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Transforming Academic Knowledge to Develop Entrepreneurial Universities in Pakistan (TAKE-UP)

Entrepreneurial Skill Development Through Academic Coaching

A Presentation by
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16 November 2023



TAKEUP PROJECT

JAN 2020 – JAN 2024

OBJECTIVES:

- 1) Assessment and comparison of EU and Pakistani Universities
- 2) Designing entrepreneurship content and activities in Pakistani context,
- 3) Training entrepreneurial coaches and
- 4) Establishing a network of trained and certified startup consultants

TAKEUP PARTNER UNIVERSITIES

**University of
Saarland (UdS)
Germany**



**UNIVERSITÄT
DES
SAARLANDES**

**Athens University of
Business and Economics
(AUEB), Greece**



**COMSATS University
Islamabad (CUI)
(Lahore Campus)**



**Govt College University
(GCU) Lahore**



**University of Gujrat, (UoG)
Gujrat**



**Lahore University of
Management Sciences,
(LUMS) Lahore**



KEY ACTIVITIES

Carried out as ten interconnected Work Packages (WPs)

WP-1. Kick-Off and Self-Assessment
WP-2. Strategic Action Planning
WP-3. Development of FabLabs at partner universities in Pakistan
WP-4. Development of locally relevant training and teaching material for developing entrepreneurial skills in students
WP-5. Professionalizing entrepreneurial coaching
WP-6. Training and certifying entrepreneurial coaches in Pakistan (Train-the-Trainer)
WP-7. Establishing TAKE-UP network
WP-8. Dissemination and exploitation of the results/outcome
WP-9. Quality Management
WP-10. Sustainable Project Management



Objective 3 - Training entrepreneurial coaches

- WP-5. Professionalizing entrepreneurial coaching**
- WP-6. Training and certifying entrepreneurial coaches in Pakistan (Train-the-Trainer)**

Objective 3 - Training entrepreneurial coaches

OBJECTIVE

to equip participants with the knowledge and skills required to train other coaches in entrepreneurial coaching.

SCOPE

The internationally developed certificate aims to elevate the status of training materials developed in WP6.1 (of the TAKEUP Project), enabling them to be used to instruct entrepreneurship coaches and enhance the impact, visibility, and sustainability of the TAKE-UP project.

Certification Process for Certified Entrepreneurial Coach:

Step 1 : Get Trained

To become a Certified Entrepreneurial Coach, participants must complete a training program to be delivered by the trained coaches on the following aspects of entrepreneurial coaching

1. Reasons to support entrepreneurs
2. Understanding entrepreneurs' challenges
3. Entrepreneurial coaching: process and skills
4. Assessment of current challenges of entrepreneurs
5. Communication and listening skills
6. Tools to structure business ideas (business model canvas, marketing, supply chain management)
7. Evaluating business ideas
8. Identifying stressors and resources
9. Understanding entrepreneurial teams
10. Conflict management
11. Project management basics
12. Own identity as entrepreneurial coach



Certification ProcessContd

Step-2 Coaching Sessions with students

Upon completion of the training program, participants will conduct at least 10 coaching sessions with students who are interested in starting a business.

Step-3 Training Sessions for Faculty and Colleagues

Deliver at least two complete TAKE-UP trainings for training other entrepreneurial coaches with at least 10 participants per session.

Step-4 Log sheets and Report Writing

Write a comprehensive report covering all activities performed from Step-1 to Step-3

Certified Master Coaches from CUI Lahore

- | | | |
|----|--------------------------------|--|
| 1. | Dr Usama Ijaz Bajwa | Computer Science |
| 2. | Dr. Mirza Tariq Hamayun | Electrical & Computer Engineering |
| 3. | Dr. Shahzad Khurram | Chemical Engineering |
| 4. | Dr. Naeem Shahzad | Electrical & Computer Engineering |
| 5. | Dr. Imran Shafiq | Management Sciences |
| 6. | Dr. Imran Haider Naqvi | Management Sciences |
| 7. | Dr. Tajammal Hussain | Management Sciences |



Entrepreneurial Skill Development Through Academic Coaching 8 and 16 July 2023

