



European
Commission

JRC WORKSHOP



INSPIRED BY ENTRECOMP: DIVING INTO THE EUROPEAN ENTREPRENEURSHIP COMPETENCE FRAMEWORK IN A 75 - 90 MINUTE WORKSHOP

Ratto-Nielsen, J.
McCallum, E.
Bacigalupo, M.

January 2019



WORKSHOP OBJECTIVE

In this document, we would like to provide a format for those who want to support others to become familiar with EntreComp.

EntreComp is the European entrepreneurship competence framework published by the Joint Research Centre of the European Commission. It sets a common definition of entrepreneurship as a competence for lifelong learning.

Here, we propose a workshop format that anyone can use to allow participants to get acquainted with EntreComp. Through a hands-on workshop, they are able to generate ideas that create value for others in any field that matters to them.

Anyone can use this workshop format, provided that have some experience of facilitating interactive sessions, have background knowledge of EntreComp, and access to the materials and resources listed below.



1. THE WORKSHOP*

Aim:

- To co-create actions for entrepreneurship competence development in a specific field, topic or issue with EntreComp.

Objectives:

1. Allow participants to reflect on value creation in their personal and professional lives in the light of EntreComp.
2. Familiarise participants with the EntreComp framework and how it can be used to inspire action.
3. Collect the ideas coming from participants on how to develop entrepreneurship competences in their area of work.

Group: 20 - 40 participants

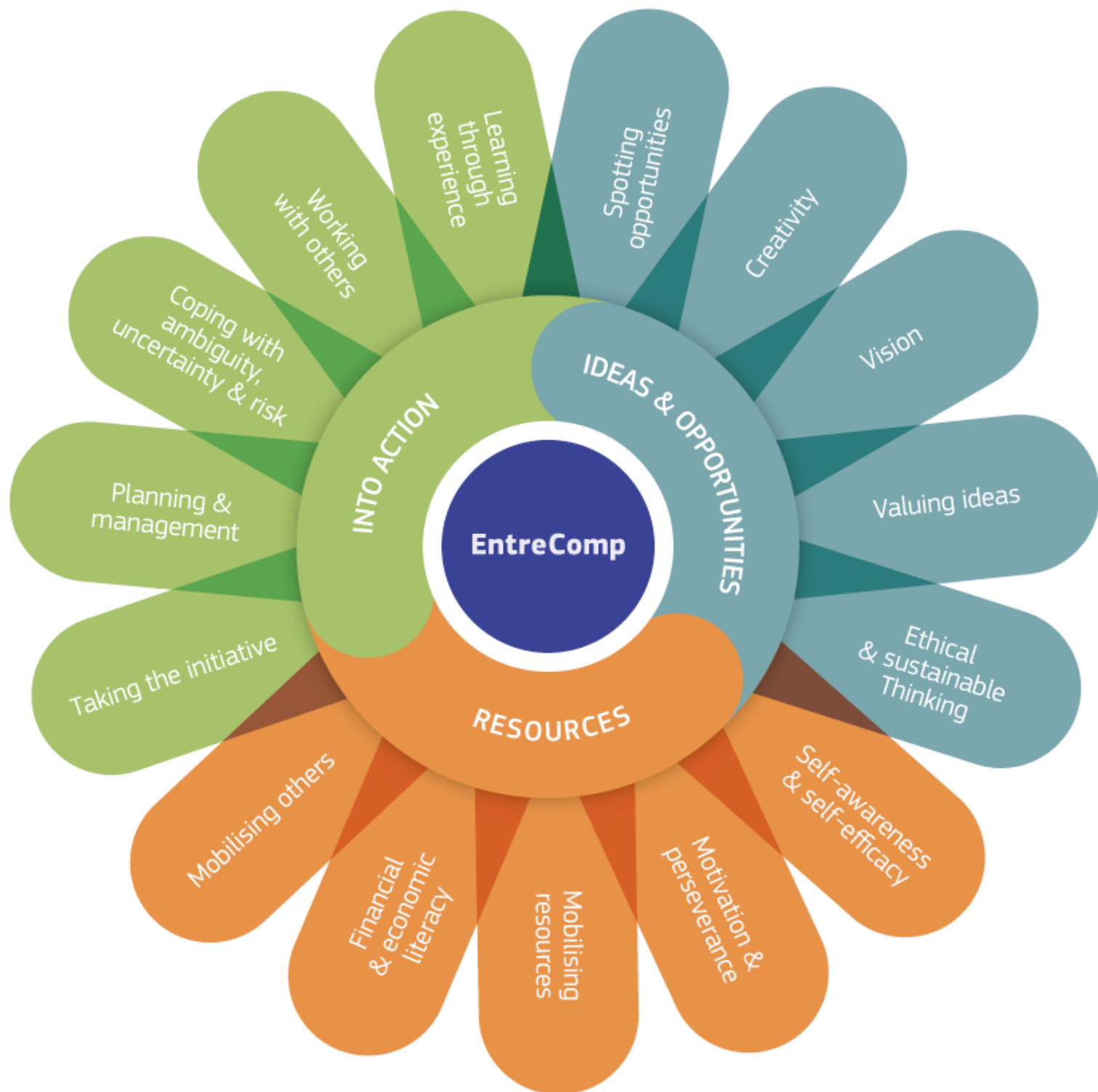
Duration: 75 minutes (90' with tweaks)

Room setting (20 participants): 4 tables with 5 chairs each, in a banquet or fishbone setting. At least 2 EntreComp posters displayed on the walls.

Materials & equipment:

- 1 Data projector
- 1 Screen
- 1 Flipchart board
- 4 colours of sticky notes (4 packets of each colour)
- 2 A0-size EntreComp posters
- 20 thick marker pens
- 8 idea templates (A4)
- 10 sheets of flip-chart paper
- Reusable putty (1 packet)
- 1 Pen/pencil for each participant
- A3-size Idea Template - 3 per table

*This workshop was originally developed as a brainstorming session for the European Development Days on 5 June 2018, at Tour & Taxis, Brussels.



2. STEP-BY-STEP

Outline:

1. Opening - Introduction - What is EntreComp? (10')
2. Reflecting on Self: EntreComp Emojis Icebreaker (10')
3. Reflecting on Work/Purpose: Value Creation Mapping (10')
4. Co-creating Value with EntreComp (30')
5. Outcomes, Sharing & Closing Remarks (15')

“Entrepreneurship as a competence is defined as the capacity to act upon opportunities and ideas to create value for others. The value created can be social, cultural, or financial.”

Definition proposed by the Danish Foundation for Entrepreneurship & Young Enterprise. (2012)

STEP #1. Opening - Introduction - What is EntreComp? (10’)

- a. Opening & Introduction: Welcome the participants, introduce the facilitators’ team, session outline and give a general overview of the session aim and objectives. (2’)
- b. What is EntreComp?: Ask participants to brainstorm and answer individually the following question: *“What does ‘Being Entrepreneurial’ mean to you”*, in 1 word. (1’)
- c. Collect the answers either using a word-cloud application or writing them down on a flip-chart. (2’)
- d. Discuss briefly the terms, and use them to introduce the definition of “entrepreneurship” given by EntreComp, along with the general EntreComp framework (project the EntreComp flower on the screen or show a poster or handout). (5’)

TIPS

- ✓ If you plan on using an app to create a common word-cloud, ask participants to install it and sign up in advance, or collect the words beforehand as a preparation task and create it yourself.
- ✓ Show the EntreComp flower or other material after the word-cloud exercise to obtain unbiased responses.
- ✓ Resources: *The EntreComp Framework* webpage <https://ec.europa.eu/jrc/en/entrecomp>

TWEAKS

- ★ If time allows, add a quick round of presentations. It may be general, for the whole audience (+5’), or within each table (+2’).

STEP #2. Reflecting on Self: EntreComp Emojis Icebreaker (10’)

- a. Ask the participants to reflect on the questions: *“Which EntreComp-related skills and attitudes do you have? How do you use them in your daily life?”*, by checking the EntreComp flower. (3’)
- b. Once the reflection is finished, ask them to choose their 3 most relevant competences individually, and to rate them by sticking a positive, neutral, and negative emoji drawn on a sticky note on the poster, next to the respective competence. (5’)
- c. Share them in silent exhibition. (2’)

TIPS

- ✓ Prepare and distribute small yellow sticky notes and markers for the emoji.
- ✓ Invite participants to approach the posters to check the competences and stick the emoji.

TWEAKS

- ★ If time allows, invite participants to introduce each other and share their thoughts while sticking the notes on the posters. (+3’)

STEP #3. Reflecting on Work/Purpose: Value Creation Mapping (10')

- a. Ask participants to explore EntreComp by reflecting on the following questions: “*Through your work, do you apply these competences in your specific issue/field/sector? How do you do this (or how could you do this)? What is the main type of value created (social, cultural or financial)?*” (3')
- b. Once the reflection is finished, ask them to choose 1 concrete example of an idea/activity and write it on a colour-coded sticky note referring to social, cultural or financial value creation.
- c. Cluster them on a blank flip-chart according to their main value creation type. (5')
- d. Pick a few of them from each type and share them with the participants. Invite them to comment, if time allows. (2')

TIPS

- ✓ Keep in mind that, although you are introducing value creation, the link to the EntreComp must be present during the activity to bring it back in the next step.

TWEAKS

- ★ If your focus is on competence mapping, ask them to stick the colour-coded note with the activity onto the most important competence area that it delivers on. (+3')

STEP #4. Co-creating Value with EntreComp (30')

- a. Explain to participants that their task is to create new ideas or actions focusing on one type of value creation.
- b. Set 4 tables and ask participants to sit at one, according to the primary value (social, financial, cultural, mixed) they work on or wish to work on. (5')
- c. Provide them with markers, paper to take down notes, and give them 25 minutes to brainstorm ideas to create actions for a specific topic which use EntreComp.
- d. Meanwhile, distribute the 'Idea Templates' and tell each group to appoint one person to take notes and fill in a template for their favourite/most relevant idea, including the following information: *Title, Value created, EntreComp competences addressed, What's next* (see sample).

TIPS

- ✓ Ideally, there should be a maximum of 5 people per table. If necessary, split tables but keeping the main value creation type.
- ✓ Remind participants that it is a brainstorming process that should promote a constant flow of ideas. Facilitators may support the process, if requested by the participants, with special care to not disrupt or lead it.
- ✓ Resources: *EntreComp into Action - Get inspired, make it happen: A user guide to the European Entrepreneurship Competence Framework*. PDF version: <http://europa.eu/fb73BK>

TWEAKS

- ★ At the beginning, you can give examples of how EntreComp is/can be used by different organisations – highlighting the five goals outlined in the EntreComp into Action user guide (+5'):
 1. I WANT TO MOBILISE
 2. I WANT TO CREATE VALUE
 3. I WANT TO APPRAISE & ASSESS
 4. I WANT TO IMPLEMENT
 5. I WANT TO RECOGNISE
- ★ For the presentation, each group can draw their action/idea on a mind-map starting from the core value created and including the EntreComp priority competences addressed. Provide flip-chart paper and markers. (+10')

STEP #5. Outcomes, Sharing & Closing Remarks (15')

- Ask each groups/table to share their idea/s in plenary (90" per table - depending on number of ideas). (10')
- For evaluation, get a group impression by asking *"What is your main takeaway from this session, in one word?"* (2')
- Close the session with comments on the contributions and follow-up information on how to engage further and develop the ideas with EntreComp. (3')

TIPS

- ✓ Total presentation time should not go over 10 minutes.
- ✓ Resources: *EntreComp Support Material*
<https://ec.europa.eu/jrc/en/entrecomp/support-material>

TWEAKS

- ★ Each group can share their favourite idea back to the audience with the visual aid of their mind maps.
- ★ At evaluation, if equipment is available, you can use a word-cloud application to collect the answers and display the results on the screen.

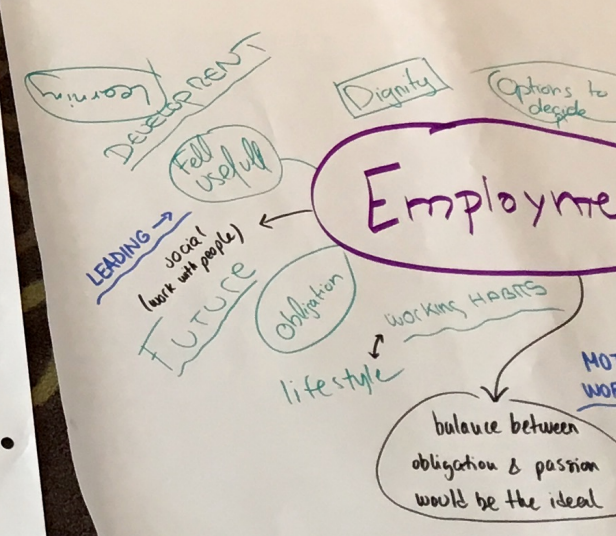
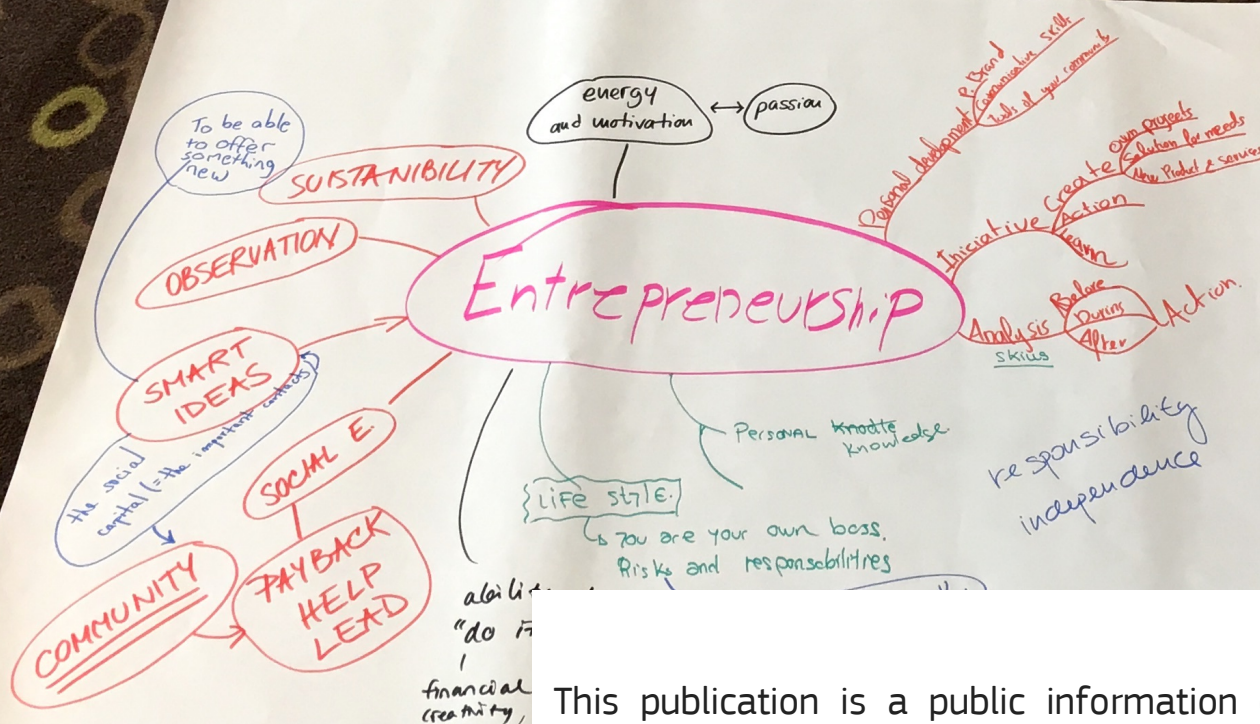
Inspired by EntreComp: Idea template

Title:

Competence addressed	Description of the idea	Value created
<ul style="list-style-type: none"> <input type="checkbox"/> Spotting opportunities <input type="checkbox"/> Creativity <input type="checkbox"/> Vision <input type="checkbox"/> Valuing ideas <input type="checkbox"/> Ethical and sustainable thinking <input type="checkbox"/> Self-awareness and self-efficacy <input type="checkbox"/> Motivation and perseverance <input type="checkbox"/> Mobilising resources <input type="checkbox"/> Financial and economic literacy <input type="checkbox"/> Mobilising others 		<ul style="list-style-type: none"> <input type="checkbox"/> Financial <input type="checkbox"/> Cultural <input type="checkbox"/> Social
<ul style="list-style-type: none"> <input type="checkbox"/> Taking the initiative <input type="checkbox"/> Planning and management <input type="checkbox"/> Coping with uncertainty, ambiguity and risk <input type="checkbox"/> Working with others <input type="checkbox"/> Learning through experience 	<p>What's next to turn this idea into action</p>	

NOTES

INSPIRED BY ENTRECOMP: DIVING INTO THE EUROPEAN ENTREPRENEURSHIP COMPETENCE FRAMEWORK IN A 75 - 90 MINUTE WORKSHOP



This publication is a public information document by the Joint Research Centre (JRC), the European Commission's science and knowledge service. It aims to provide evidence-based scientific support to the European policymaking process. The scientific output expressed does not imply a policy position of the European Commission.

Neither the European Commission nor any person acting on behalf of the Commission is responsible for the use that might be made of this publication. JRC Science Hub <https://ec.europa.eu/jrc>

Seville: European Commission, 2019 © European Union, 2019. Reuse is authorised provided the source is acknowledged. The reuse policy of the European Commission is implemented by Commission Decision 2011/833/EU of 12 December 2011 on the reuse of Commission documents (OJ L 330, 14.12.2011, p. 39).

How to cite this document: Ratto-Nielsen, J., McCallum, E., Bacigalupo, M. Inspired by EntreComp: Diving into the European Entrepreneurship Competence Framework in a 75 - 90 minute Workshop, Seville: European Commission, 2019, PUBSY No. JRC112988

All images © European Union 2018, except: Cover image, courtesy of M. Bacigalupo, and p.VII, image courtesy of J. Ratto-Nielsen.

Designed by Juan Ratto-Nielsen