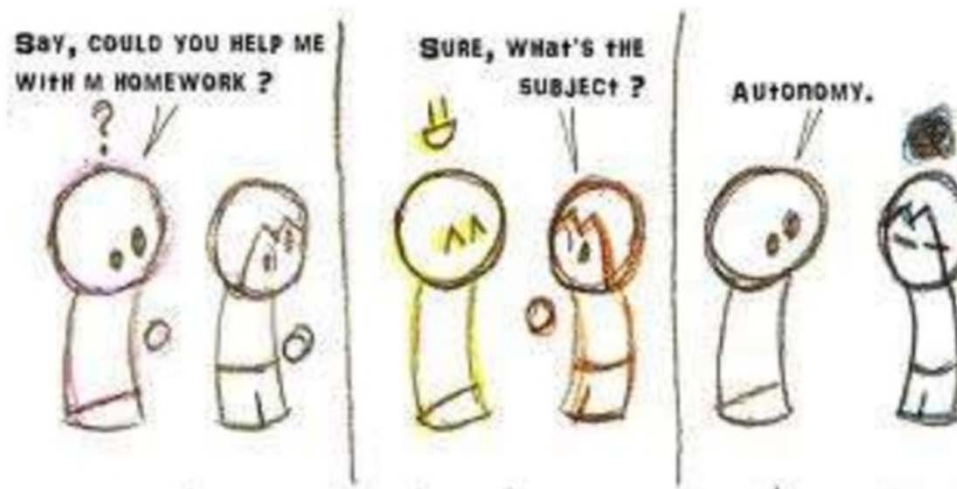
THE DNA OF AN ENTREPRENEUR

What were your GET results?



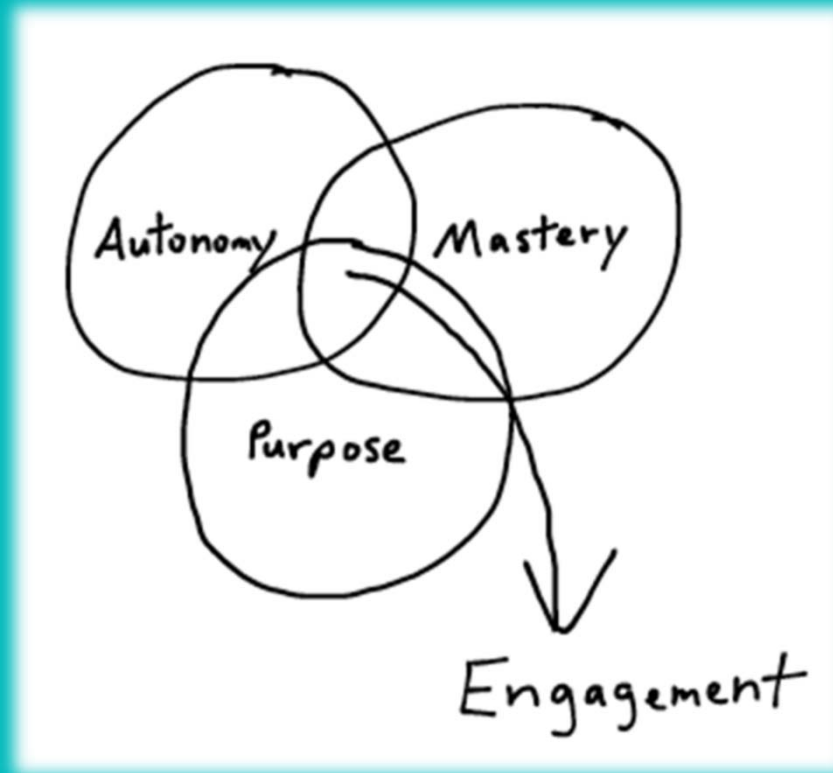
- What was your overall score?
- To what extent do you demonstrate each of the characteristics
- What will you do to:
 - Work on your weaknesses
 - To draw on your strengths, make them even more strong

Link of autonomy with Entrepreneurship



Autonomy

Link of autonomy with Entrepreneurship



Link of Need for Achievement with Entrepreneurship



Need for Achievement

The need for achievement is characterized by the wish to take responsibility for finding solutions to problems, master complex tasks, set goals, get feedback on level of success



SRK

Link of risk taking with Entrepreneurship



TAKE YOUR RISKS NOW,
AS YOU GROW OLDER
YOU BECOME MORE FEARFUL!
AND LESS FLEXIBLE.



Link of Creativity with Entrepreneurship



3 Components of Creativity



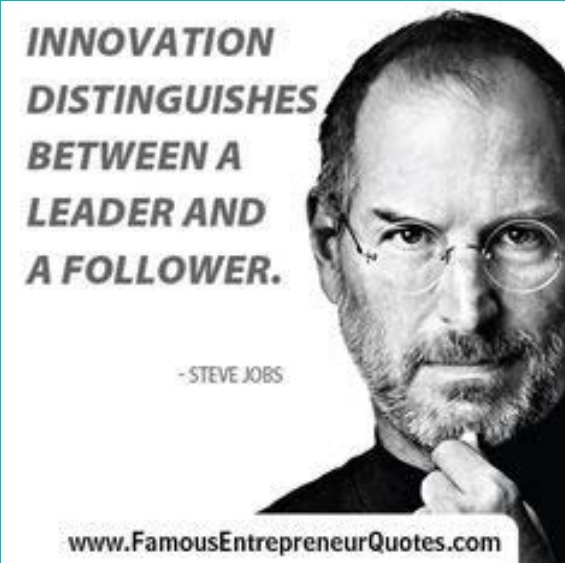
Link of locus of control and Entrepreneurship



Entrepreneurs are Leaders



Entrepreneurs are leaders willing to take risk and exercise initiative, taking advantage of market opportunities by planning, organizing, and employing resources, often by innovating new or improving existing products.



Assessing Your Leadership Mindset Exercise



- You have been asked to rate yourself against 12 elements of leadership mindset
- Each is vital to if you are to be an effective leader
- To what extent do others see you as having each of those elements?
- They are the ones you could be leading



Assessing Your Leadership Mindset Exercise - Exercise



- We have identified 12 elements of leadership mindset which we believe is vital to reach the highest levels of effectiveness as a leader.
- In this exercise, ask a friend or colleague who knows you well to score you out of five in each of the 12 elements of the leadership mindset.
- It is important that somebody else scores you as they will give you an independent and honest answer on how they see you.
- The key here is not to necessarily get the highest score, but to get the most honest answers.

Leadership Mindset table



	Other persons score out of 10	Your Comments and Actions	How you score yourself out of 10
1. Passion			
2. Self Belief			
3. Desire, and Drive Determination			
4. Courage			
5. Vision			
6. Focus			
7. Hard Work and Self Discipline			
8. Optimism			
9. Wisdom & common sense			
10. Opportunistic			
11. Judgement & Risk			
12. Persistence			

5 questions on your Leadership Mindset



- In review we will be asking:
 - What were your highest scores?
 - What are your lowest scores?
 - Where do you score yourself differently than others?
 - What's the reason of the gaps?
 - What are you going to do about it?

References



- Entrepreneurial Skills: https://www.mindtools.com/pages/article/newCDV_76.htm
- Durham University's 'GET' test [GET = General Enterprise Tendency test, by Sally Caird (www.get2test.net)]
- Impact for Life Leadership Workbook (2008) Leadership Exercise, Mindset
- Questionnaire and Animal Quiz
- Lois Frenkel: *Are You Entrepreneurial?* Quiz (Hard Copy)
- Tidd, J. & Bessant, J. (2011) *Innovation and Entrepreneurship*, Wiley Publishing
- Watch short videos from successful EU entrepreneurs in Watify (an EU initiative): <https://ec.europa.eu/growth/tools-databases/dem/watify/>

Afternoon group exercises



- Group exercise on entrepreneurial skills

OUTDOOR ACTIVITIES:

- Blindfolded people making a perfect square with a rope
- Tennis ball: Making it run fast as a team!



Entrepreneurial skills exercise



- Make a list of the skills you think you would need to build a business.

Work at individual level for 7'.

- Compare and discuss your answers in a group. Duration: 20'
- A representative from each team presents their conclusions.



THANK YOU!



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