

TAKE UP

Physical meeting Athens 21.03.22



Entrepreneurial coaching

Module 1	Module 2	Module 3	Module 4
<p>Basic knowledge about starting a business</p> <ul style="list-style-type: none"> • Business plan • Finance • Marketing • Legal requirements 	<p>Communication Skills</p> <ul style="list-style-type: none"> • Theoretical models (communication and active listening) • Feedback • Practical exercises 	<p>How to motivate others</p> <ul style="list-style-type: none"> • Practical techniques • Exercises 	<p>Introduction and planning of real coaching sessions</p>
<p>Professional knowledge for entrepreneurial coaches</p> <ul style="list-style-type: none"> • Attitude • Tasks 	<p>Team leadership and organization</p> <ul style="list-style-type: none"> • Team building • Team management • Leadership skills 	<p>Customer acquisition and networking</p> <ul style="list-style-type: none"> • Target group analysis • Self-assessment • Social networks 	<p>Coaching session 1 – 3</p> <ul style="list-style-type: none"> • Implementation of knowledge and skills module 1-3 • Reflecting team
	<p>Conflict management</p> <ul style="list-style-type: none"> • Theoretical models • Solving a conflict • Practical exercises 	<p>Pleasant training atmosphere</p> <ul style="list-style-type: none"> • Preparing and offering entrepreneurial coaching at the university campus 	<p>Closure</p> <ul style="list-style-type: none"> • Final discussion of challenges and solutions • Improvement of coaching at universities
	<p>Stress management and resilience</p> <ul style="list-style-type: none"> • Theoretical models • Practical exercises (coping strategies) 		

Entrepreneurial coaching



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Milestones

Collaboration
and meetings

Manual draft
15.12.21

Finalization of
first draft manual
number 1
15.04.22

Training of 16
coaches
May/June 2022

Start of
coaching
students
September
2022

Start of training
other coaches
December
2022

In Pakistan

Travel of coaches to Germany or
Greece

Clarification work package deliverables



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Work package 5.1: Entrepreneurial coaches in Pakistan

<p>Tangible:</p> <ul style="list-style-type: none">• 1 report about current situation of entrepreneurial coaches at HEIs in Pakistan• Situational interview questions that were derived by critical incident technique and can be used for personnel selection purposes	Done (April – August 2021)
<p>Intangible: understanding of common challenges in the area of coaching across Pakistan, willingness to improve own competences in identified areas, improvement of personnel selection processes.</p>	Done

Clarification work package deliverables



Work package 5.2: Developing an evidence-based guideline for entrepreneurship coaching (general)

<p>Tangible:</p> <ul style="list-style-type: none">digitalized guideline for entrepreneurship coaching (general) <p><i>Guideline in this case means “diagnostic” questions that can be used during every coaching session in order to figure out what problem the entrepreneurial team is facing.</i></p>	<p>Part of Module 1 Coaching manual (GCU)</p>
<p>Intangible:</p> <ul style="list-style-type: none">understanding the process behind coaching and benefits of a structured approach	

Clarification work package deliverables



Work package 5.3: Developing an evidence-based guideline for entrepreneurship coaching (specific)

Tangible: <ul style="list-style-type: none">• soft copies of guidelines for entrepreneurship coaching (for at least four different thematic areas, i.e. 4 different guidelines)	Part of Module 1 Coaching manual (GCU)
Intangible: <ul style="list-style-type: none">• option to provide science-related start-ups with a profound consulting in every incubation centre of the four participating Pakistani universities	

Clarification work package deliverables



Work package 6.1: Develop training plans and implement a trainee scouting

Tangible: <ul style="list-style-type: none">training plan for a workshop pilot (approx. 3 days) has been developed	Coaching manual will be finalized until 15.04.2022
Intangible: <ul style="list-style-type: none">possibility to train entrepreneurship coaches with developed training material approved by the European as well as the Pakistani partners	

Clarification work package deliverables



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Work package 6.2: Implement pilot capacity building training

Tangible: <ul style="list-style-type: none">• 16 trained entrepreneurship coaches, feedback on usefulness of training	May/June 2022
Intangible: <ul style="list-style-type: none">• pilot has been tested, experience-based learning, possible improvements were noted	

Clarification work package deliverables



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Work package 6.3: Conducting micro-coaching and an internal workshop for supervision and revision

Tangible: <ul style="list-style-type: none">• always up-to-date material, supervision of a correct use of the material, supervision of the entrepreneurship coach performance	From December 2022 on
Intangible: <ul style="list-style-type: none">• a profound basis to train entrepreneurship coaches to fit in the current Pakistani context	

Where are we right now?

1. August – December 2021 -> First draft
2. December – March 2022 -> Second draft

 **Presentations and feedback for the second coaching
manual draft**

Next tangible steps

1. Finalize the concept
2. Prepare material (slides, instructions for exercises)
3. Pilot the training for coaches in approx. June/July 2022

How do we get there?

 **Work in groups and note down tangible next work steps**



30 min

Presentation of next steps



Thank you.