



ICT ENTREPRENEUR



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

Volkmann 2004



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ICT
ENTREPRENEUR

MODULE 2: UTILISING YOUR PERSONAL RESOURCES AND DEVELOPING ENTREPRENEURIAL SOFT SKILLS



FROM SELF-ASSESSMENT (M1) TO BUILDING OF ENTREPRENEURIAL SOFT SKILLS (M2)



- In M1 we performed a self-assessment on whether you have the necessary entrepreneurial mindset and set of skills, seeing your strengths and weaknesses.
- In M2 we will learn how to enhance our strengths further, feeling confident, trusting others and overcoming the fear of failure

AIMS AND OBJECTIVES



The goal of this module is to reflect on and build your personal resources!

You will explore:

- How to build your confidence
- Your ability to trust other people
- Strategies for dealing with fear of failure

TOP 10 SKILLS BY 2020



Top 10 skills

in 2020

1. Complex Problem Solving
2. Critical Thinking
3. Creativity
4. People Management
5. Coordinating with Others
6. Emotional Intelligence
7. Judgment and Decision Making
8. Service Orientation
9. Negotiation
10. Cognitive Flexibility



in 2015

1. Complex Problem Solving
2. Coordinating with Others
3. People Management
4. Critical Thinking
5. Negotiation
6. Quality Control
7. Service Orientation
8. Judgment and Decision Making
9. Active Listening
10. Creativity



Source: Future of Jobs Report, World Economic Forum

SELF CONFIDENCE IS IMPORTANT



To succeed we need confidence in:

- Our idea/project and ourselves
- It enables us to act
- It helps us build credibility when presenting to others



BEHAVE WITH CONFIDENCE



- Act the part (fake it to make it)
- Dress the part
- Speak assertively
- Think positively
- Take action
- Be prepared



HOW WE BUILD CONFIDENCE



Try out your ideas

- Colleagues and friends first
- Advisors and mentors
- Only then: potential funders/clients

Subject your ideas to challenge

- Invite criticism
- Learn from feedback
- Develop strategies for dealing with emotion
- Improve the product

Work collaboratively

- Share the weight & strengths

THE CONFIDENCE LIST



My Strengths	My Achievements	What I admire about myself

TRUST



Being sure that our associates will behave in a way that is expected. That they are:

- Benevolent
- Honest
- Open
- Reliable
- Competent

TRUST.

THE IMPORTANCE OF BUILDING TRUST



It gives us the ability to deliver on our vision – we can't do everything ourselves

- Allows us to take advantage of resources we don't have available
- Gives us the benefits of collaboration
- Gives us the scope to adapt and be agile
- Avoids paralysis through self reliance

BEHAVIOURS FOR TRUST



Behaviours that increase trust

- Deliver on promised actions competently
- Consistency and predictability
- Open and accurate communication
- Share responsibility
- Show concern for others.

MINE FIELD EXERCISE



- Objects have been scattered across the floor
- Please form pairs with someone you are not familiar with
- One of you put on the blindfold
- The other needs to verbally guide their partner, the blindfolded person, to the other side of the minefield
- Once the first partner has crossed, swap roles and complete the exercise again

THE FEAR OF FAILURE



**"There is only one thing
that makes a dream
impossible to achieve: the
fear of failure."**

Paulo Coelho

THE FEAR OF FAILURE



BEING AFRAID TO CARRY OUT AN ACTIVITY TO AVOID ANY
DISAPPOINTMENT, ANGER, FRUSTRATION OR SHAME FROM NOT
ACHIEVING A GOAL!!!



Failure. The first step to success.

SIGNS OF FEAR



- Not wanting to try new things
- Procrastination
- Talking yourself down
- Perfectionism

Fears are
stories we
tell ourselves

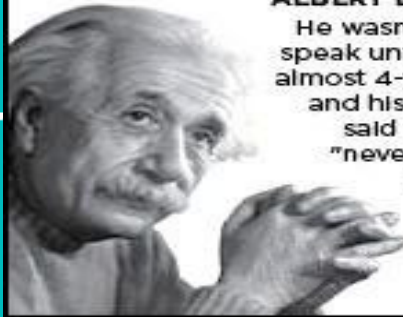
OVERCOMING FEAR



- Analyse all potential outcomes
- Identify the worst case scenario
- Have a contingency plan
- Focus on what you can control
- Reduce risk by taking incremental steps
- Learn to think more positively

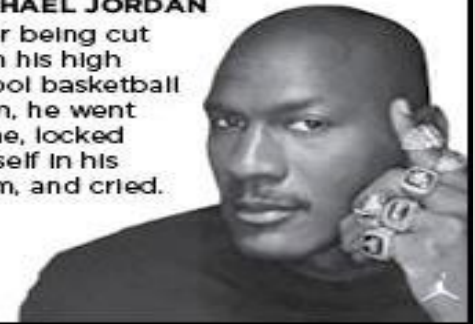
OVERCOMING FEAR:
WELL-KNOWN
PERSONALITIES!

FAMOUS FAILURES



ALBERT EINSTEIN

He wasn't able to speak until he was almost 4-years-old and his teachers said he would "never amount to much"



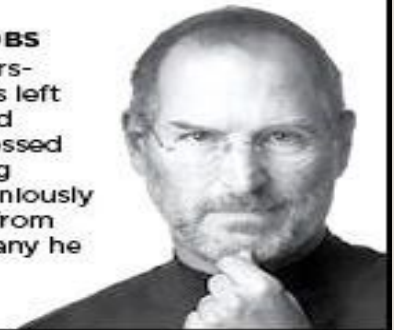
MICHAEL JORDAN

After being cut from his high school basketball team, he went home, locked himself in his room, and cried.



WALT DISNEY

Fired from a newspaper for "lacking imagination" and "having no original ideas."



STEVE JOBS

At 30-years-old he was left devastated and depressed after being unceremoniously removed from the company he started.



OPRAH WINFREY

Was demoted from her job as a news anchor because she "wasn't fit for television."



THE BEATLES

Rejected by Decca Recording Studios, who said "We don't like their sound—they have no future in show business."

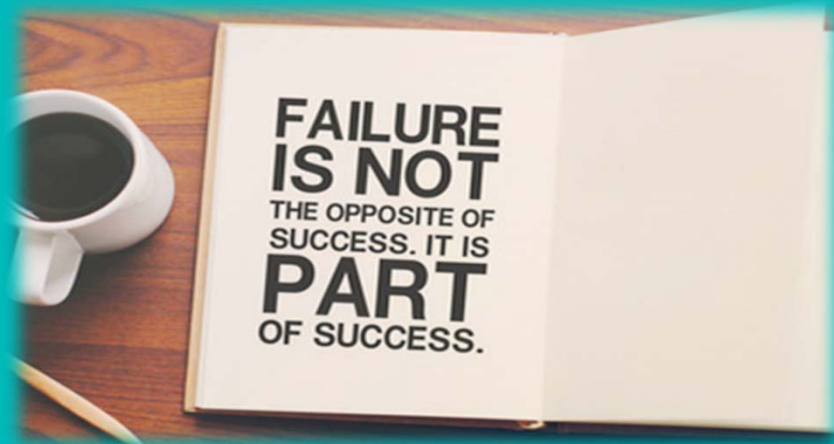
**IF YOU'VE NEVER FAILED,
YOU'VE NEVER TRIED ANYTHING NEW**

OVERCOMING FEAR: ORGANISE YOUR THOUGHT



All the things that could go wrong should I fail.	How do I eliminate the possibility of each of these bad consequences	How I could recover from each of the circumstances

LEARNING FROM FAILURE!



Overcoming fear: a nice video



Best Motivational Video For Startups And Entrepreneurs

AFTERNOON GROUP EXERCISE: SHAPING YOUR COMPANY'S VISION



OBJECTIVE:

To help participants communicate effectively and coordinate their efforts towards the group task under challenging circumstances.

ESTIMATED TIME: 25-30 min. MATERIALS: A long rope, 5 blindfolds

DESCRIPTION:

A blindfolded group of 5 is asked to make a perfect square (equal sides, equal angles) from a circular rope in 12 min.

Brief:

In this activity we will be shaping the organization (indicated by the pile of rope). As individuals we all have a mental picture of what the organization should look like but we are often blind to one another's vision. All the individual visions should be openly expressed so that the organization is shaped into a square.

THANK YOU!



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