

AWARE

Skill & Personality

How to define entrepreneurship?

It is the mix of the attitudes, behaviours, competence, experience and knowledge necessary to create a vision, to inspire, convince, guide and motivate the people who are fundamental for our project, to commit themselves with us in order to make the dream become a reality. AWARE is the analytical path designed for those people searching their own entrepreneurial identity.

WE WILL WORK

- to **develop awareness** of one's attitudes and skills
- to recognize one's own areas of **possible improvement**

FORMAT

The programme foresees a total commitment of 12 hours spread over a period of 1/ 2 months.

1°) **Self assessment day in a group** - *The activities* (8 hours)

A series of activities will be carried out either individually or in subgroups.

These will be of a logical, deductive or relational nature, based on the analysis of real situations or simulations, but all of them will be chosen to encourage a reflection on one's entrepreneurial identity with the aim of **extrapolating strengths and weaknesses**. Particularly:

- Entrepreneurial identity - *Characteristics*
 - Autonomy / Independent thought*
 - Constant attention to opportunities / Business oriented*
 - Curiosity / Open mindedness*
 - Creativity*
 - Commitment & Determination*
 - Courage / Boldness*
 - Resilience in the face of adversity / lack of success*
 - Leadership (social & emotional intelligence, passion, energy, orientation to results)*
- Entrepreneurial identity - *Skills*
 - Strategic vision*
 - Innovation*
 - Communication*
 - Analytic Thinking & Decision Making*
 - Negotiation*
 - Team building and Management*
 - Business Know How*

2°) Individual interview

(2 hours)

The individual interview completes the self-assessment path.

It is one to one and aims to explore one's own personal characteristics alongside managerial skills. The purpose is to encourage the identification / recognition of one's own entrepreneurial identity, whether it is a question of starting a new business or in the case of an ongoing activity.

3°) Final feedback interview

(2 hours)

The last step is the final feedback interview with the Assessor, during which the individual report is discussed and delivered.

Comment on the individual report - *Comparison with the assessor's evaluation*

POSSIBLE DEVELOPMENT PATHS

1. Training activities focusing on the gaps
2. Individual coaching paths to reinforce skills
3. Team coaching activities to improve organizational efficiency and optimum overseeing of projects and processes

OPERATIVE ASPECTS

The programme foresees a total commitment of 12 hours spread over a period of 1/ 2 months.