



**European
Digital
UniverCity**

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International Entrepreneurial Mindset course

Transversal Themes, Core Areas and
Components model

1- Communication	Oral presentation skills	Structuring your speech	Entrepreneurial skills
		Using presentation supports	Speaking in public
		Public speaking	Defend, argue, convince
	Written communication	Prioritising the information	Writing skills
		Illustrate your point	Capacity to plan
		Work on your layout	Pitching
	Adapting communication to the audience	Defining clear objectives	Motivation
		Identifying your target audience	
		Choosing the appropriate format	

2- Rebound on your research	Reflecting on the PhD experience	Identifying the linked skills	Entrepreneurial skills
		Identifying your network	Mobilising resources
		Projection and career opportunities	Mobilising others
	Technology transfer	Introduction to TT	Vision
		Intellectual property	Capacity to plan
		European innovation sectors	Ability to analyse the market
	Highlighting your research	Selecting information	Taking initiatives
		Popularise your research	
		Dissemination of results	

3- Networking - intercultural relations and cultural codes	European networking and cultural codes	Local networking practises	Entrepreneurial skills
		Local cultural professional codes	Adaptability
		Where to network in Europe?	Motivation
	Developing your interpersonal skills	Knowing your strenghts	Networking
		Adaptation capacity	Pitching
		Working on your story telling	Spotting opportunities
	Analysing your network	Creating networking opportunities	Taking initiatives
		Collecting and analysing contacts	
		Taking action	

4- European professional opportunities	Creating your professional profile	Writing a cover letter	Entrepreneurial skills
		Updating your CV	Written communication
		Creating a pitch presentation	Spotting opportunities
	European opportunity hunting	Knowing more about work sectors	Mobilising resources
		Adapting the approach to the country	Adaptability
		Using the right research tools	Ability to analyse the market
	Succeeding (to convert a try)	Preparing the meeting	Pitching
		During the meeting	
		After the meeting	

5- How to integrate Design Thinking to entrepreneurial mindset	Creative problem solving	Exploring the challenge	Entrepreneurial skills
		Generate ideas – Focus group	
		Transforming an idea to a solution	
	Learning by doing	Experiential learning	
		Setting objectives	
		Stepping out of the confort zone	
	Testing	Idea's potential for success	
		Analysing relevance of results	
		Adapting the response	
6- Reflecting on the social impact of your activities and acting accordingly	Defining social impact and reflecting on it	Defining social impact	Entrepreneurial skills
		Reflect on societal concerns	
		Why measuring Social Impact?	
		Creating a framework	
	How to measure social impact?	Structuring collectively	
		Choosing the metrics	
		Data collection	
	From resources to action	Considering societal benefits	
		Getting into action accordingly	

6- Set up an action plan

Why, what and how?
Using tools to create your action plan
Mobilising others and resources

Visualising your goal
Imagining actionable assignments
Organising associated tasks
Setting SMART goals
Creating a list of actions
Setting a timeline
Setting a budget
Designated resources
Monitoring the process

Entrepreneurial skills
Vision
Capacity to plan
Organisation skills
Decisiveness
Mobilising others and resources
Time management

8- Emotional intelligence

Components of Emotional intelligence
Improving Emotional intelligence
Right to make a mistake

Self-Awareness
Self-Regulation
Social Skills
Why EI is mportant for success?
Becoming more empathetic
Asking for feedback
Taking a step back
Analysing the mistak process
Learning from it

Entrepreneurial skills
Personal acumen
Accountability
Active listening
Motivation
Mobilising others
Resilience

9- Risk management	An Overview of Risk Management	What is Risk Management?	Entrepreneurial skills
		What is risk identification?	Risk management
		What is a Risk Management Plan?	Accountability
	Strategic thinking	Analysing information	Strategic thinking
		Thinking in time	Motivation
		Hypothesis driven	Leadership
	Decisiveness	Asking question	Decisiveness
		Taking decision	
		Preparing to face the consequences.	

10- Collaboration and Management	Working in a group	Knowing where you stand	Entrepreneurial skills
		Accountability	Active listening
		Trusting your team	Interpersonal acumen
		Defining each team role	Truthworthiness
	Ensuring progress towards a goal	Communicating	Decisiveness
		Monitoring the process	Mobilising others
		Choosing a conflict management style	Conflict management
	Dealing with potential conflict	Gathering the necessary information	
		Setting guidelines	