

# Exploring EntreComp

Elin McCallum

Bantani Education

Lisa McMullan

Enterprise Evolution

Alison Price

Enterprise Evolution

enterpriseevolution@

BANTANI  
EDUCATION

# A European reference framework

- EntreComp is a **comprehensive** reference framework which **defines and describes** entrepreneurship as a transversal key competence for all citizens
- It is **not a curriculum**, nor does it prescribe specific learning
- It is **flexible** guidance that can be taken up and **adapted** to different audiences and cultures as well as to meet **different needs**

# The purpose

- A common language to bridge the world of **education, youth-work, community and work**
- Inform all **stakeholders** interested in entrepreneurship education about what the learning outcomes could/should be, also at different levels
- Help **policy makers** identify the competences that formal E&T and non-formal learning need to promote and consider ways to reach the goal
- Raise the clarity and visibility of a broad notion of entrepreneurship amongst the **wider community**

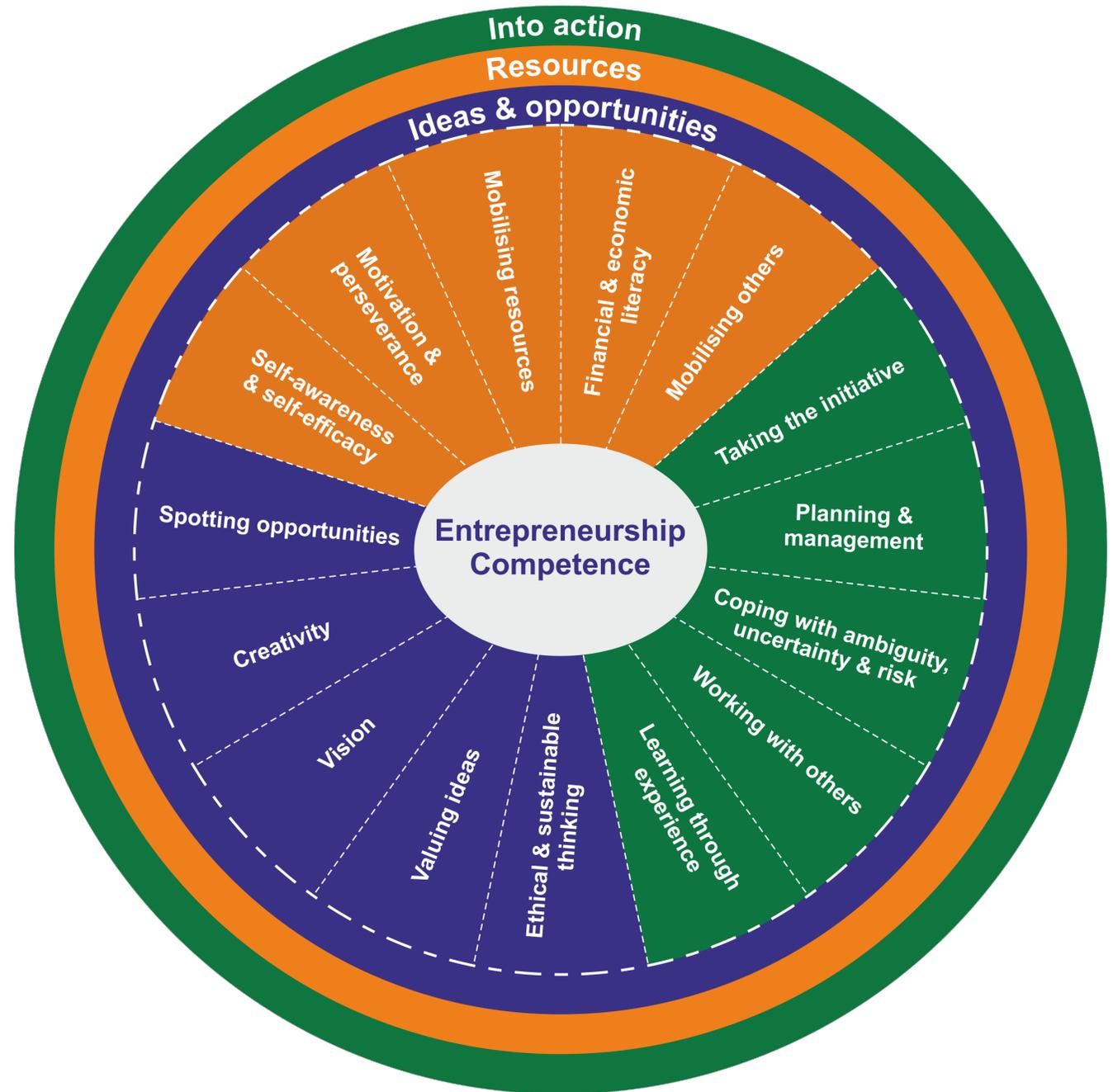
# How can it be used? Flexibly!

- EntreComp can be used:
  - Conduct mapping exercises at national, regional or local level **identify potential gaps** in the provision of entrepreneurial learning pathways
  - Facilitate **peer learning** on how to best to deliver high-quality entrepreneurial learning experiences to achieve the described outcomes across contexts - including in corporate settings
  - Identify competences that could be incorporated in assessment tools for **measuring progress**

# The foundation: a broad definition of entrepreneurship as a competence

- Entrepreneurship is when you **act** upon **opportunities** and **ideas** and transform them into **value** for others. The value that is created can be **financial, cultural, or social** (FEE-YE, 2011).
- Entrepreneurship as a competence is **individual & collective**, it applies to **all spheres of life**, e.g. personal development, entering the job market, starting a venture, that may be **innovative** or not

The conceptual model:  
3 areas & 15 competences



## The main elements

Areas	Competences	Hints
1. Ideas and opportunities	<b>1.1 Spotting opportunities</b>	Use your <sup>5</sup> imagination and abilities to identify opportunities for creating value
	<b>1.2 Creativity</b>	Develop creative and purposeful ideas
	<b>1.3. Vision</b>	Work towards your vision of the future
	<b>1.4 Valuing ideas</b>	Make the most of ideas and opportunities
	<b>1.5 Ethical and sustainable thinking</b>	Assess the consequences and impact of ideas, opportunities and actions

Areas	Competences	Hints
2. Resources	<b>2.1 Self-awareness and self-efficacy</b>	Believe in yourself and keep developing
	<b>2.2 Motivation and perseverance</b>	Stay focused and don't give up
	<b>2.3 Mobilizing resources</b>	Gather and manage the resources you need
	<b>2.4 Financial and economic literacy</b>	Develop financial and economic know how
	<b>2.5. Mobilizing others</b>	Inspire, enthuse and get others on board

Areas	Competences	Hints
<b>3. Into action</b>	<b>3.1 Taking the initiative</b>	Go for it
	<b>3.2 Planning and management</b>	Prioritize, organize and follow-up
	<b>3.3 Coping with uncertainty, ambiguity and risk</b>	Make decisions dealing with uncertainty, ambiguity and risk
	<b>3.4 Working with others</b>	Team up, collaborate and network
	<b>3.5. Learning through experience</b>	Learn by doing

# CREATIVITY

made up of 5 building blocks

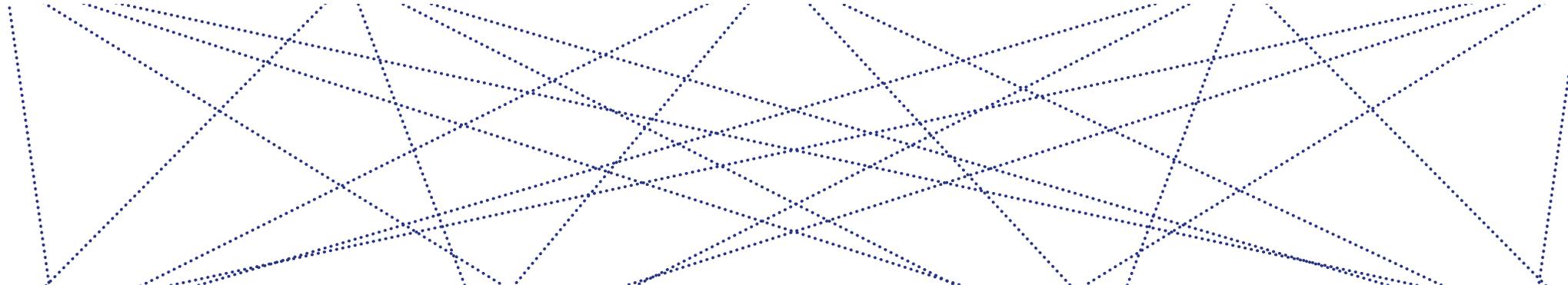
BE CURIOUS  
AND OPEN

DEVELOP IDEAS

DEFINE PROBLEMS

DESIGN VALUE

BE INNOVATIVE



## FOUNDATION

Relying on support from others

## INTERMEDIATE

Building independence

## ADVANCED

Taking responsibility

## EXPERT

Driving transformation,  
innovation and growth

Level 1  
DISCOVER

Level 2  
EXPLORE

Level 3  
EXPERIMENT

Level 4  
DARE

Level 5  
IMPROVE

Level 6  
REINFORCE

Level 7  
EXPAND

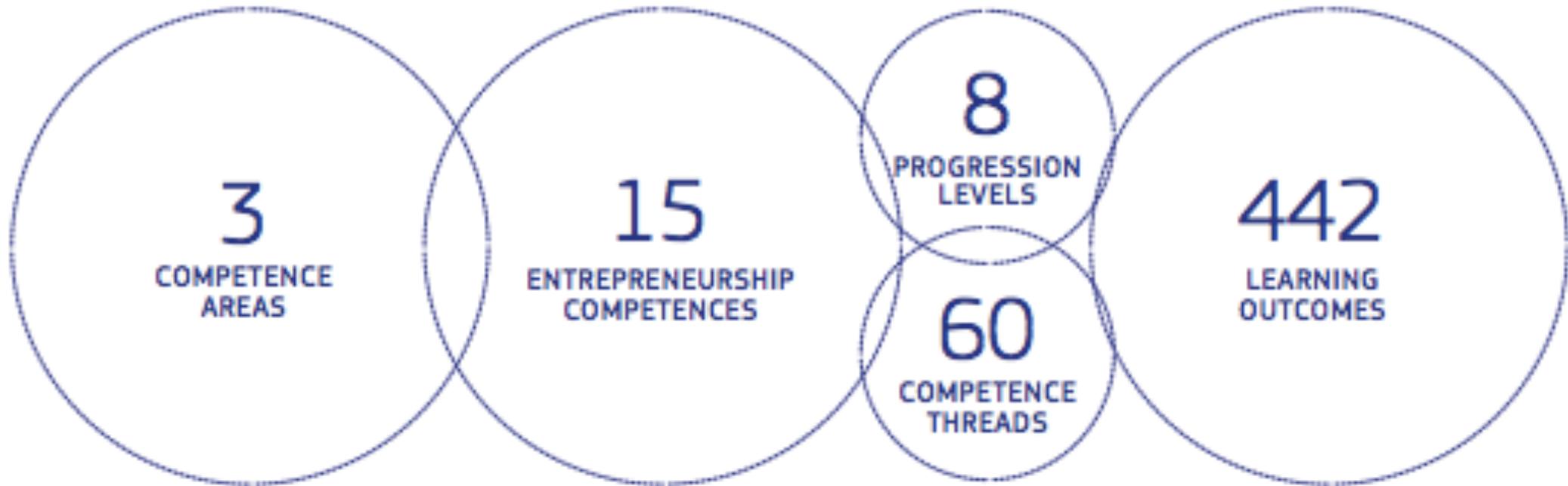
Level 8  
TRANSFORM

**The building blocks of each competence – across a progression model**

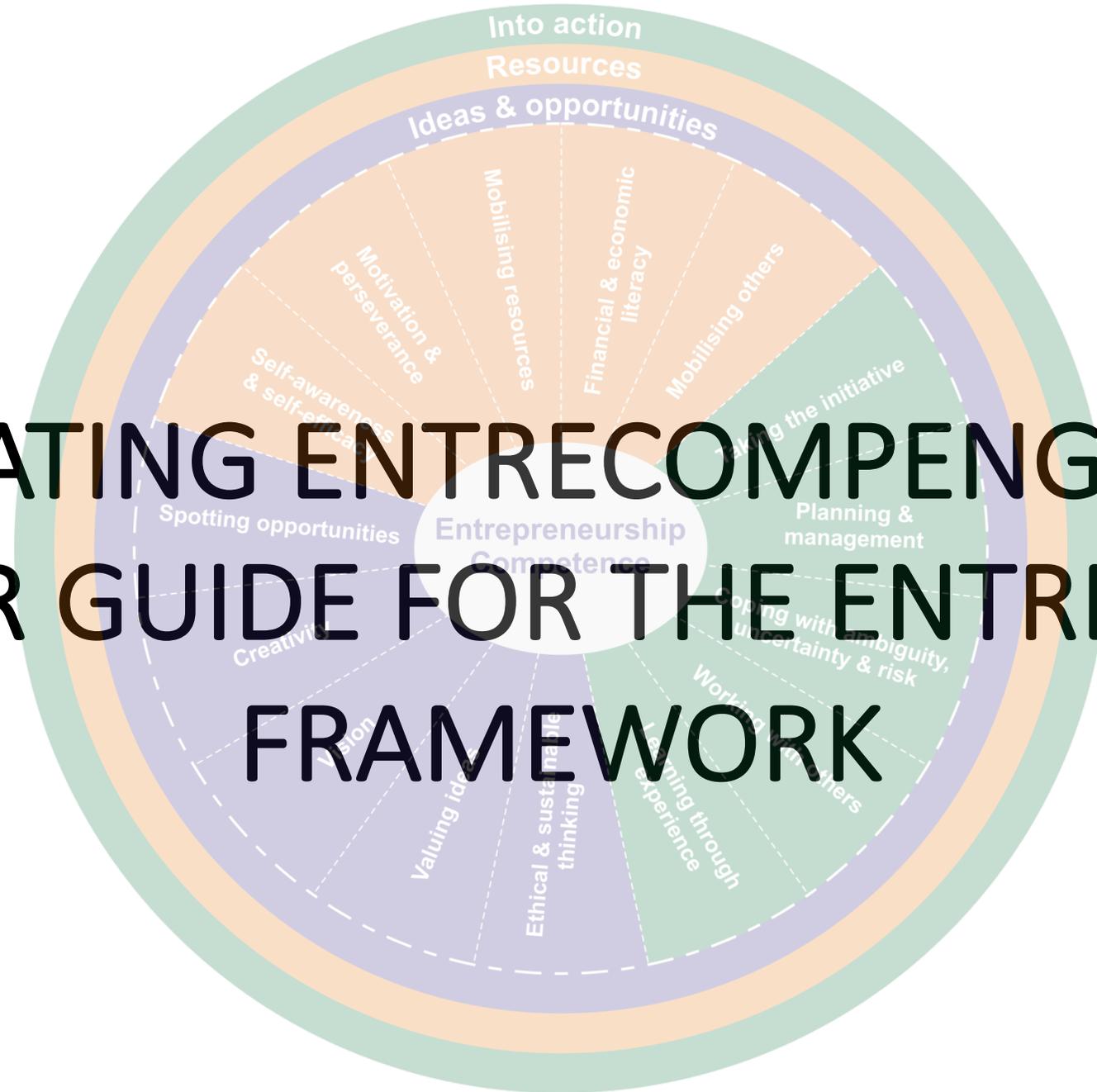
# The framework, with learning outcomes

			Level of proficiency		Foundation		Intermediate		Advanced		Expert	
			Progression		Relying on support from others		Building independence		Taking responsibility		Driving transformation, innovation and growth	
					Under direct supervision.	With reduced support from others, some autonomy and together with my peers.	On my own and together with my peers.	Taking and sharing some responsibilities.	With some guidance and together with others.	Taking responsibility for making decisions and working with others.	Taking responsibility for contributing to complex developments in a specific field.	Contributing substantially to the development of a specific field.
					Discover	Explore	Experiment	Dare	Improve	Reinforce	Expand	Transform
Area	Competence	Hint	Descriptor	Thread <sup>10</sup>	Level 1	Level 2	Level 3	Level 4	Level 5	Level 6	Level 7	Level 8
Ideas and opportunities	Spotting opportunities	Use your imagination and abilities to identify opportunities for creating value.	Identify and seize opportunities to create value by exploring the social, cultural and economic landscape. Identify needs and challenges that need to be met. Establish new connections and bring together scattered elements of the landscape to create opportunities to create value.	Identify, create and seize opportunities.	I can find opportunities to help others.	I can recognise opportunities to create value in my community and surroundings.	I can explain what makes an opportunity to create value.	I can proactively look for opportunities to create value, including out of necessity.	I can describe different analytical approaches to identify entrepreneurial opportunities.	I can use my knowledge and understanding of the context to make opportunities to create value.	I can judge opportunities for creating value and decide whether to follow these up at different levels of the system I am working in (for example, micro, meso or macro).	I can spot and quickly take advantage of an opportunity.
				Focus on challenges.	I can find different examples of challenges that need solutions.	I can recognise challenges in my community and surroundings that I can contribute to solving.	I can identify opportunities to solve problems in alternative ways.	I can redefine the description of a challenge, so that alternative opportunities address it may become apparent.	I can take apart established practices and challenge mainstream thought to create opportunities and look at challenges in different ways.	I can judge the right time to take an opportunity to create value.	I can cluster different opportunities or identify synergies among different opportunities to make the most out of them	I can define opportunities where I can maintain a competitive advantage.
				Uncover needs.	I can find examples of groups who have benefited from a solution to a given problem.	I can identify needs in my community and surroundings that have not been met.	I can explain that different groups may have different needs.	I can establish which user group, and which needs, I want to tackle through creating value.	I can carry out a needs analysis involving relevant stakeholders.	I can identify challenges related to the contrasting needs and interests of different stakeholders.	I can produce a 'roadmap' which matches the needs with the actions needed to deal with them and helps me create value.	I can design projects which aim to anticipate future needs.

A simple model with a dictionary of learning outcomes beneath it – if you want to use them!



# CREATING ENTRECOMPENGAGE: A USER GUIDE FOR THE ENTRECOMP FRAMEWORK



1. Thinking about how  
EntreComp could be used...

1. Thinking about how we can best present case studies...

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**Do you have an existing example of practice that could be a case study?**

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