

# Session: Skill Training

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#### You and entrepreneurship?



- Who of you is currently attending or has already attended courses on entrepreneurship?
- Who of you could imagine founding a business in the near future?
- Who of you is in the process of founding a business?
- Who of you is already a business owner?
- Who has worked in a young business?
- Who has done an internship in a young business?



#### Today's agenda



- Identify: Which entrepreneurial skills do entrepreneurs need?
- **Train:** How can entrepreneurs develop their entrepreneurial skills?



### Identification of entrepreneurial skills



According to my opinion, these are the five most important entrepreneurial skills.	These are the entrepreneurial skills from the video.

#### Identification of entrepreneurial skills



**Need discovery** 

**Creativity** 

Management

**Technology** 

**Alignment with** personal goals

**Innovation** 

Strategic Planning

**Managing failure** 

Risk taking

**Procedures** 

**Entrepreneurial** Skills

**Ambition** 

**Proactiveness** 

Competition

**Persistence** 

Regulations

**Negotiation** 

**Self motivation** 

HR

PR

**Networking** 

Marketing

**Financials** 

**Decision making** 

Communication

# Training entrepreneurial skills Two basic approaches

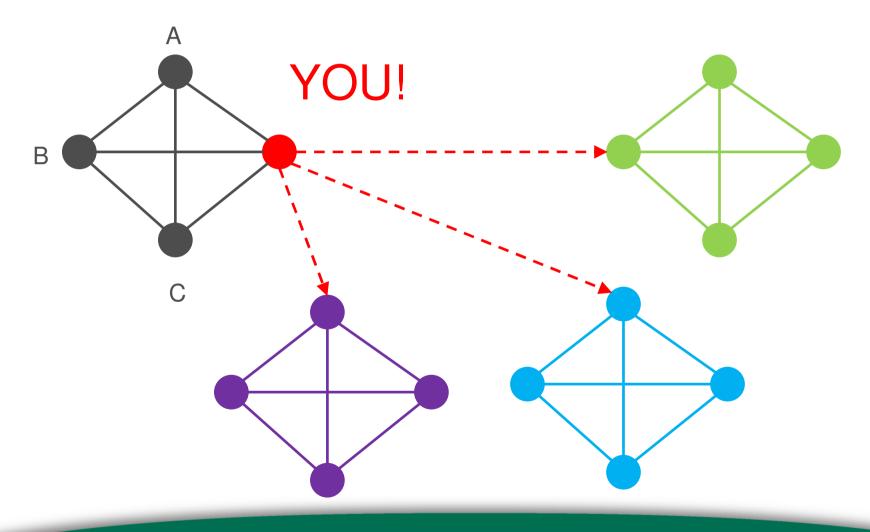


- The classical formal approach:
  - University degrees and programs
  - Courses for specific training needs
- But what about <u>informal</u> learning...???
  - Developing a learning network
  - Seeking guidance
  - Practice / Learning by Doing





# Training of entrepreneurial skills Your learning network





# Training of entrepreneurial skills How to promote informal learning



Develop learning network	Seek guidance	Practice / learning by doing	



# My personal action plan to promote informal learning



My	next	action	to	deve	lop	my	<u>learning</u>	networ	<u>k</u> :
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My next action to seek guidance:

My next action to <u>practice</u> / of <u>learning-by-doing</u>:





# Who is best able to manage the development of <a href="your">your</a> entrepreneurial skills?

#### YOU!





# Backup



## Training entrepreneurial skills Examples



- Identify and study your personal role model
- Do internships in the UAE and abroad (if possible)
- Shadow a successful entrepreneur
- Engage your coach or a mentor
- Partner with others who have complementary skills and competences
- Test your ideas and yourself in a business plan competition
- Use online platforms on entrepreneurship
- Design a smart learning network
  - Exchange ideas with other entrepreneurs from your industry
  - Talk about your ideas and seek feedback from very diverse people
  - Connect with successful female entrepreneurs abroad

