

Certified Entrepreneurial Coach Workshop - External

Feedback & Evaluation Report



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Marketing effort and training enrollment

Marketing effort

It was the first time that entrepreneurial coaches training was exclusively provided to the faculty and staff of external non-partner universities. Given that the LUMS community encompasses faculty contacts from various external institutes, trainers, incubation centers, and entrepreneurship society members, marketing efforts were conducted both within and beyond the LUMS community. Beyond LUMS, outreach extended to 17 different external non-partner universities across Pakistan, including University of the Punjab (PU), University of Central Punjab (UCP), University of Lahore (UOL), Lahore College for Women University (LCWU), University of Management and Technology (UMT), Virtual University (VU), University of Engineering and Technology (UET), Lahore, Lahore Garisson University (LGU), National University of Computer and Emerging Sciences (FAST-NUCES), Kinnaird, Islamabad, National Defense University (NDU), Islamabad, Institute of Business and Administration (IBA), Karachi, Shaheed Zulfikar Ali Bhutto Institute of Science and Technology (SZABIST), Islamabad, Hazara University Mansehra, etc.

The entire LUMS community, along with Deans/HODs/Directors/In-charge of Departments & FOPs of 17 different non-partner universities, received emails containing information on the entrepreneurial coaches training workshop and application guidelines. A digital marketing campaign was also conducted on LinkedIn. The marketing campaign ran for approximately 1 week. Although the workshop registration was open from October 24th to 30th, 2023, due to the sudden influx of applications and the limited number of participants we could select, the registration closed after 1 week.

The invite shown below was used in the outreach emails and to post on LinkedIn for an increased visibility and dissemination to relevant audience.





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You are invited to register for a 3-day training programme for faculty and staff to become an internationally Certified Entrepreneurial Coach by Saarland University Germany, Athens University of Economics & Business (AUEB) Greece and LUMS in partnership with Erasmus+ European Union Project for Transforming Academic Knowledge in Entrepreneurial Universities of Pakistan, TAKE-UP.



Contents

- Reasons to support entrepreneurs
- Entrepreneurial coaching: process and skills
- Assessment of current challenges for entrepreneurs
- Communication and listening skills
- Tools to structure and evaluate business ideas
- Identifying stressors and resources
- Understanding entrepreneurial teams
- Conflict management and project management basics
- Own identity as an entrepreneurial coach

Benefits

- Career development and advancement opportunity
- Skill enhancement for effective entrepreneurial coaching
- Steppingstone to become an internationally **Certified Entrepreneurial Master Coach** in Future (details will be provided during the workshop)
- Full access to **Entrepreneurial Coaching Manual** (a custom-tailored guide designed by experts)
- Full access to training material
- **No registration fee** for faculty and staff





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TRAINERS

- **Dr. Faiza Ali**, SDSB, LUMS
- **Dr. Jawad Syed**, SDSB, LUMS
- **Dr. Muhammad Shehryar Shahid**, SDSB, LUMS
- **Dr. Samnan Ali**, MSD, GCU
- **Ms. Theresa Zimmer**, UDS, Germany
- **Mr. Bilal Bukhari**, VC Office, LUMS
- **Ms. Moeza Nisar**, SDSB, LUMS
- **Ms. Minahil Zia**, NICL, LUMS
- **Ms. Amina Shaikh**, NICL, LUMS

Who Should Attend?

Individuals interested in entrepreneurship and/or are involved with entrepreneurs, startups,
and students in any capacity related to coaching and training.

Only **limited seats** are available! Applicants matching the above criteria will be given preference.



[Register Here!](#)

Application Deadline: 30th October 2023

Instructions

- Certificates will be awarded upon completion of the workshop
- Maintaining attendance throughout the workshop is mandatory to earn a certificate
- Participants need to bring their own laptops
- Registration will be confirmed **ONLY** after acknowledgement from the workshop organisers via email!
- Interested staff kindly get permission from their supervisor

For any queries, please feel free to contact **Ms. Moeza Nisar** at moeza.nisar@lums.edu.pk or

Mr. Talha Hassan Saleem at 23110218@lums.edu.pk



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GCU



LUMS
A Not-for-Profit University



Enrollment and participant demographics

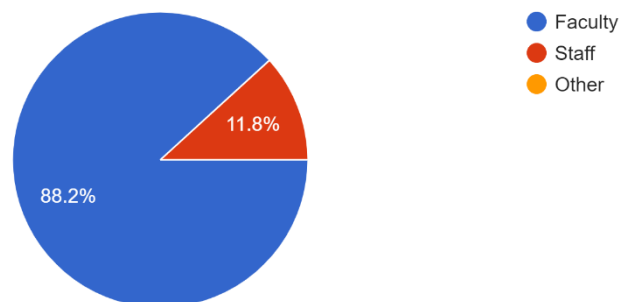
After the marketing campaign was closed, since the number of applications was beyond the capacity of the training, the workshop organizers had to select participants for the training. The selections were based on the level of commitment and interest displayed in the applications. If the applicants had prior experience in any capacity related to coaching or mentoring and put some thought into writing their motivation to join the training or showed enthusiasm for learning the entrepreneurial coaching techniques, they were selected. However, all the candidates selected did not successfully complete the training program. The numbers are given below.

- Number of applications: 107
- Number of candidates selected: 43
- Number of candidates graduating: 38
- Number of candidates dropped out: 5

The group of selected participants majorly consisted of faculty which was quite diverse as they hailed from different schools and departments of around 17 external non-partner universities.

- 40% of the participants were females
- The breakdown of participants based on their job category is given below

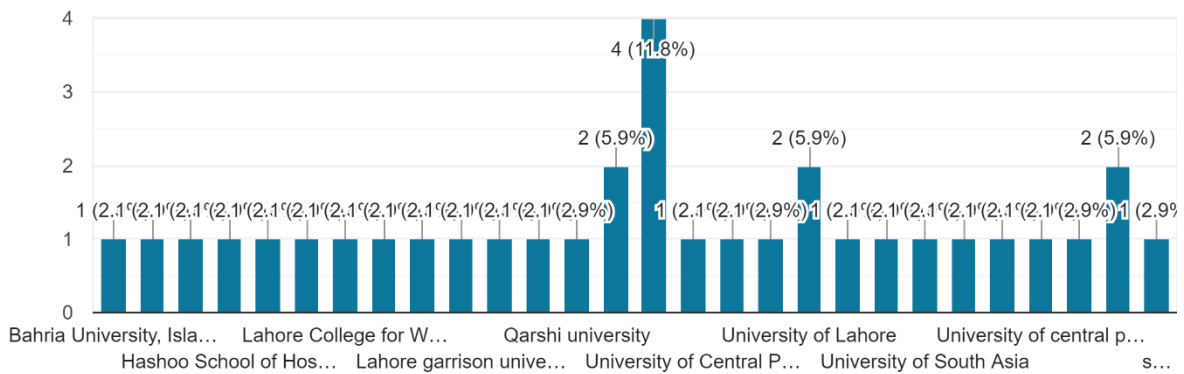
Category
34 responses



- The breakdown of participants based on their organizations, schools, departments and designations is given below

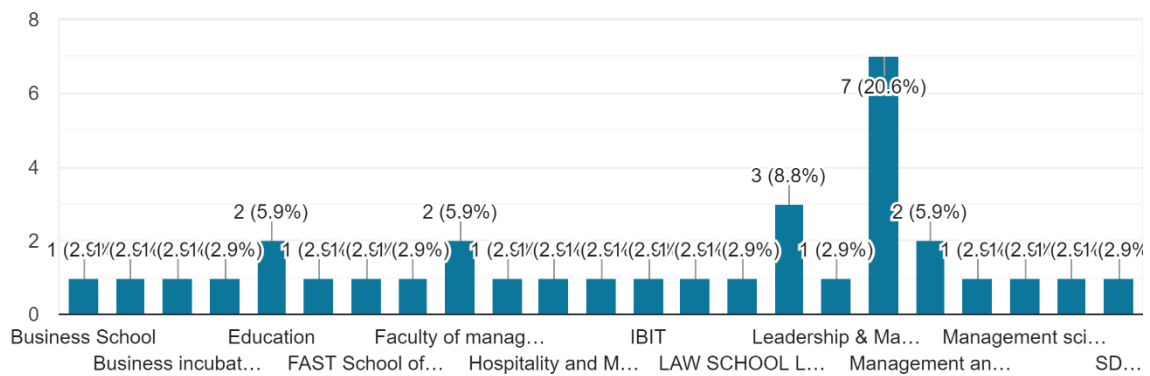
Organization

34 responses



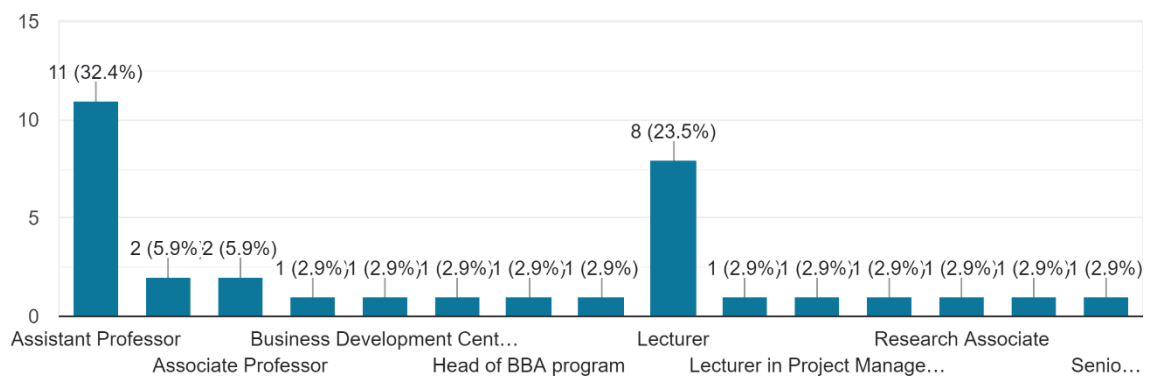
Department

34 responses



Designation

34 responses



Reasons for dropping out

Throughout the duration of this training, a total of 5 participants were unable to complete the program. One participant remained unresponsive throughout the pre-training phase after registering for the workshop. The other two participants could not attend the sessions due to a medical emergency, while the remaining two participants were unable to participate due to unforeseen personal emergencies.

Training content and execution

Existing content and method of instruction

The training was majorly executed following the content and structure provided in the entrepreneurship coaching manual designed in WP6.1 of TAKE-UP project. The presentation slides were taken from project website (takeup.eu) that were also used in the previous training by the team of Saarland University. Some additional material was also used by trainers in order to customize the coverage of content and topics according to the interest of the participants.

The mode of instruction included presentations, explicit teaching, video demonstrations, brainstorming tasks, group activities, interactive discussions involving real cases, entrepreneurs, coaches, and mentors, comparison and contrast exercises, as well as practice exercises followed by feedback on learning outcomes.

The printed manuals were distributed among all participants at the start of the training, also handouts were provided during the workshop to facilitate the execution of different exercises and group activities. Session slides, video links and all the training materials (in soft form as well) were shared after the completion of the workshop upon the request of participants.

Presented below is the list of trainers/moderators/facilitators actively engaged in the facilitation of the training program:

- **Dr. Faiza Ali**, Associate Professor SDSB, Associate Dean Research & Scholarship, Project Lead TAKE-UP (LUMS), and a core member of the entrepreneurial coaches training team for TAKE-UP
- **Dr. Jawad Syed**, Professor SDSB, and a certified entrepreneurial coach for TAKE-UP
- **Dr. Mohammad Shehryar Shahid**, Associate Professor SDSB, and a certified entrepreneurial coach for TAKE-UP
- **Dr. Samnan Ali**, Assistant Professor, Management Studies Department (GCU), and a certified entrepreneurial coach for TAKE-UP
- **Ms. Theresa Zimmer**, Project Lead TAKE-UP (UDS), and a core member of the entrepreneurial coaches training team for TAKE-UP
- **Mr. Bilal Bukhari**, Operations Lead VC Office, and a certified entrepreneurial coach for TAKE-UP
- **Ms. Moeza Nisar**, Project Manager TAKE-UP (LUMS), and a certified entrepreneurial coach for TAKE-UP
- **Ms. Minahil Zia**, AM-Community Engagement & Investor Relations NICL, and a certified entrepreneurial coach for TAKE-UP
- **Mr. Amina Shaikh**, Executive Learning & Development NICL, and a certified entrepreneurial coach for TAKE-UP

Training schedule and pictures

The following program schedule was developed and shared with the participants before the start of the training workshop. Pictures of each day are attached below.

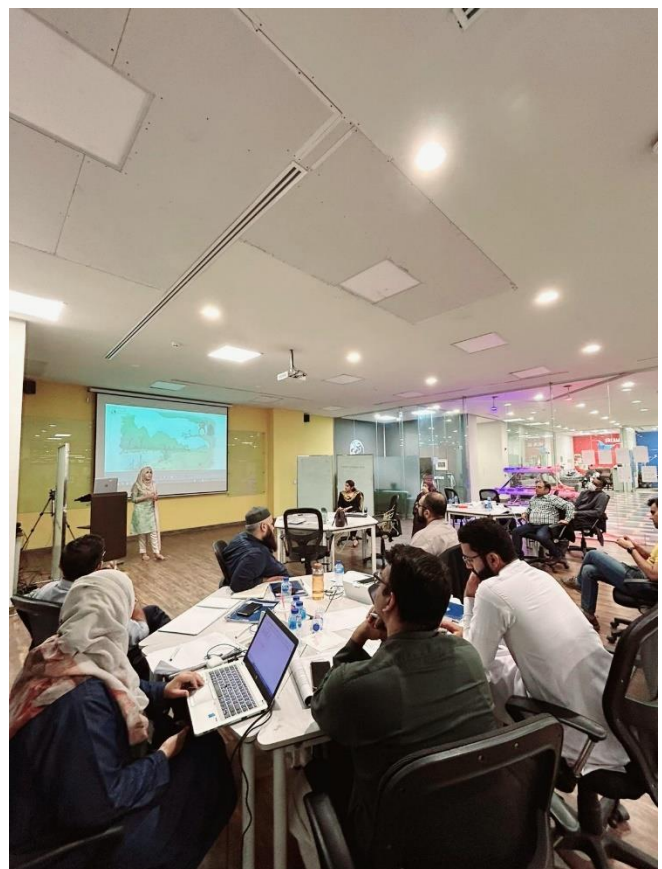


DAY 1				
Date	Timing	Session/Topic	Trainer(s)	
02.11.23 Thursday	09:00am - 10:00am	Session 1: Introduction <ul style="list-style-type: none"> Why supporting entrepreneurs 	Dr. Faiza Ali Mr. Bilal Bukhari	
	10:00am - 10:45am	Session 2: Who are entrepreneurs and how do they operate? (Part-1)	Dr. Mohammad Shehryar Shahid	
	(Tea Break)			
	11:15am – 12:00pm	Session 2: Who are entrepreneurs and how do they operate? (Part-2)	Dr. Mohammad Shehryar Shahid	
	12:00pm - 01:00pm	Session 3: Phases of starting a business	Dr. Mohammad Shehryar Shahid	
	(Lunch Break from 1:00pm - 2:00pm)			
	02:00pm - 03:15pm	Session 4: Obstacles in social interaction	Dr. Jawad Syed	
	(Tea Break)			
03:30pm - 05:00pm	Session 5: Own identity as entrepreneurial coach	Ms. Amina Shaikh		





DAY 2			
03.11.23 Friday	09:00am - 10:30am	Session 6: Assessment of specific challenges of entrepreneurs	Ms. Minahil Zia
	(Tea Break)		
	11:00am - 12:00pm	Session 6: Assessment of specific challenges of entrepreneurs	Ms. Minahil Zia
	(Break - 15 mins)		
	12:15pm - 01:00pm	Session 7: Business Model Canvas (BMC)	Ms. Minahil Zia
	(Lunch Break from 1:00pm - 2:00pm)		
	02:00pm - 03:30pm	Session 7: Entrepreneurial coaching (Part-1) <ul style="list-style-type: none">GROW Model	Mr. Bilal Bukhari Ms. Moeza Nisar
	(Tea Break)		
04:00pm - 05:00pm	Session 7: Entrepreneurial coaching (Part-2) <ul style="list-style-type: none">Group activity or exercise	Ms. Theresa Zimmer Ms. Moeza Nisar	





DAY 3			
04.11.23 Saturday	10:30am - 11:00am	Session 8: Practice and transfer to individual working context (Part-1)	Dr. Faiza Ali Ms. Moeza Nisar
	(Tea Break)		
	11:15am - 12:30pm	Session 8: Practice and transfer to individual working context (Part-2) <ul style="list-style-type: none"> Guest Speaker Session: Empowering entrepreneurs through real-world cases in startup mentoring 	Mr. Umair Sheikh-Award-winning FinTech Founder, Chapter Chairperson at the International Trade Council, Member SECP FinTech Working Group and Mentor NIC Faisalabad
	(Lunch Break from 12:30pm -1:30pm)		
	01:30pm - 03:00pm	Session 9: Challenges related to the business idea (Part-1) <ul style="list-style-type: none"> Supply chain management of your product/idea 	Dr. Samnan Ali
	(Tea Break)		
	03:30pm - 04:00pm	Session 9: Challenges related to the business idea (Part-2) <ul style="list-style-type: none"> Action plan for your product/idea 	Dr. Samnan Ali
	(Tea Break)		
04:15pm - 05:00pm	Closing: Feedback and Distribution of Certificates	Dr. Faiza Ali	



Graduation and certificates

The certificates of successful training completion were customized and updated by workshop organizers for the current training batch. They were handed over to the participants after printing.

The certificate template is as follows.



CERTIFICATE OF PARTICIPATION

THIS CERTIFICATE IS AWARDED TO

IN RECOGNITION OF SUCCESSFUL COMPLETION OF THE "TRANSFORMING ACADEMIC KNOWLEDGE TO DEVELOP ENTREPRENEURIAL UNIVERSITIES IN PAKISTAN- TAKE UP" TRAINING AS

CERTIFIED ENTREPRENEURIAL COACH

NOVEMBER 2023

Dr. Faiza Ali
Lahore University of
Management Sciences
(LUMS)

Theresa Zimmer
University of Saarland
(UJS)

Panourgias Papaioannou
Athens University of
Economics & Business
(AUEB)



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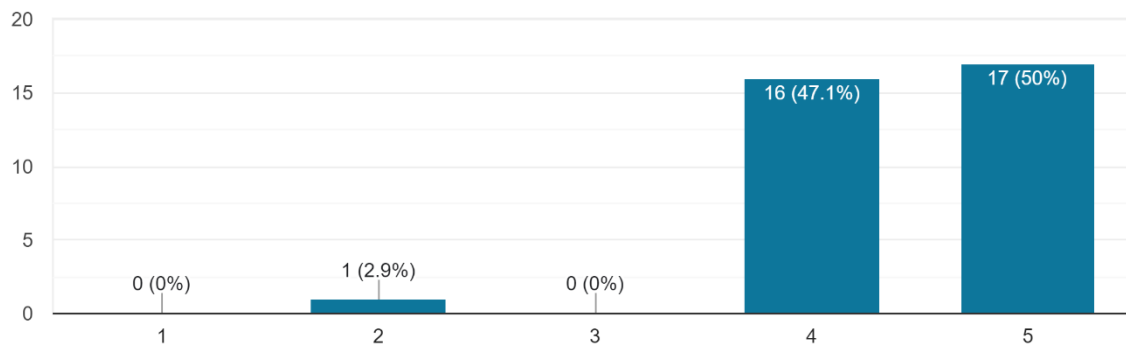
Training feedback

Feedback from participants

The participants were asked to fill out a feedback form at the end of the training workshop. The results from that form are as follows.

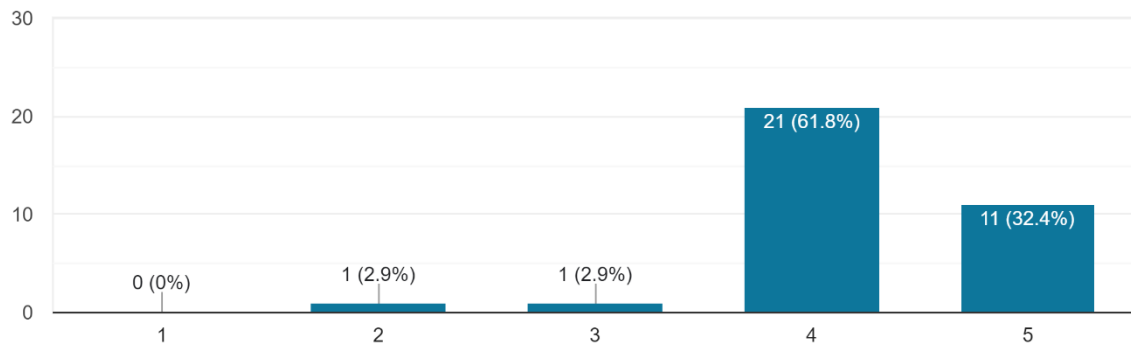
1. On the following scale, mark your overall level of satisfaction with the training

34 responses



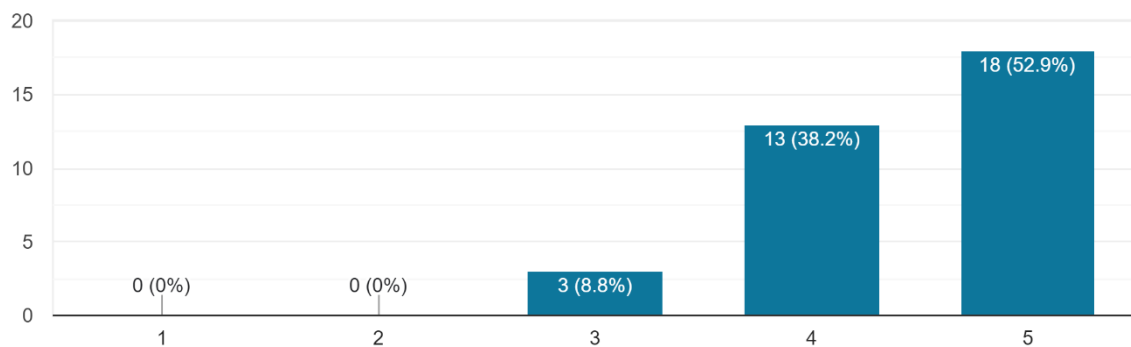
2. How satisfied are you with the trainers?

34 responses



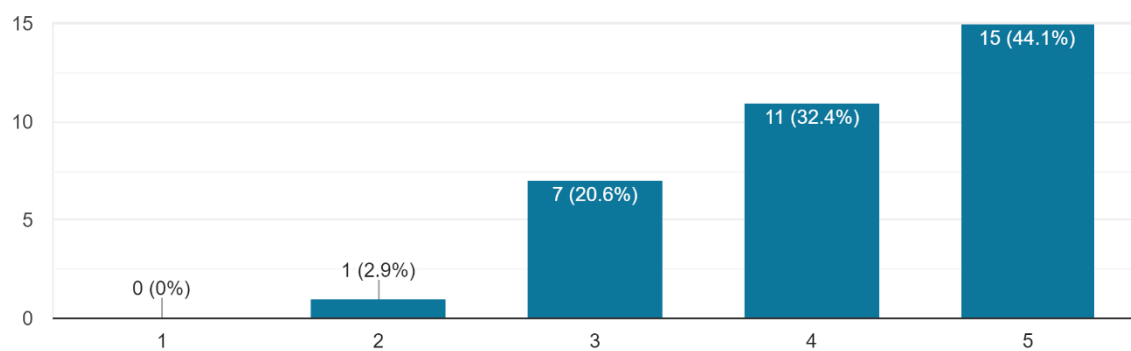
3. How satisfied are you with the management of this training in terms of sessions, activities and communication?

34 responses



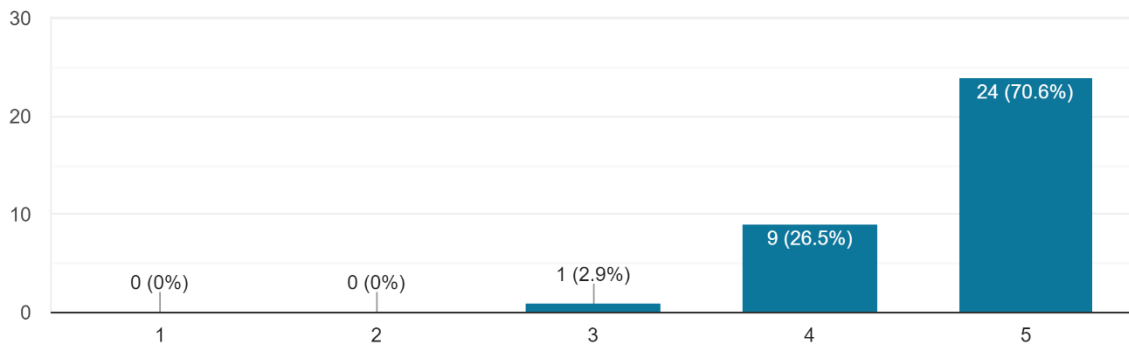
4. How satisfied are you with the content of this training?

34 responses



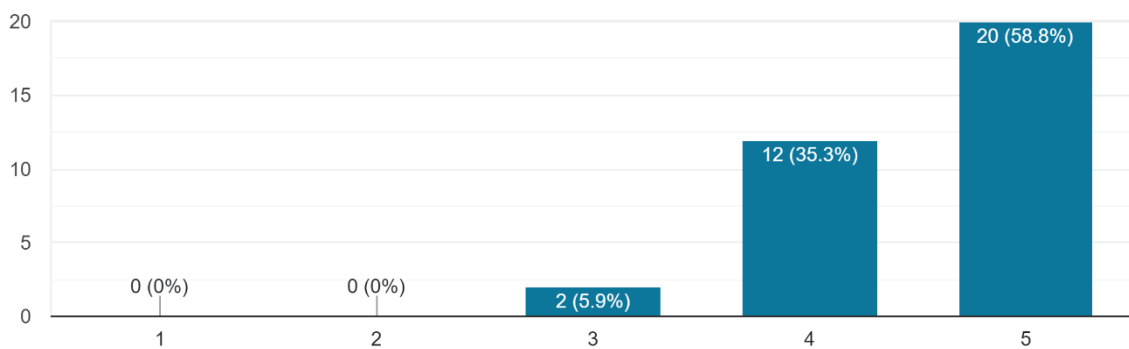
5. Please rate Dr. Jawad Syed as a trainer

34 responses



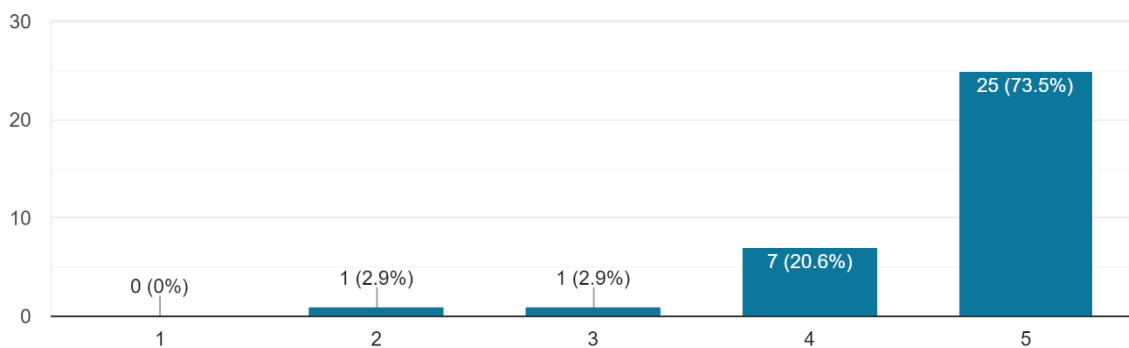
6. Please rate Dr. Faiza Ali as a trainer/moderator

34 responses



7. Please rate Dr. Mohammad Shehryar Shahid as a trainer

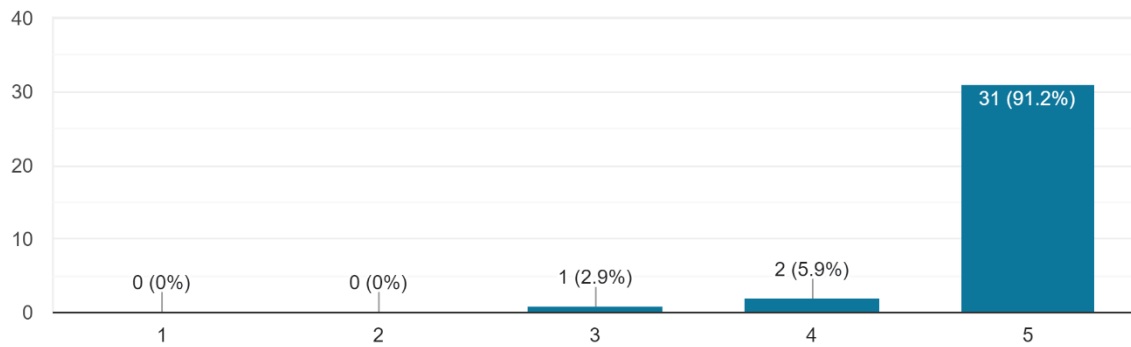
34 responses





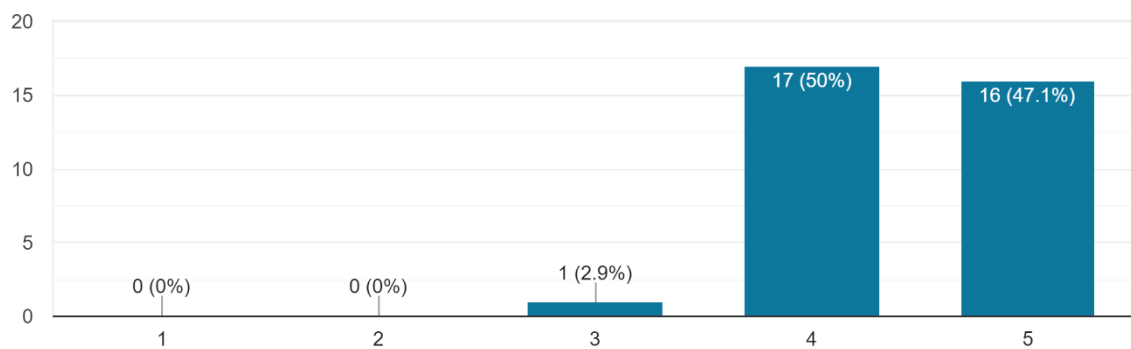
8. Please rate Dr. Samnan Ali as a trainer

34 responses



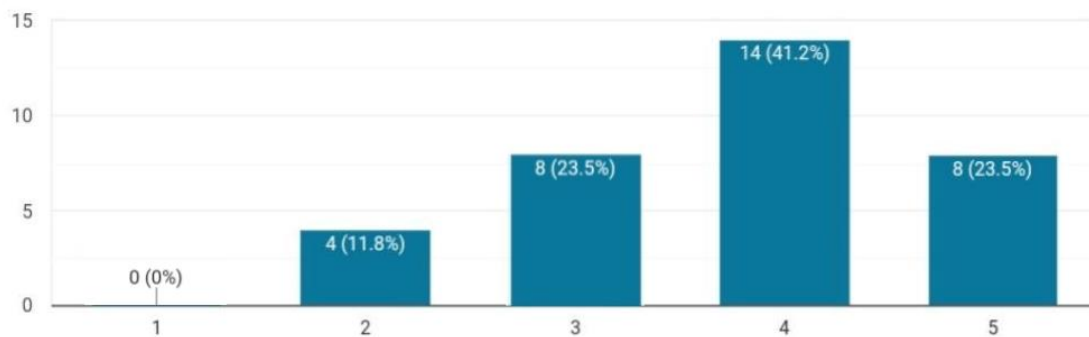
9. Please rate Ms. Moeza Nisar as a trainer

34 responses



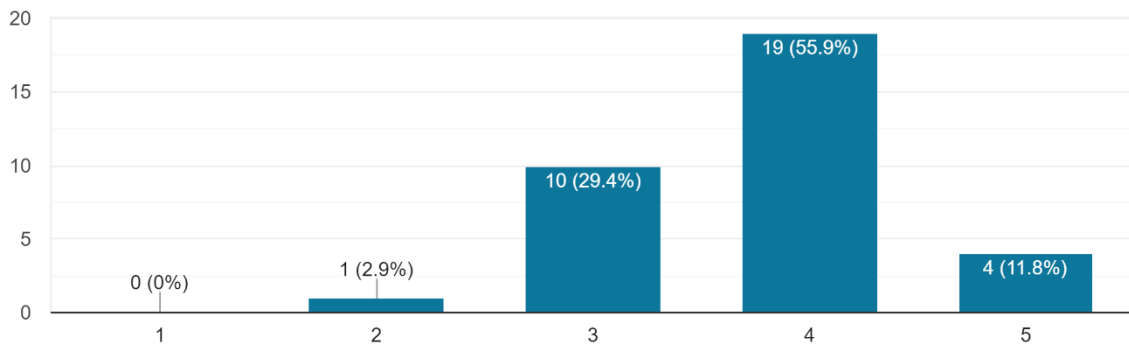
10. Please rate Ms. Minahil Zia as a trainer

34 responses



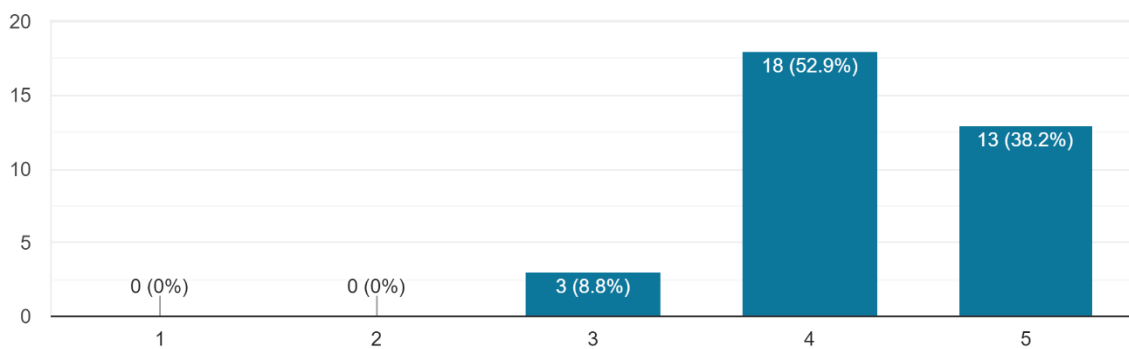
11. Please rate Ms. Amina Shaikh as a trainer

34 responses



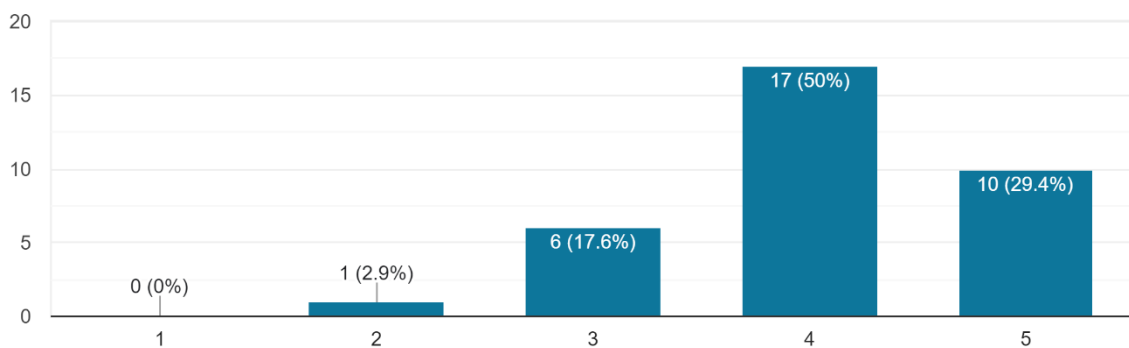
12. Please rate Mr. Bilal Bukhari as a trainer

34 responses



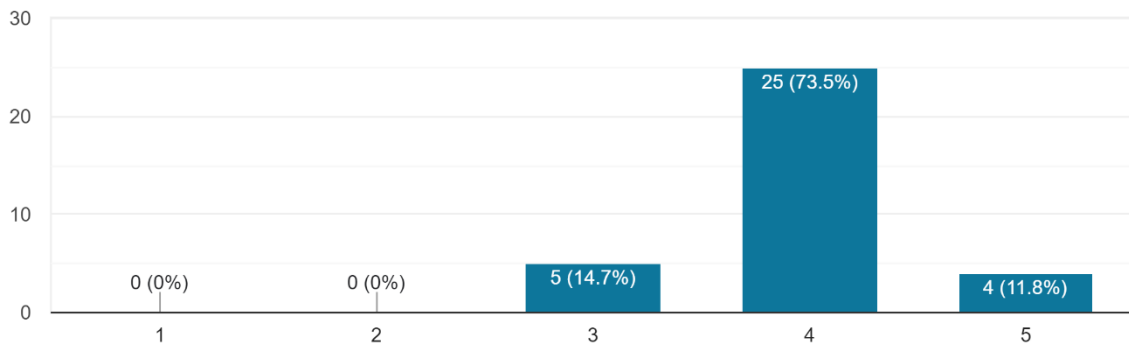
13. How do you feel about the timing of the training sessions?

34 responses



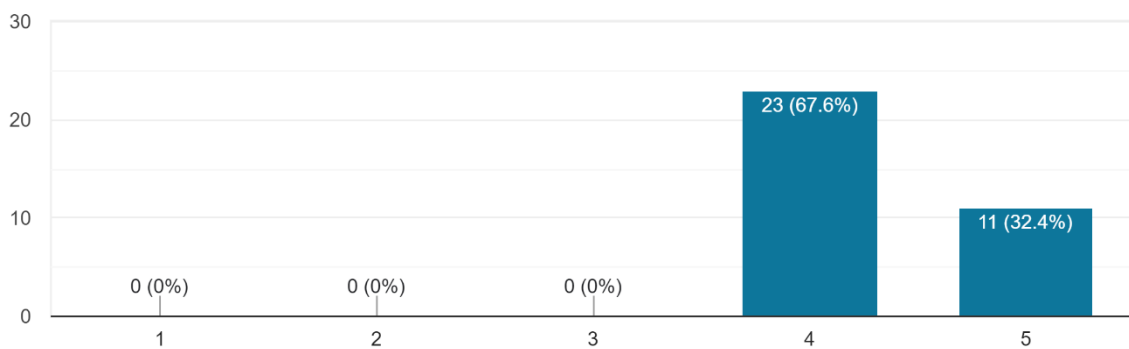
14. How do you feel about the duration of the training?

34 responses



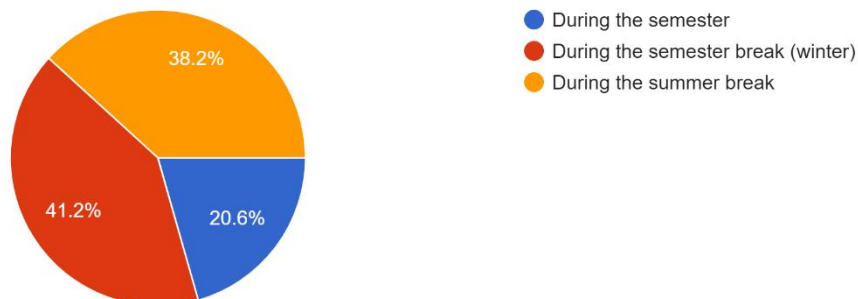
15. How capable were you to work on the tasks/activities, given the level of instruction?

34 responses



16. Suggest what would be the best time of year to conduct this training?

34 responses



The participants were also asked to share their thoughts on the training and if they wanted to suggest any improvements. The responses were as follows.



Suggest what was the best part of the training?	Suggest what was the worst part of the training?	Any suggestions to improve the training?
Group activities.	No.	At pre-training phase, if it is possible to share the curriculum, for reading purposes so that the learner can plan all activities or brainstorm on their own.
Trainers.	No.	Arrangements must be made for the people who are coming from outside the University.
Learning and believing that you can contribute as a Coach.	Less time for activity or exercise.	Exercise and activity planning.
Everything. It's hard to comment on one. As each session was complementing the other one.	Lunch wasn't provided.	Hands on experience.
Practical activities.	Can't say worse but could have been better with more group activities.	Nil.
Practicality.	Nil.	Arrange sessions in time.
Everything was good.	No comment because ends well so all well.	To lighter mode kindly mention in your emails that LUMS is not accepting card so bring cash if lunch is not possible.
Coaching sessions by Dr. Jawad Syed and Dr. Shehryar.	No.	Supply chain module should be of full day and interaction with the mentor as well.
Different activities and after group discussion.	Overall good.	Actually, MashaAllah you people are doing very very great, but everything needs to improve for the betterment of team and from my side it's a best.
The highlight for me was the diverse group of attendees, fostering invaluable networking opportunities, coupled with the expertise of trainers from various backgrounds. The comprehensive #TAKEUP manual provided us with a wealth of informative resources. Lastly, kudos to the management and organizing committee for their unwavering dedication and outstanding efforts.	Nothing.	Try to invite inperson international speakers for broader perspective.
Trainers.	Last two sessions were a bit too fast.	Spread the duration of training, all activities should be done compulsory. And food please. 😊





Grow Model and other case studies provided during the training.	No.	Trainees should be guided and encouraged to execute their entrepreneurial idea. The guidance and training should not be limited to practice exercises and train.
Delivery of the training contents.	Timings could have been reduced.	Try to do it four-hour training per day.
Interaction with more intellectuals.	Too many theoretical concepts.... far from practicality.	More practicality.
Dr. Samnan's Session.	Training shrinks to 3 days.	If the training period was bit more and trainees could be engaged into some detailed practical activities, this would be more impactful.
Dr. Samnan's session addressing supply chain issues of startups.	Time allocated.	Should be extended to 5 days to practically perform activities given in different modules to get practical experience.
Networking opportunity.	Nothing.	No.
Dr. Samnan's training of activities.	Null.	More experienced trainers as part of this training.
Grow Model and Dr. Samnan's session also Dr. Jawad's session.	I think nothing i have learn many things in these three days.	Perhaps, a more streamlined approach could enhance the overall learning experience. I also believe showcasing successful student startups alongside the training content would provide valuable real-world insights and inspiration for aspiring entrepreneurs.
Interactive Training Sessions.	I would like to offer a constructive suggestion: in some instances, certain content was reiterated during the training sessions.	There should be some training about financial perspectives of the Entrepreneurship. The financials areas were missing.
All the trainers.	Nothing.	Practical engaging in activities related to training manual.
Interactive talks.	Discussions on definitions.	Use more relevant & practical curriculum.
Day 1 session of Dr. Shehryar.	None.	I think last session of supply chain need one more day for detailed explanation.
Self-doing activities.	Nothing.	1). Need more emphasis on practical aspects (2) More experienced trainers should be involved
Guest speaker session.	Participants sometimes behave unprofessionally.	Experienced trainers from different universities be involved and more experiential work should be embedded.





Dr. Samnan and Umair Sheikh were amazing. Awesome insights and practical knowledge sharing. They were hands on to give more realistic examples as per the economy of Pakistan.	No.	I think we should bring on board some start-up company as well to share their experiences.
Discussion with peers.	Sometimes the trainers were not able to substantiate their talk with relevant examples.	Kindly spend more time on last portion of training on start-up finance.
Learning about entrepreneurship and NIC facilities for entrepreneurs, networking, and chance to collaborate and to be a part of trainers training program to explore new avenues for oneself and students.	No.	Incorporate more practical side and hands-on practices.
Supply chain content by Dr. Samnan Ali.	Empty lunch.	Time duration of Dr. Samnan should be more. Details of entrepreneurship should be added more for those who are not of the background of Marketing, Finance, Business Administration, etc.
Exercises at the end of trainings were good.	Timings of the training shouldn't be on weekend. Some of the trainers need to make it more flexible in terms of the content and its delivery. Training getting pass 5:00 PM was really tiresome.	
Tasks and Activities including group activities.	Some trainers didn't give local examples which are very necessary to replicate this training. Secondly, due to time constraints, less activities were conducted.	Must be more interactive. More tasks and activities will certainly add more value.
Mr. Samnan Ali training session was the best part. Also, Mr. Bilal part of asking the audience regarding entrepreneurship is a good activity. It helps to brainstorm.	None.	Not at the moment.
The session by Dr. Faiza Ali.	Honestly, I truly enjoyed my time in this training. It was timely, well planned, well researched and the audience was also very intellectual. I enjoyed Q&As sessions the most.	Training must be conducted frequently.



It gives a detailed insight into coaching. Mostly trainers are very well prepared and involve participants.	Most of the session remained productive.	None.
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Conclusion and Way Forward

Training structure

To further enhance the program's productivity score, we propose to add more group activities and discussions as fostering an interactive learning environment would increase engagement. Additionally, the curriculum could be shared during the pre-training phase to allow for better preparation. Participants also highlighted the importance of hands-on experiences, practical activities, and extended time for certain modules, particularly the supply chain module. Moreover, the need for diverse group interactions, real-world examples, and networking opportunities were emphasized, with some participants suggesting the inclusion of successful startups alongside training content. Practicality, inclusion of international speakers, interactive talks, discussions on financial perspectives, and more Q&A sessions are also advised for a comprehensive and enriching training experience. Conclusively, we recommend incorporating more relevant, practical, and hands-on elements while planning the execution of the program to make the training more impactful and interactive for the participants.

Additionally, trainers and mentors from other partner and non-partner universities can be exchanged and invited to deliver different session(s) for adding diversity to the training.

Timing

Entrepreneurial coaches training can be offered during the summer break at partner and non-partner institutes, for a period of 3-5 days, so that the participants are able to focus more energy and attention on this training and optimize their learning.

Pricing

Keeping in view of the dropout ratio as mentioned above, we suggest pricing this training workshop moving forward. It will help to cover the cost of marketing, logistics, trainers, mentors, staff, stationery as well as retain participants in the training. This will also improve the quality of ideas and work as the participants will have a higher stake in the training. During the current training the cost was divided between the TAKE-UP fund, NICL, SDSB LUMS.

Audience

During the summer or winter break the entrepreneurial coaches training can be opened to further external non-partner universities as well. It will potentially require more screening of applications to ensure quality, but it will help develop the entrepreneurial ecosystem in Pakistani HEIs and add diversity to the training.

Sustaining Growth in Entrepreneurial Coaching

In reflection of the entrepreneurial coaching training program, it emerges as a robust foundation, equipping coaches with advanced skills and professional certification for continued implementation. Its design empowers participants to lead coaching sessions, fostering real-world experience with entrepreneurs and startups.

This framework not only caters to existing coaches by providing a structured approach but also has the potential to exponentially impact coaching efforts. As each coach can extend the training to new

participants, creating a self-sustaining mechanism that significantly expands coaching reach across Pakistan's Higher Education Institutions (HEIs).

Beyond the training, the engagement persists in the post-workshop initiatives. Since core TAKE-UP team members and master coaches play a crucial role in assisting external coaches to evolve into master coaches. Additionally, establishing a repository of contacts and profiles at partner and non-partner universities can further facilitate effective selection, coordination, and accessibility among coaches.

However, to maintain financial sustainability within the program, we propose having a structured remuneration framework to ensure the commitment and continuity of trainers. Collaborations with entrepreneurship centers like LUMSx can pave the way for a digital training course, supplemented by nominal fees, laying the groundwork for a stable revenue stream.

Moreover, the utilization of coaching session recordings as podcasts and easily shareable digital content can be a strategic step forward. This approach will not only enhance visibility but also extend practical learning opportunities to a wider audience, aligning with the program's overarching goals of knowledge dissemination and impact.

The post-workshop phase of current training included the creation of WhatsApp group for networking and collaboration, ensuring a dynamic platform for ongoing discussions and the planning of future entrepreneurial coaching programs. The reciprocal exchange of LinkedIn profiles and contacts among training participants further fortified this collaborative network, providing a space for continuous updates, cross-university linkages, and an expanded entrepreneurial landscape across Pakistani HEIs. All these actions undertaken underscore the commitment to the program's sustainability, ensuring a lasting and influential legacy in the realm of entrepreneurial coaching.

CERTIFIED ENTREPRENEURIAL COACH WORKSHOP

ATTENDANCE SHEET

Sr.#	NAME	UNIVERSITY / DEPARTMENT	02 NOV 2023	03 NOV 2023	04 NOV 2023
			SIGNATURE	SIGNATURE	SIGNATURE
1	Jawad Hassan	Virtual University, PAK.			
2	SARA HOSSAIN	Virtual University of Pakistan			
3	Sadia Gondal	University of Engineering and Technology (UET)			
4	^{MS.} Fareeha Anjum	Gender Studies Lahore College for Women Univ.			
5	Dr. Irfan Sabir	UCP Business School			
6	MANSOOR MAHMOOD	UNI. OF THE PUNJAB, IST.			
7	Dr. Danish Junaid	Bahria Univ Islamabad			
8	Dr. Shahjahan ^{Masud}	University of Central Punjab			
9	Dr. Waqar Ahmad	UCP			
10	HASSAN ALI KHAN	HASHO'S SCHOOL OF HOSPITALITY MANAGEMENT			
11	Changiz Taimoor	LUMS GOE			
12	Dr. Areeba Subhan	Superior University			
13	IBRAHIM MALIK	HAZARA University			
14	Dr. Talha Zubair Ahmad Khan	University of Central Punjab			

15	SAIF ULLAH	Lahore Business School, University of Lahore			
16	ASIM MEHMOOD	University of LAHORE			
17	DANIYAL KHAN	DEPT of Econ, LUMS			
18	SHAZIA HASSAN	Leadership & Management Studies NDU			
19	Rizwan Roshid	Lahore Business School UoL			
20	Javeria Sattar	LBS University of Lahore			
21	Dr. Amira Rizwan	University of Central Punjab			
22	Dr. Tufan Siddique	UCP			
23	Dr. SIDRA NASEEM Dr. Sidra Naseem	FCCU			
24	Ms. Sidra Khalid	LUMS	Bids 2-11	Bids 3-11	Bids 4-11
25	Sidra Naseem	UCP			
26	Tawar Tausat	Qaashi University			
27	Dr. RIZWAN KHALID	Qaashi University			
28	Dr. Ahmad Sheikh	UMT			
29	Dr. Amna Anif	UMT			
30	JAMSAED	LUMS			
31	Dr. Mahnoor Farooq	Lahore College for Women University			

Ms.

Ms. Rabia Shahzad

32	Rabia Shahzad USA			
33	Mr. Qalab-e-Abbas Qalab-e-Abbas USA			
34	Hafiz Muneeb LGU			
35	Waqar Azem LGU			
36	Dr. Abdul Wahab FAST Islamabad			
37	VIJAY KUMAR SPARSHI KARACHI			
38	Dr. Shehryar Shahid LUMS			
39	Ms. Asma Tariq UCP			
40	Talha Saleem LUMS			
41	Dr. Umira Rizwan UCP			
42	JAVERIA SATTAR LBS, UOL			
43	Dr. J. J. Shahzad			
44	JAMSHED KHAN LUMS			
45	Sana Ayub Khan SAHSOL LUMS			
46	Hassan Ali Khan HASHOO SCHOOL OF HOSPITALITY MANAGEMENT LMS Dept. NDU.			
47	Dr. Shazia Hassan			
48	Muhammad Zahoor Dr. Asma Saleem GUW			

49	MANSOOR MAHMOOD	PO-IBTF	<i>Ca'h</i>	<i>Ca'h</i>	<i>Ca'h</i>
50	Faiza Ali	SDSB, LUMS	<i>Faiza</i>	<i>Faiza</i>	<i>Faiza</i>
51	Jawad Syed	SDSB, LUMS	<i>Jawad</i>		
52	Samman Ali	GUC, MSP			<i>Samman Ali</i>
53	MOEEZ ANISAR	SDSB, LUMS	<i>Moeez Anisar</i>	<i>Moeez Anisar</i>	<i>Moeez Anisar</i>
54	Bilal Bukhari	VC office, LUMS	<i>Bilal</i>	<i>Bilal</i>	<i>Bilal</i>
55	Minahil Zia	NICL, LUMS		<i>Minahil Zia</i>	
56					
57					
58					
59					
60					

Certified Entrepreneurial Coach Workshop – External – Registration

Dates: 2nd, 3rd, 4th November 2023

Time: 9:00am to 5:00pm

Please submit the following details to apply for the training. Registration will be confirmed only after acknowledgement from workshop organizers via email!

* Indicates required question

1. Full Name *

2. Email *

3. Contact *

4. Gender *

Mark only one oval.

Male

Female

Other

5. Category *

Mark only one oval.

Faculty

Staff

Other

6. Designation *

7. Department *

8. Organization *

9. Why are you interested to attend this training? *

10. Do you have any prior experience of training or coaching? If yes, please specify. *

11. Are you planning to do entrepreneurial coaching in future? *

Mark only one oval.

Yes

No

Maybe

12. Any specific challenge(s) you are facing related to entrepreneurship? *

13. What do you think is the best way to deal with the above challenge? *

14. Do you think it is important to promote/support the idea of entrepreneurial coaching? If yes, why? *

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Certified Entrepreneurial Coach Workshop – External – Feedback

Thank you for your participation in the training! Please fill up the following information to submit your feedback to workshop organizers:

** Indicates required question*

1. Full Name *

2. Email *

3. Category *

Mark only one oval.

Faculty

Staff

Other

4. Designation *

5. Department *

6. Organization *

7. 1. On the following scale, mark your overall level of satisfaction with the training

*

Mark only one oval.

Very Dissatisfied

1

2

3

4

5

Very Satisfied

8. 2. How satisfied are you with the trainers? *

Mark only one oval.

Very Dissatisfied

1

2

3

4

5

Very Satisfied

9. 3. How satisfied are you with the management of this training in terms of sessions, activities and communication? *

Mark only one oval.

Very Dissatisfied

1

2

3

4

5

Very Satisfied

10. 4. How satisfied are you with the content of this training? *

Mark only one oval.

Very Dissatisfied

1

2

3

4

5

Very Satisfied

11. 5. Please rate Dr. Jawad Syed as a trainer *

Mark only one oval.

Very Dissatisfied

1

2

3

4

5

Very Satisfied

12. 6. Please rate Dr. Faiza Ali as a trainer/moderator *

Mark only one oval.

Very Dissatisfied

1

2

3

4

5

Very Satisfied

13. 7. Please rate Dr. Mohammad Shehryar Shahid as a trainer *

Mark only one oval.

Very Dissatisfied

1

2

3

4

5

Very Satisfied

14. 8. Please rate Dr. Samnan Ali as a trainer *

Mark only one oval.

Very Dissatisfied

1

2

3

4

5

Very Satisfied

15. 9. Please rate Ms. Moeza Nisar as a trainer *

Mark only one oval.

Very Dissatisfied

1

2

3

4

5

Very Satisfied

16. 10. Please rate Ms. Minahil Zia as a trainer *

Mark only one oval.

Very Dissatisfied

1

2

3

4

5

Very Satisfied

17. 11. Please rate Ms. Amina Shaikh as a trainer *

Mark only one oval.

Very Dissatisfied

1

2

3

4

5

Very Satisfied

18. 12. Please rate Mr. Bilal Bukhari as a trainer *

Mark only one oval.

Very Dissatisfied

1

2

3

4

5

Very Satisfied

19. 13. How do you feel about the timing of the training sessions? *

Mark only one oval.

Very Dissatisfied

1

2

3

4

5

Very Satisfied

20. 14. How do you feel about the duration of the training? *

Mark only one oval.

Very Dissatisfied

1

2

3

4

5

Very Satisfied

21. 15. How capable were you to work on the tasks/activities, given the level of instruction? *

Mark only one oval.

Very Dissatisfied

1

2

3

4

5

Very Satisfied

22. 16. Suggest what would be the best time of year to conduct this training? *

Mark only one oval.

- During the semester
- During the semester break (winter)
- During the summer break

23. 17. What do you believe was the best part of this training? *

24. 18. What do you believe was the worst part of this training? *

25. 19. Do you have any suggestions to help improve the training? *

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CERTIFIED ENTREPRENEURIAL COACH WORKSHOP – EXTERNAL TRAINING PROGRAM SCHEDULE

Dates: 2nd, 3rd, 4th November 2023 | Time: 9:00am – 5:00pm | NICL – Smart Classroom

DAY 1				
Date	Timing	Session/Topic	Trainer(s)	
02.11.23 Thursday	09:00am - 10:00am	Session 1: Introduction <ul style="list-style-type: none"> Why supporting entrepreneurs 	Dr. Faiza Ali Mr. Bilal Bukhari	
	10:00am - 10:45am	Session 2: Who are entrepreneurs and how do they operate? (Part-1)	Dr. Mohammad Shehryar Shahid	
	(Tea Break)			
	11:15am – 12:00pm	Session 2: Who are entrepreneurs and how do they operate? (Part-2)	Dr. Mohammad Shehryar Shahid	
	12:00pm - 01:00pm	Session 3: Phases of starting a business	Dr. Mohammad Shehryar Shahid	
	(Lunch Break from 1:00pm - 2:00pm)			
	02:00pm - 03:15pm	Session 4: Obstacles in social interaction	Dr. Jawad Syed	
	(Tea Break)			
03:30pm - 05:00pm	Session 5: Own identity as entrepreneurial coach	Ms. Amina Shaikh		
DAY 2				
03.11.23 Friday	09:00am - 10:30am	Session 6: Assessment of specific challenges of entrepreneurs	Ms. Minahil Zia	
	(Tea Break)			
	11:00am - 12:00pm	Session 6: Assessment of specific challenges of entrepreneurs	Ms. Minahil Zia	
	(Break - 15 mins)			
	12:15pm - 01:00pm	Session 7: Business Model Canvas (BMC)	Ms. Minahil Zia	
	(Lunch Break from 1:00pm - 2:00pm)			
	02:00pm - 03:30pm	Session 7: Entrepreneurial coaching (Part-1) <ul style="list-style-type: none"> GROW Model 	Mr. Bilal Bukhari Ms. Moeeza Nisar	
	(Tea Break)			
04:00pm - 05:00pm	Session 7: Entrepreneurial coaching (Part-2) <ul style="list-style-type: none"> Group activity or exercise 	Ms. Theresa Zimmer Ms. Moeeza Nisar		
DAY 3				
04.11.23 Saturday	10:30am - 11:00am	Session 8: Practice and transfer to individual working context (Part-1)	Dr. Faiza Ali Ms. Moeeza Nisar	
	(Tea Break)			
	11:15am - 12:30pm	Session 8: Practice and transfer to individual working context (Part-2) <ul style="list-style-type: none"> Guest Speaker Session: Empowering entrepreneurs through real-world cases in startup mentoring 	Mr. Umair Sheikh-Award-winning FinTech Founder, Chapter Chairperson at the International Trade Council, Member SECP FinTech Working Group and Mentor NIC Faisalabad	
	(Lunch Break from 12:30pm - 1:30pm)			
	01:30pm - 03:00pm	Session 9: Challenges related to the business idea (Part-1) <ul style="list-style-type: none"> Supply chain management of your product/idea 	Dr. Samnan Ali	
	(Tea Break)			
	03:30pm - 04:00pm	Session 9: Challenges related to the business idea (Part-2) <ul style="list-style-type: none"> Action plan for your product/idea 	Dr. Samnan Ali	
	(Tea Break)			
04:15pm - 05:00pm	Closing: Feedback and Distribution of Certificates	Dr. Faiza Ali		