  

**Report**

**Implementation of the pilot course “Towards an entrepreneurial Mindset” for academic staff of the EntrAL project**

**at the University “Aleksandër Moisiu” Durrës**

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**1. Title, purpose, objectives, target group**

**1.1 Title:** Towards an entrepreneurial mindset

**1.2 Purpose**

The main objective of this module is build capacities of academic staff of University “Aleksandër Moisiu” Durrës on transferable entrepreneurial skills and to increase entrepreneurial mindset through encouraging entrepreneurship behavior of the academic staff, sharing knowledge on teaching methods, supporting and transferring knowledge and kills in the community.

**1.3 Objectives**

The specific objectives of the module are:

* Knowledge and transferable skills in order to transform innovative ideas in new products and services.
* Increased understanding of the participants for entrepreneurial training ( as an example creating and recognizing opportunities
* Improved problem solving skills and team work in order to work under pressure.
* Increased presentation skills.
* Increased transferring and implementing skills for interdisciplinary teaching.
  1. **Target group**

The target group of this course were the academic staff of different faculties of the University “Aleksandër Moisiu” Durrës. The main purpose of this course was to increase entrepreneurial mindset among academic staff and make possible to transfer skills and knowledge to students and contribute as well to the creation of the entrepreneurial university.

2. **The call**

The official call was distributed via the official website of the university and its social media channels. The selection of the participants was made by the EntrAL project team based on the motivation of the participants.

**3.Methodology**

It included:

* Energizers
* Lectures
* Case studies
* Ice-breakers
* Team building activities
* Self-reflection activities
* Strategizer platform
* Simulations.

**3.Number of participants and days**

**3.1 Participants**

The module had 41 participants, the team tried to maintain and equal participation of the 5 different faculties of the university.

**3.2 Days**

The dates of the module were 19/04/23 -20/04/2023.

The agenda is as it follows:

Day 1 19/04/2023

09:00-10:00- Activity 1- Presentation of the program of the training and instructions about reflection and reflective writing.

10:00-11:30- Activity 2 – Towards the choosing the right business idea

Break

11:30-11:45-Activity 3- Analysis of competition

11:45-13:15 –Activity 4- Elevator pitch- How to impress a potential investor?

13:15-14:15-Activity 5 –Independent group work

Day 2 20/04/2023

9:00-10:30 Activity 6 Power Point presentation (Elevator Speech)

10:30-12:00 Activity 7 Discussion about the ways and the opportunities of transferring and applying entrepreneurial skills gained from the training in the different faculties.

12:00-12:15 Break

12:15-13:15 Activity 8 Resume and evaluation of the training

**4.Preamble**

This module is based on the replication of the Innovation Camp held in UTU in November 2021 and on the Workshop organized at TU Dublin in March 2022. The module contained 18 hours (9 hours face-to-face & 9 hours of individual work), the module contained 9 activities.. Participants had to generate and develop their business idea in interdisciplinary groups. They had as well the opportunity to network with colleagues.

**5.Evaluation**

The evaluation of the module was composed 100% by the presentation of the final business idea in teams composed by lecturers of different faculties of the University “Aleksandër Moisiu”Durrës, participants were awarded with a certificate of participation and credits