**Report**

**of academic staff pilot course implementation at Vlora**

**supported by Entral Project**

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**Title of the course**: *“Towards an Entrepreneurial Mindset”*

**The purpose:** In the framework of the EntrAL project, this module aims at increasing the entrepreneurial awareness for university teachers in Albanian HEIs.

**The objectives of the module:**

The main objective of this module is to give Albanian university teachers transferable skills and bring an entrepreneurial mindset at the university by encouraging entrepreneurial teaching methods, nurturing entrepreneurial behaviour of the teaching staff, and supporting the creation of new ventures.

Emphasis is given to supporting entrepreneurialism among the teaching staff of the universities and in turn to their students, as well as to further developing cooperation with the surrounding business environment and society.

The Training Program focused on the following learning general outcomes:

* Gain new knowledge and transferable skills for turning innovative ideas into new products and services.
* Increase trainees’ understanding about the entrepreneurial process (e.g., opportunity creation and recognition)
* Enhance problem solving and teamwork skills under time pressure.
* Enhance presentation skills.
* Enhance transferability/applicability skills in multidisciplinary teaching.

**Target group**: Teaching Staff of Albanian Universities

**Implementation of the student course “*“Towards an Entrepreneurial Mindset”* at the University of Vlora**

The module designed to train the academic staff was organized by the University "Ismail Qemali" Vlore during 8-10 May 2023 after the approval from the University authorities respectively Rectorate and Academic Senate.

The announcement of the academic staff's module was made available on the official website of the University of Vlora via the following link:

<https://univlora.edu.al/2023/04/27/njoftim-per-zhvillimin-e-dy-kurseve-pilot-projekti-entral/>

After the publication of the call for participating in the training module, the implementation team create the link of registration as below:

<https://docs.google.com/forms/d/1Ytwf1NhKaPKRxo5nyXIla5MnwEE9iZymbDTGMhTWuMs/edit?ts=6446c1a5>

At the end of the registration process, a total of 25 teachers from several field of studies participated in this training. Most part of the registered teachers belongs to the Faculty of Technical Science and Faculty of Social Sciences whose entrepreneurial knowledge is limited. The module was organised at Regional Development Centre at the University of Vlora, which has all the necessary infrastructure and equipment to implement the training module. At the end of each training session, trainees had electronic access to all learning materials and templates, used in the activities of the respective training day.

## All the materials and the activities were very comprehensive for all the participants, and the activities were simple, and all the teachers participated actively. The participants were able to comply with all assignments and tasks given to them and were able to pitch their ideas despite time constraints in three days.

## **The content of the academic staff module**

## Activity 1. Introduction to the training objectives and a guide to reflection and reflective writing.

## Activity 2. Leading to an appropriate business choice

## Activity 3: Market Analysis in the chosen business idea

## Activity 4: Elevator pitch- Trying to impress and persuade a potential investor/supporter.

## Activity 5: Independent teamwork

## Activity 6: Power Point Presentation (Elevator Speech)

## Activity 7: Discussion on transferability/applicability of gained skills in their disciplines and subjects

## Activity 8: Briefing and evaluation of the overall Training Program

**The methodology**

The module offers a range of activities that integrate theoretical concepts with practical application. These activities aim to develop the final business plan. During this activity, as an outcome of their facilitated and independent teamwork, each group gave a power point presentation for a short period of time (3-5 minutes), presenting their own business choice, based on the elements of the completed business model canvas. The utilization of participatory methods and other techniques was crucial in enabling the participants to gain a clear understanding of the learning content. Several techniques, tools and teaching aids were used to support entrepreneurial learning, including:

* Energizer, ice breaking
* Brainstorming
* Critical reflection
* Power Point Presentation
* Discussion/ Debate
* Lean start-up
* Invited guest providing real life example on the importance of the business plan and facing challenges.
* Pitching role playing simulation
* Team work
* Final simulation presentations

At the end of each activity trainee interactivity was evaluated by the trainers choosing the most suitable method form the ones listed below for the actual activity.

* + - Observation (activity 1)
    - Test and retest (activity 2 & 3)
    - Discussion/Debate (activity 4, 7 & 8)
    - Trainer / Jury evaluation (activity 5)

At the end of the module training days, each of the participants received a certificate signed from the **rector and the director of the regional development center**

**Evaluation of the course**

The email addresses have been sent to the coordinator. From the evaluation surveys, 14 participants completed the survey, where the average of the participants age is 41.1 years old. 77% have selected the right title of the course, but 100% of participants know the organizer of the course. the overall evaluation is 4.5/5 where 64% strongly agree that the content of the course, learning outcomes of the course were clear to the participant and the course was well organized regarding timely access to materials, notification of changes, etc. the student contribution has been evaluated 4.5/5 by strongly agreeing about the active commitment to learning during the course at 69% of the participants and believing in making progress in this course by 79% of participants. 64% of participants felt appreciated during the course.

The used teaching methods enhanced my learning were appreciated with a average of 4.64/5 points.

57 % of participants strongly agree and 43% of them agree about the fact that the course advanced applying theoretical knowledge to practical know-how. Also 79% of participants strongly agree about definition that the teachers helped the participants to comprehensively understand the issues to be studied during the course, and 64% strongly agree about the fact that the course was well structured to achieve the learning outcomes and the overall environment in the class was conducive to learning. The evaluation of learning resources was very good with an average of 4.55/5 points, where learning materials were more appreciated than the reading books. Also, the quality of delivery was appreciated very good by an average of 4.5/5, where more than 50% strongly agree that the course stimulated my interest and thought on the subject area, the pace of the course was appropriate and ideas and concepts were presented clearly in the course

The expectations have been evaluated with an average of 4.5/5 strongly agreeing by more than 50% that the expectations on the course have been met and the participant felt that he has reached the general goals of the course, meanwhile 57% of participants strongly agree that their entrepreneurial thinking has been reinforced and the course deepened their previous know-how. The course supported the development of participants for their future work for 64% of participants strongly agreeing.

The positive factors have been distinguished as the well organization and interactivity, teaching methodology, Specialized training centers, Entrepreneurial thinking and expertise and the new training standard. Other comments were positive about interactivity, examples of entrepreneurship used, practical exercises to stimulate entrepreneurial ideas, good organization and high level of trainers. To improve, the participants comment about techniques, enhancing entrepreneurial thinking at the institutional level through teacher training and entrepreneurship camp, setting breaks between sessions and exercises for managing a new business. The overall score is 6.4, that means a very good evaluation.

**Conclusions and problems detected**

- Relatively good interest from the academic staff in the topic

- Incorrect self-assessment for the level of knowledge on the topic

- weakness in group work and discussions

- the difficulty in reaching the number of participations

- Low level of knowledge about entrepreneurship and its education



