

## Entrepreneurial Learning: formal vs. in- and non-formal education and training

By Professor Dr. Radmil Polenakovikj, Business Start-up Centre, Faculty of Mechanical Engineering, Ss. Cyril and Methodius University

### The methodology matrix for entrepreneurship education in primary and secondary schools

Study year	IX grade primary school (13 – 14 years old)	I Secondary School (14 – 15 years old)	II Secondary School (15 – 16 years old)	III Secondary School (16 – 17 years old)	IV Secondary School (17 – 18 years old)
Title course	<i>Innovation</i>	<i>Innovation and Entrepreneurship</i>	<i>Innovation and Entrepreneurship</i>	<i>Innovation and Entrepreneurship</i>	<i>Business and Entrepreneurship</i>
	<b>Being Entrepreneurial</b>	<b>Entrepreneurial Community Experience</b>	<b>Entrepreneurial Business Experience</b>	<b>Entrepreneurial Management Experience</b>	<b>Entrepreneurial Leadership Experience</b>
<i>Year aim</i>	This year students will design an event that showcases the economic opportunities that they have discovered in Macedonia and beyond.	This year students will develop a social / community action project – to solve a problem discovered in the community	This year the student's will develop a business project that connects with global economic opportunities that they have discovered.	This year students will develop and apply their entrepreneurial management skills – to develop a business idea over the year.	This year students will apply all of their prior learning to develop a company
<i>Innovation &amp; Creativity theme</i>	Who am I, and who is an entrepreneur?	Innovation & Creativity – the base of the entrepreneurial process	Innovation & Creativity – Ideas and business opportunities	Innovation & Creativity – managing the innovation and creativity process	Innovation & Creativity – making the entrepreneurial process work
<i>Context theme</i>	What's out there?	Context & Environment – Social Entrepreneurship	Context & Environment – Global business opportunities	Context & Environment – Founder's dilemmas	Context & Environment – Customer development
<i>Business understanding theme</i>	How do we create value?	Introducing business modeling	Business modeling & the Start Up process	Developing & testing the business model	Running & adapting the business model
<i>Finance theme</i>	How does money, buying and selling work?	Managing finance & resources in a social economy	Managing finance & resources in a market economy	Managing finance & resources in a business	Sourcing finance & organizing resources in a business
<i>Communication theme</i>	What I have learned and where could it take me?	Business Communication – Engagement and involvement	Business Communication – Marketing, sales & customer relationships	Business Communication – developments & promotion	Creating and implementing a business communication strategy

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