



The European Union's IPA Multi – beneficiary Programme

# ENTREPRENEURIAL LEARNING

## LEARNING OUTCOMES



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This project is implemented by  
SECEL

# ISCED 2

COMPETENCE COMPONENT	CODE	LEARNING OUTCOMES
Knowledge	K1	Define and explain the difference between being an entrepreneur and acting entrepreneurially
	K2	Explain why scarcity necessitates decision making
	K3	Recognize and define what products and services are in supply and demand at the local and national level
	K4	Define criteria necessary for decision making at individual and group level and explain their impact
	K5	Compare with benefits with costs
	K6	Calculate productivity and identify comparative advantages
	K7	Identify different job opportunities
	K8	Identify and describe at least two different career paths
	K9	Understand the importance of externalities and sustainable planning (think green) for entrepreneurial activities
	K10	List the phases of entrepreneurial activity in a classroom or school level example
	K11	Identify steps in problem solving and risks and give examples of each
	K12	Develop an entrepreneurial idea
	K13	Explain public goods and give examples
Skills	S1	Demonstrate ability to work individually and in teams
	S2	Demonstrate ability to communicate ideas to others efficiently
	S3	Demonstrate ability for creative and innovative thinking
	S4	Demonstrate planning, delegation and leading skills during the group work
	S5	Demonstrate the ability to use the brainstorming method
	S6	Develop decision making grid
	S7	Demonstrate ability to recognize and list risks
	S8	Identify environmental consequences of their actions
	S9	Illustrate the ability to solve problems and to make decisions together with others
	S10	Demonstrate the ability to evaluate results and processes from a group work
	S11	Demonstrate how to set up a production plan
	S12	Present an entrepreneurial idea
	S13	Appraise own assets and competences
Attitudes	A1	Take responsibility to complete tasks, fulfil obligations and meet deadlines
	A2	Take initiative to network with individuals and groups
	A3	Demonstrate ability to work independently
	A4	Demonstrate ability to respect others
	A5	Demonstrate ability to accept innovation and change
	A6	Demonstrate responsibility for public goods

# ISCED 5/6 TEACHER TRAINING

COMPETENCE COMPONENT	CODE	LEARNING OUTCOMES
Knowledge	K1	Define, explain and analyse the difference between being an entrepreneur and acting entrepreneurially
	K2	Interpret why scarcity necessitates decision making
	K3	Define and compare what products and services are in supply and demand at the local and national level
	K4	Define and apply criteria necessary for decision making at individual and group level and explain their impact
	K5	Compare/compile benefits with costs
	K6	Calculate productivity and justify comparative advantages
	K7	Identify and analyse entrepreneurial competences of students
	K8	Identify and analyse entrepreneurial traits and characteristic of students
	K9	Justify different career paths
	K10	Explain the importance of externalities and sustainable planning (think green) for entrepreneurial activities
	K11	Plan the phases of entrepreneurial activity in a classroom and school level example (cooperation with the local community included)
	K12	Apply steps in problem solving and risks and design examples of each
	K13	Develop and design an entrepreneurial idea
	K14	Evaluate entrepreneurial plan
	K15	Explain public goods and formulate examples
Skills	S1	Demonstrate ability to work individually and in teams
	S2	Demonstrate ability to organise work individually and in teams
	S3	Demonstrate ability to communicate ideas to others efficiently
	S4	Demonstrate ability to promote and support creative and innovative thinking
	S5	Demonstrate ability to plan, delegate, lead and facilitate
	S6	Be able to use a decision making grid personally and transfer it to students
	S7	Recognise and list risks
	S8	Identify and address environmental consequences of particular entrepreneurial activities
	S9	Facilitate problem solving and social decisions making process
	S10	Demonstrate the ability to evaluate results and processes from a group work
	S11	Demonstrate how to set up a production plan and present it
	S12	Present an entrepreneurial idea and entrepreneurial plan
	S13	Appraise own assets and competences in a CV
Attitudes	A1	Demonstrate positive attitudes toward entrepreneurs and entrepreneurship
	A2	Demonstrate and promote social responsible behaviour and ethics in entrepreneurship
	A3	Take responsibility to complete tasks, fulfil obligations and meet deadlines
	A4	Take initiative to network with individuals and groups
	A5	Demonstrate ability to work independently
	A6	Demonstrate ability to respect others
	A7	Demonstrate ability to accept innovation and change
	A8	Demonstrate responsibility for public goods

# ISCED 5/6 NON BUSINESS

COMPETENCE COMPONENT	MODULE	CODE	LEARNING OUTCOMES
Knowledge	MODULE 1 ENTREPRENEURIAL CULTURE	M1K1	Explain the notion of entrepreneurship and its different forms
		M1K2	Identify different career opportunities
		M1K3	Explain advantages and disadvantages of different career opportunities
	MODULE 2 ENTREPRENEURIAL PROCESS	M2K1	Identify different opportunities for personal, social, and/or professional activities
		M2K2	Describe the national and international contexts in which people live and work and different stakeholders
		M2K3	Explain the notion of social responsibility
		M2K4	Explain basic project management concepts
		M2K5	List the phases of the entrepreneurial process
	MODULE 3 ENTREPRENEURSHIP IN PRACTICE	M3K1	Explain the steps of the business planning process
M3K2		Identify different approaches, methods, techniques and Tools for business management, communication and networking	
M3K3		Describe applicability, strengths and weaknesses of different approaches, methods, techniques and tools for business management, communication and networking depending on the contexts and situations	
M3K4		Identify different business venturing stakeholders and support institutions	
M3K5		Identify different business venturing stakeholders and support institutions	
M3K6		Explain networking opportunities	
Skills	MODULE 1 ENTREPRENEURIAL CULTURE	M1S1	Demonstrate ability for creative and innovative thinking
		M1S2	Demonstrate ability to work individually and in teams
		M1S3	Demonstrate ability to communicate ideas to others efficiently
		M1S4	Demonstrate ability to recognize and assess risk

COMPETENCE COMPONENT	MODULE	CODE	LEARNING OUTCOMES
Skills	MODULE 2 ENTREPRENEURIAL PROCESS	M2S1	Generate new and innovative project ideas
		M2S2	Demonstrate ability to define objectives
		M2S3	Demonstrate ability to plan and organize activities related to a specific project
		M2S4	Identify necessary resources for a specific project and related budgets
		M2S5	Demonstrate ability to assess risks related to a specific project (predict potential barriers to implementation of the project)
		M2S6	Demonstrate ability for representation and negotiation within a specific project
	MODULE 3 ENTREPRENEURSHIP IN PRACTICE	M2S7	Demonstrate ability to work both as an individual and collaboratively in teams
		M2S8	Demonstrate ability to manage and implement a specific project
		M3S1	Apply different steps of the business planning process
		M3S2	Apply different approaches, methods, techniques and tools for business management, negotiation and networking depending on the contexts and situations
		M3S3	Demonstrate ability for communication
		M3S4	Demonstrate ability for negotiation
Attitudes	MODULE 1 ENTREPRENEURIAL CULTURE	M3S5	Demonstrate ability for networking
		M3S6	Demonstrate ability to assess and take risks as and when justified
		M1A1	Demonstrate ability to accept innovation and change
	MODULE 2 ENTREPRENEURIAL PROCESS	M1A2	Demonstrate ability to work independently
		M1A3	Demonstrate readiness to take their future into their own hands
	MODULE 2 ENTREPRENEURIAL PROCESS	M2A1	Take initiative to realize their creative ideas in a systematic way
		M2A2	Take responsibility for project implementation to meet objectives
	MODULE 3 ENTREPRENEURSHIP IN PRACTICE	M3A1	Take initiative to network with individuals and organizations
		M3A2	Take initiative and responsibility for nurturing community emergence (i.e. Community of Practice, Community of Identity, Knowledge Networks)
		M3A3	Take responsibility to complete tasks related to a plan of actions and meet objectives



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