Date 15/11/2023

**Subject: Report on the implementation of the academic staff pilot course within the Entral project**

**Title:** "Towards an entrepreneurial mindset"

Developed within the EntrAl project

**The training took place on the dates: October 30-November 1**

**Place**: Kolegji Universitar Pavaresia Vlore

**Trainers:** B. Dhrami

**Target group**: Academic staff of "Pavaresia Vlore" University College

**Registered teachers: 12**

**Certified teachers: 12**

**Content of this training module**

**Schedule: Number of sessions: Two.**

This Training Program is an intensive 18-hour program for new venture development (9 hours face-to-face and 9 hours independent teamwork), planned to take place in 2 sessions (training days). 18 hours (9 hours face-to-face training per head and 9 portfolio hours)

**Purpose of the training**: Within the EntrAL project, this module aims to increase awareness of the entrepreneurship of academic staff in Albanian HEIs.

**Training objectives**:

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

Emphasis is placed on supporting entrepreneurship among university teaching staff and on the other hand their students, as well as further developing cooperation with the business environment and the surrounding society.

 **Specific objectives**

During the 18-hour Training Program:

a. participants generate and develop business ideas in multidisciplinary teams, which enable them to build new networks.

b. Participants get hands-on experience on the most important elements of the start-up process, how to successfully develop a business idea and how to sell it.

c. Participants are expected to engage and challenge themselves.

d. After the training, participants better understand the requirements of becoming an entrepreneur and can better advise and support their students. This program also introduces a different approach on how to teach entrepreneurship and foster entrepreneurial skills. Participants are better equipped to foster an entrepreneurial mindset at the university level.

e. Participants will find in teams new and creative solutions for innovation activities based on a new start-up scenario in a short period of time. The process is supported by lectures and mentored by trainers.

**Main result**: The educator must be able to integrate entrepreneurial education and try to find the best way or practice that connects the learner with the entrepreneurial culture regardless of the discipline they are studying.

**Registration of participants**: The University College has distributed the call for training to the academic staff through the institution's official addresses. Participating lecturers were from the Department of Economics, Law, Political Science and Computer Engineering.

 **Challenges:**

- Weakness in commitment to the presentation of business ideas

- Difficulty in group work

- Unclear knowledge in the field of entrepreneurship

**Evaluation of the training:** The e-mail addresses of the lecturers participating in the training were sent to the project coordinator. The project coordinators sent an individual evaluation questionnaire to the teachers, which will serve to improve the quality of the course.

From the completion of the evaluation questionnaire, the overall evaluation was **very good,** regarding the curriculum used, the infrastructure, the Canvas model, etc.

**Methodology:** The Training Program mainly uses the learning-by-doing method and takes the trainees away from the normal learning environment to develop a start-up.

**Module content**

*Activity 1. Presentation of the training program and instructions on reflection and reflective writing*

*Activity 2. Towards the right choice of business idea*

*Activity 3. Competition Analysis*

*Activity 4. Elevator pitch- How to impress and convince a potential investor/backer*

*Activity 5. Independent group work*

*Activity 6. Power Point Presentation (Elevator Speech)*

*Activity 7. Discussion on ways and possibilities of transfer and application of entrepreneurial skills*

*benefited from training, in the relevant disciplines*

*Activity 8. Summary and evaluation of the training as a whole*

The theoretical module is realized through the cycle of theoretical lectures presented in Powerpoint. In the theoretical classes, a presentation of the main issues organized in several topics is made, bringing after each theoretical discussion the best practices of countries and schools that apply entrepreneurial education.

The practical classes will take place in the form of discussions, case studies and practical exercises developed in small working groups.

**Methods used:**

1. Team work

2. Discussion on the transferability/applicability of acquired skills in their disciplines/subjects

3. Analytical questions

4. Exercises

Teaching tips and tools

- Tools like presentation software, Books, Flipcharts, note paper.

- Visual teaching tools: model, picture, chart, graph, projector, slides.

- Audio-visual learning tools: short video on YouTube

- Web tools like Google Forms, Google Pages, Internet Searches, Youtube Videos

At the end of each activity, the interactivity of the participant was evaluated by the trainers by choosing the most appropriate method listed below for each activity:

o Observation (activity 1)

o Test and retest (activity 2 and 3)

o Discussion/Debate (activity 4, 7 and 8)

o Evaluation of the coach / jury (activity 5)

At the end of the training module, each participant was given a certificate of participation signed by the Rector of the University "Ismail Qemali" and the Director of the Regional Development Center at the University of Vlora.

**Tools**

• Energizing games at the beginning of each activity

• Brainstorming method

• Critical reflection

• Presentation at Power Point

• Discussion/Debate

• Invited participants to share real-life examples on the importance of business planning and facing environmental challenges.

• Role playing simulation

• Group work

• Final simulation presentations