**REPORT**

**On the implementation of the pilot course addressed to the academic staff at Shkodra University "Luigj Gurakuqi"**

**Offered in the framework of the Entralproject**

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**The topic of the module**: "Designing entrepreneurship courses”.

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

**Objectives of the module**: The main objective of this module was to give to the academic staff of Albanian universities transferable skills and bring an entrepreneurial mindset to the university by encouraging entrepreneurial teaching methods, educating the entrepreneurial behaviour of the academic staff.

Emphasis was placed on the support of entrepreneurship among the academic staff of the universities and their participants, as well as the further development of cooperation with the business environment and the surrounding society.

**Module Specific Objectives:** During this Training Program, participants achieved the following general objectives:

• Gaining new knowledge and transferable skills for turning innovative ideas into new products and services

• Increasing the training participants' understanding of the entrepreneurial process (eg creating and recognizing opportunities)

• Improving problem solving and teamwork skills under time pressure

• Increasing presentation skills

• Increasing transferability/applicability skills in multidisciplinary teaching

**Beneficiary target group**: Academic staff of Shkoder University, "Luigj Gurakuqi"

Implementation of the module "Designing entrepreneurship courses”.

The module designed for the training of academic staff was organized by Shkodra University "Luigj Gurakuqi”, on October 11-13 after approval by the University's governing authorities, respectively, the Rectorate and the Academic Senate.

The notice which contained the necessary information on the implementation of the module was distributed via the official e-mails of the academic staff.

A total of 10 academic staff members from several different Faculties of Shkodra University participated in this training. Most of the registered academic staff belong to the Faculty of Social Sciences and the Faculty of Economics.

At the end of each training session, participants had electronic access to all teaching materials and illustrative activities used during the training days.

All materials and activities were designed to be clearly understood by the participants to achieve their active inclusion in the training. The participants were able to fulfil all the assigned tasks during each activity and were able to present their ideas.

**Module content**

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

Activity 2 Towards an appropriate business choice

Activity 3 Competitive Analysis

Activity 4 Elevator pitch- Trying to impress and convince a potential investor

Activity 5 Independent group work

Activity 6 Power Point Presentation (Elevator Speech)

Activity7 Discussion on the transferability/applicability of acquired skills in their disciplines/subjects.

Activity 8 Information and evaluation of the overall training program

**The methodology used.**

The module offered a series of activities that integrate theoretical concepts with their practical application. The use of participatory methods and other techniques was important to enable the participants to understand more clearly the theoretical content of each activity. Several techniques, methods and teaching tools were used during the training, including:

• Energizing games at the beginning of each activity

• Brainstorming method

• Critical reflection

• Power Point presentation

• Discussion/Debate

• Role playing simulation

•Group work

**Course evaluation**

The email addresses have been sent to the coordinator. From the evaluation surveys, 7 participants completed the survey, where the average of the participants age is 49.6 years old. 86% have selected the right title of the course, but 100% of participants know the organizer of the course. The overall evaluation is 4.9 where 85.7% strongly agree that the content of the course, learning outcomes of the course were clear to the participant and the course was well organizedregarding timely access to materials, notification of changes, etc. the student contribution has been evaluated 4.7 by strongly agreeing about the active commitment to learning during the course at 66.7% of the participants 71.4% of participants felt somehow appreciated during the course.

The used teaching methods enhanced my learning were appreciated with a average of 4.6 points.

57.1 % of participants strongly agree and 42.9% of them agree about the fact that the course advanced applying theoretical knowledge to practical know-how. Also 42.9% of participants strongly agree about the definition that the teachers helped the participants to comprehensively understand the issues to be studied during the course.

The evaluation of learning resources was very good with an average of 4.25 points, where learning materials were more appreciated than the reading books. Also, the quality of delivery was appreciated very good by an average of 4.6/5.

The expectations have been evaluated with an average of 4.6/5 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 71.4% 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 71.4% of participants strongly agreeing.

The positive factors:

Creating a new and active mindset related to entrepreneurship.

Implementation of contemporary and effective theoretical and practical knowledge

Encouraging communication and benefiting from the experiences of all participants

Entrepreneurship in education

Clear lectures.

The way of organizing group work.

Materials were very clear and the discussions very fruitful. They used ideas that served toeveryone. The acquired knowledge will be understood by each of the participants.

The methodology and the approach of the topics were fruitful and encouraging for the objective in the words as well as the very good trainers.

What or which factors in the course require improvement?

They would prefer the course to be even longer, becausethey benefited and felt accomplished in the initial objectives, both theoretically and practically.

Integration of modules in teaching programs

More practice

**Conclusions and problems**

- Low level of knowledge on entrepreneurship and its education

- Relatively good interest from the academic staff in the topic

- Difficulty in reaching the number of participations.