

## Training of Entrepreneurial Coaches

### Objective

To equip participants with the knowledge and skills required to train other coaches in entrepreneurial coaching under WP-5 and WP-6

### Scope

The internationally developed certificate aims to impart training using training materials developed under the TAKEUP Project for entrepreneurship coaches and enhance the impact, visibility, and sustainability of the project.

## Certification Process for Certified Entrepreneurial Coaches

### Step-1: Get Trained

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

### 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 (2 sessions of 5-days each) 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

## Faculty Training for Entrepreneurial Coaching COMSATS University Islamabad, Lahore Campus November 8-9, 2023

Day-1: Wednesday 08 Nov		Day-2: Thursday 09 Nov	
9:00 AM Session 01	Opening Session and Introduction <b>Dr. Muhammad Ahmed Farooqui</b>	9:00 AM Session n09	Evaluating Business Ideas <b>Dr. Usama Bajwa</b>
9:20 AM Session 01	Entrepreneurial Coaching: Process and Skills <b>Dr. Usama Bajwa</b>	9:45 AM Session 10	Communication and Listening Skills <b>Dr. Naeem Shahzad</b> <b>Dr. Tajammal Hussain</b>
10:05 AM Session 02	Entrepreneurship and TAKE UP Project with Reasons to Support Entrepreneurs <b>Dr. Tariq Hamayun</b>	11:30 AM Session 11	Understanding Entrepreneurial Teams <b>Dr. Naeem Shahzad</b> <b>Dr. Tajammal Hussain</b>
10:50 AM Session 03	Understanding & Assessment of Current Challenges of Entrepreneurs <b>Dr. Shahzad Khurram</b>	<b>Break 11:15 AM</b>	
<b>Break 11:35 AM</b>		11:35 AM Session 12	Own Identity as Entrepreneurial Coach <b>Dr. Shahzad Khurram</b>
11:55 AM Session 04	Tools to Structure Business Ideas: Part-I (GROW Model, Marketing & Supply Chain Management) <b>Dr. Imran Shafique</b> <b>Dr. Imran Naqvi</b>	12:20 PM Session n13	Legal Business Entities & IPRs in Pakistan <b>Dr. Imran Naqvi</b>
12:40 PM Session 05	Tools to structure Business Ideas: Part-II (Business Model Canvas) <b>Dr. Imran Shafique</b> <b>Dr. Imran Naqvi</b>	<b>Lunch and Prayers Break 01:05 PM</b>	
<b>Lunch and Prayers Break 01:15 PM</b>		02:15 PM Session 14	Conflict Management <b>Dr. Imran Naqvi</b>
02:15 PM Session 06	Project Management Basics <b>Dr. Imran Naqvi</b>	03:00 PM Session n15	Govt of Pakistan's Initiatives / Projects for the promotion of Entrepreneurship (Plan 9, Plan X, Ignite, NRPU & GCF) <b>Dr. Usama Bajwa</b>
03:00 PM Session 07	Identifying Stressors and Resources <b>Dr. Tariq Hamayun</b>	03:45 PM Session	Conclusions and Way Forward <b>Dr. Muhammad Ahmed Farooqui</b>
03:45 PM Session 08	European Perspective of Project TAKEUP <b>Ms Theresa Zimmer</b> University of Saarland Germany	<b>Closing Session</b>	
		04:00 PM	Certificate Distribution and Group Photo

## Certified Entrepreneurial Coaches CUI, Lahore Campus

Dr. Usama Ijaz Bajwa Associate Prof., Computer Science  
Dr. Mirza Tariq Hamayun Associate Prof., Electrical & Computer Engineering  
Dr. Naeem Shahzad Asso Prof. Electrical & Com. Engg.  
Dr. Imran Haider Naqvi, Sr Manager HR /Associate Prof. Management Sc.  
Dr. Shahzad Khurram Associate Prof., Chemical Engineering  
Dr. Imran Shafiq Assistant Professor, Management Sciences

## CONTACTS

Dr. Muhammad Ahmed Farooqui  
Founder Coordinator, TAKEUP  
[farooqui@cuilahore.edu.pk](mailto:farooqui@cuilahore.edu.pk)  
[mafarooqui1061@gmail.com](mailto:mafarooqui1061@gmail.com)

Dr. Syed Imran Haider Naqvi  
Sr Manager, HR,  
[drimranhaider@cuilahore.edu.pk](mailto:drimranhaider@cuilahore.edu.pk)

Mr. Ghulam Jilani, Sr. Coord. Admin  
Officer TAKEUP  
[ghulamjilani@cuilahore.edu.pk](mailto:ghulamjilani@cuilahore.edu.pk)

042 99204788

UAN 042 111 001 007

Website <https://takeup.eu/>

Link for Registration

<https://forms.gle/rFRVqpVyF2UbmqEGA>

Last Date of Registration

16th October 2023, 4:30 PM



Co-funded by the  
Erasmus+ Programme  
of the European Union



## Transforming Academic Knowledge to Develop Entrepreneurial Universities in Pakistan (TAKEUP)

# Training Workshop for Entrepreneurial Coaching

COMSATS University Islamabad, Lahore Campus

November 8-9, 2023

Day-1 - Wednesday	Day-2 - Thursday
Opening Session and Introduction 9:00 AM <b>Dr Muhammad Ahmed Farooqui</b> Project Coordinator TAKE UP	<b>Session-9</b> 9:00 AM Evaluating Business Ideas <b>Dr. Usama Bajwa</b>
<b>Session-1</b> 9:20 AM Entrepreneurial Coaching: Process and Skills <b>Dr. Usama Bajwa</b>	<b>Session-10</b> 9:45 AM Communication and Listening Skills <b>Dr. Tajammal Hussain</b>
<b>Session-2</b> 10:05 AM Entrepreneurship and TAKE UP Project with Reasons to Support Entrepreneurs <b>Dr. Tariq Hamayun</b>	<b>Session-11</b> 10:30 AM Understanding Entrepreneurial Teams <b>Dr. Tajammal Hussain</b>
<b>Session-3</b> 10:50 AM Understanding & Assessment of Current Challenges of Entrepreneurs <b>Dr. Shahzad Khurram</b>	<b>Break 11:15 AM</b>
<b>Break 11:35 AM</b>	<b>Session-12</b> 11:35 AM Own Identity as Entrepreneurial Coach <b>Dr. Shahzad Khurram</b>
<b>Session-4</b> 11:55 AM Tools to Structure Business Ideas: Part-I (GROW Model, Marketing & Supply Chain Mngt.) <b>Dr. Imran Shafique</b>	<b>Session-13</b> 12:20 PM Legal Business Entities & IPRs in Pakistan <b>Dr. Imran Naqvi</b>
<b>Session-5</b> 12:40 PM Tools to structure Business Ideas: Part-II (Business Model Canvas) <b>Dr. Imran Shafique</b>	<b>Lunch and Prayers Break 1:05 PM</b>
<b>Lunch and Prayers Break 1:15 PM</b>	<b>Session-14</b> 2:15 PM Conflict Management <b>Dr. Imran Naqvi</b>
<b>Session-6</b> 2:15 PM Identifying Stressors and Resources <b>Dr. Tariq Hamayun</b>	<b>Session-15</b> 3:00 PM Govt's Initiatives/Projects for the Promotion of Entrepreneurship (Plan 9, Plan X, Ignite, NRPU & GCF) <b>Dr. Usama Bajwa</b>
<b>Session-7</b> 3:00 PM Project Management Basics <b>Dr. Imran Naqvi</b>	<b>Session-16</b> 3:45 PM Conclusions and Way Forward <b>Dr. Muhammad Ahmed Farooqui</b>
<b>Session-8</b> 3:45 PM European Perspective of Project TAKEUP and Entrepreneurial Coaching <b>Ms Theresa Zimmer</b> (Univ. of Saarland Germany) <b>Ms Vasiliki Chronaki</b> (Athens U of Econ. & Business)	<b>Closing Session</b> 4:00 PM Certificate Distribution and Group Photo