

Welcome!

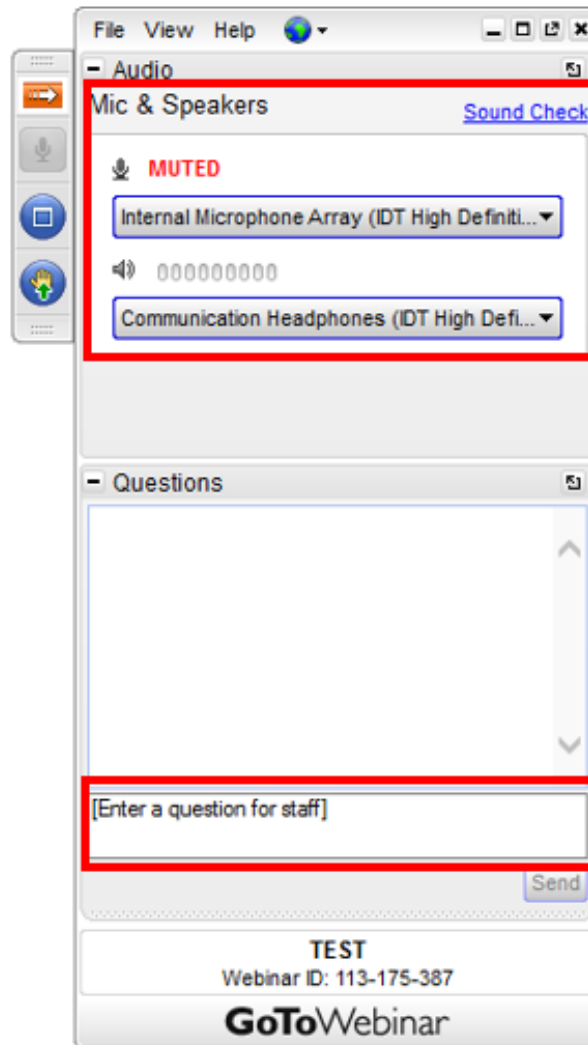
www.ee-hub.eu



- The webinar will last for 60 minutes
- The organisers will follow-up with each attendee with relevant information after the webinar
- Engage on Twitter by using #EEhubEU

Thank you for your patience!

The webinar “Entrepreneurial Skills for Teachers” will start shortly



In this section you can check your sound settings. All attendees are muted automatically by the organisers to avoid background noise

Here you can post your questions/ comments and the organisers will address them during the webinar or follow-up with you afterwards.

The PROJECT



European Entrepreneurship Education NETwork (EE-HUB)

Bring together European experts and policy makers to
share good practices and collaborate

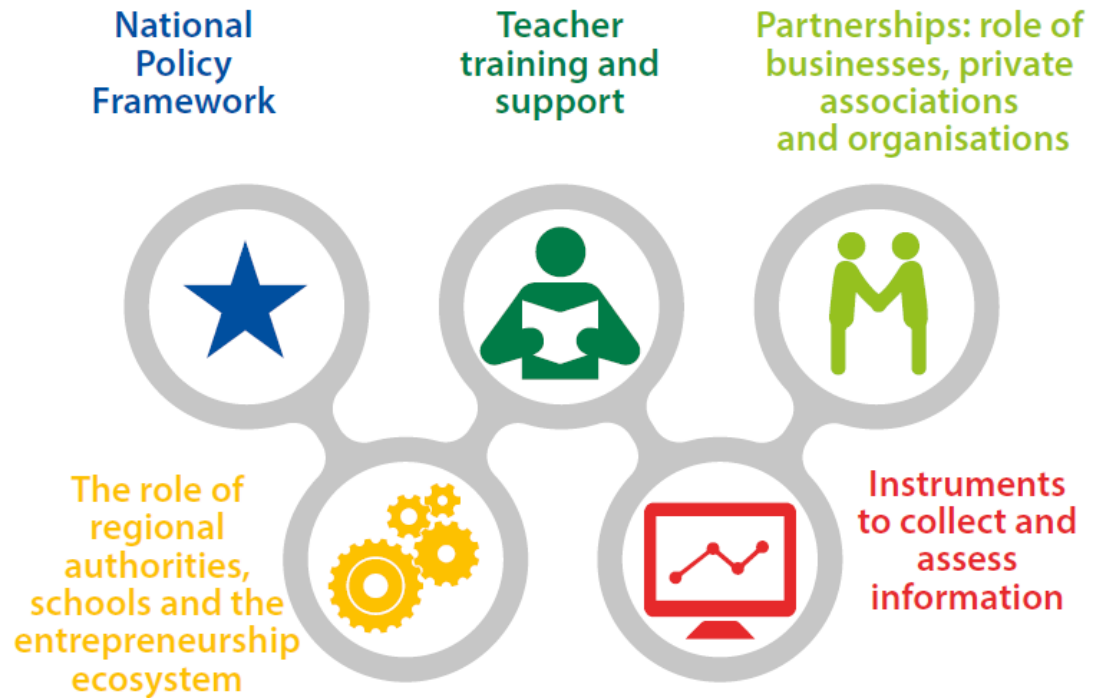
Make policy recommendations that will help increase
the uptake of entrepreneurship education across
Europe

Set the basis for a European HUB for
Entrepreneurial Learning

The EE-HUB Network



European Entrepreneurship
Education NETWORK



Webinar

Entrepreneurial skills for teachers in Vocational Education 31 January 2017



Consortium partners



Partners



Good Practice Canvas Teacherpreneur

EE-HUB

Teacherpreneur

☆☆☆☆☆ ()



Gain Creators / Outcomes

This LAB makes possible in a short time to provide teachers with relevant information about:

...



Gains / Needs

Teachers need:

- To strengthen the link between school projects and didactics & labour ...

Target Group

Teachers from primary to secondary school (general as well as vocational) of all the subjects.

Teacherpreneur

Teacherpreneur is a 6 hours LAB to "learn and practice" entrepreneurship education. The LAB is divided into 2 sessions:

1. A plenary session dedicated to the "basic information" about entrepreneurship education (key competence, national and European policy, best practices and successful projects, possible certifications, etc.).

...

Activities

- Design the contents of the LAB and adapt it to the local needs

...

Implementation Method

The implementation of the LAB needs to be done by one of the HUB schools in collaboration with JA. The LAB can take place at the HUB school hosting it and teachers ...

Resources

- Small budget for the host schools of the LAB
- Produce a LAB Toolkit for the HUB schools



Pain Relievers / Solutions

- The LAB is an opportunity for the professional development of teachers
- Teachers can learn and improve entrepreneurship education into the ...



Pains / Challenges

- Not all the teachers feel confident in being entrepreneurial
- Teachers are disoriented during the scouting phase of the best tools to ...

Additional information: the Teacherpreneur format was developed by [JA Italy](#). On Facebook there is a [closed group called Teacherpreneur](#) with 72 Italian teachers subscribed out of the 380 who participated in the LAB. The LAB can be organized everywhere and it can be adapted to the local needs. Teachers get a certificate after the training. More information (in Italian) available [HERE](#).

Henk-Paul Hegeman
Teacher entrepreneurial
education A12 college,
Ede,
the Netherlands



I'm going to undertake!
ga ondernemen!

ROCA 12
leder z'n vakopleiding



Go for it! Take action! Dynamic!
Entrepreneurship! Recognition!



Guts! Failure is an option! Ownership!
Experiential teaching! Learning by doing!
Let your comfort zone grow! Become a world citizen!
Make global Business!



Rien ter Veen and Henk-Paul Hegeman



Role model in the school

Teacher in the lead means trying to create an entrepreneurial atmosphere



“Research and explore”



Nieuwe economie vraagt om andere kennis

"21st Eeuwse vaardigheden zijn in mijn ogen niet alleen het antwoord op een arbeidsmarkt die daar steeds meer om vraagt. Het zijn ook de katalysatoren om bestaande kennis op nieuwe manieren te kunnen combineren, om zo pragmatische oplossingen te komen. En om jonge mensen te stimuleren mens zo compleet mogelijk te ontwikkelen"

Minister van Onderwijs Jet Bussemaker



Ondernemerschap in een wereld die verandert

Promotieonderzoek Ron Methorst

Use Google; Follow; The world is changing;

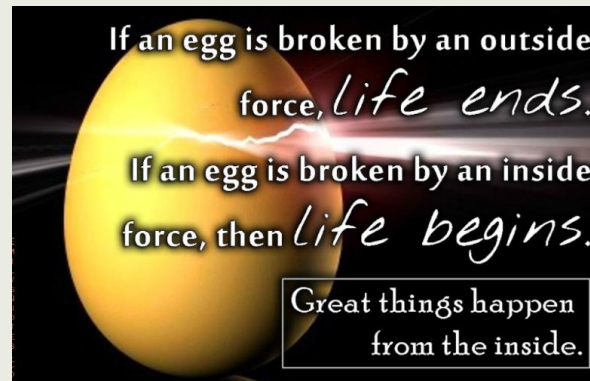
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ga ondernemen!



Ownership is the word of success!

- Collect the right people around you....
- Call someone who takes you further!



ga ondernemen!





ga ondernemen!

ROC
A12
leder z'n vakopleiding



Gebruikersnaam

Wachtwoord

Wachten met een asterisk (*) zijn verplicht

Verzenden

Wachtwoord vergeleken?

We build our own digital assignment area....
As formal entrepreneurs we know what our students need!

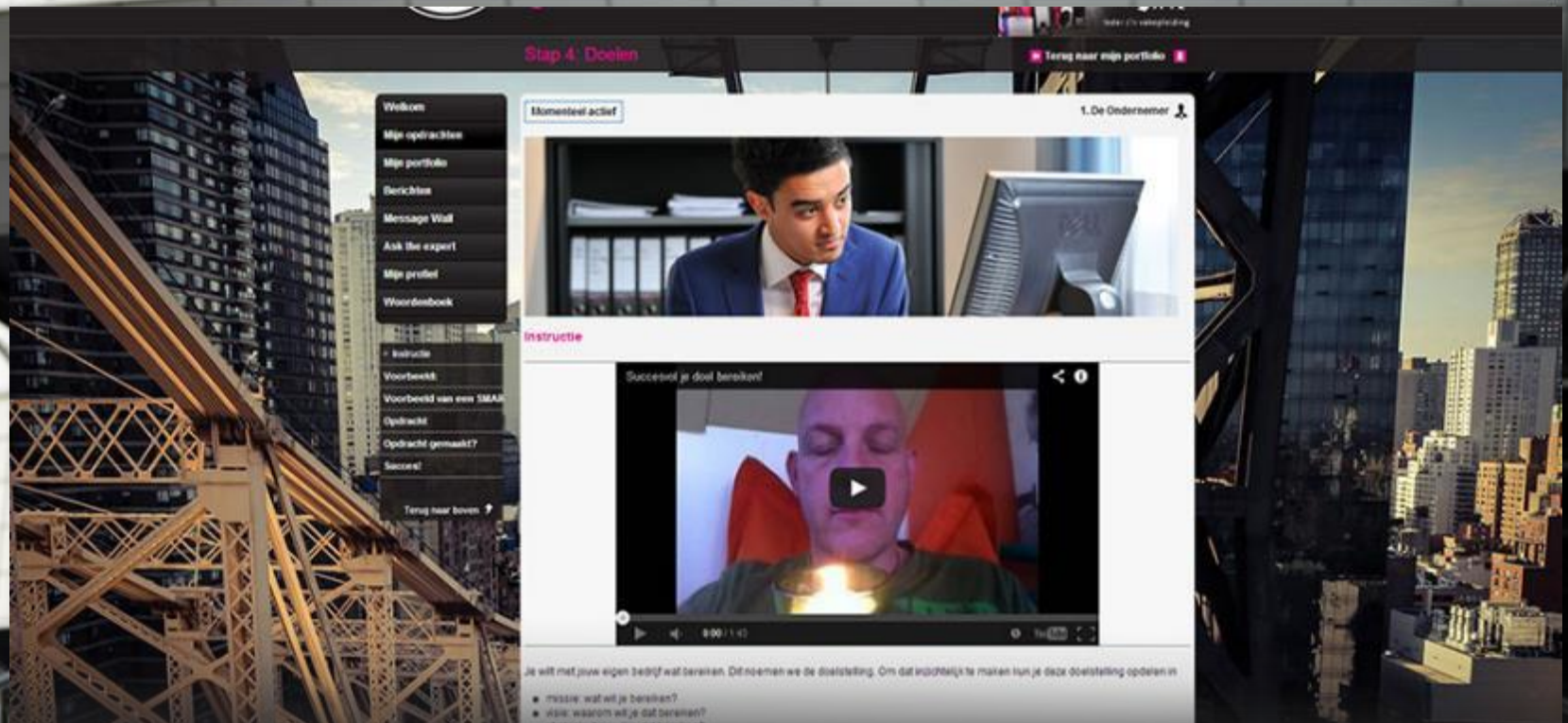
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ga ondernemen!

Secure



ROC
A12
leder z'n vakopleiding



We prefer no books, we bring the right examples into our classroom because we share a big network of businesses!

ik

ga ondernemen!

Assignments





ga ondernemen!



Mijn portfolio

Welkom
Mijn opdrachten
Mijn portfolio
Berichten
Message Wall
Ask the expert
Mijn profiel
Woordenboek

1. De Ondernemer 2. Marketing 3. In en Verkoop 5. Financieel Tools

Module 1. De Ondernemer

Stap 4: Doelen	Stap	Uitsluitend	Beoordelen
Het interview	Stap	Uitsluitend	
Eindopdracht module 1	Stap	Uitsluitend	Beoordelen

Module 2. Marketing

Stap 3: Marktverkenning 3	Stap	Uitsluitend
Stap 4: Marktverkenning 4	Stap	Uitsluitend
Stap 5: Marktverkenning 5	Stap	Uitsluitend
Stap 6: Consumentgedrag	Stap	Uitsluitend
Stap 7: Productbeleid 1	Stap	Uitsluitend
Stap 8: Productbeleid 2	Stap	Uitsluitend
Stap 9: Distributiebeleid 1	Stap	Uitsluitend
Stap 10: Plaats	Stap	Uitsluitend
Stap 11: Prijsbeleid 1	Stap	Uitsluitend
Stap 13: Prijsbeleid 3	Stap	Uitsluitend
Stap 14: Prijsbeleid 4	Stap	Uitsluitend
Stap 15: Positionering & Strategie 1	Stap	Uitsluitend



ga ondernemen!

Portfolio



John Bakker

Entrepreneurial expert

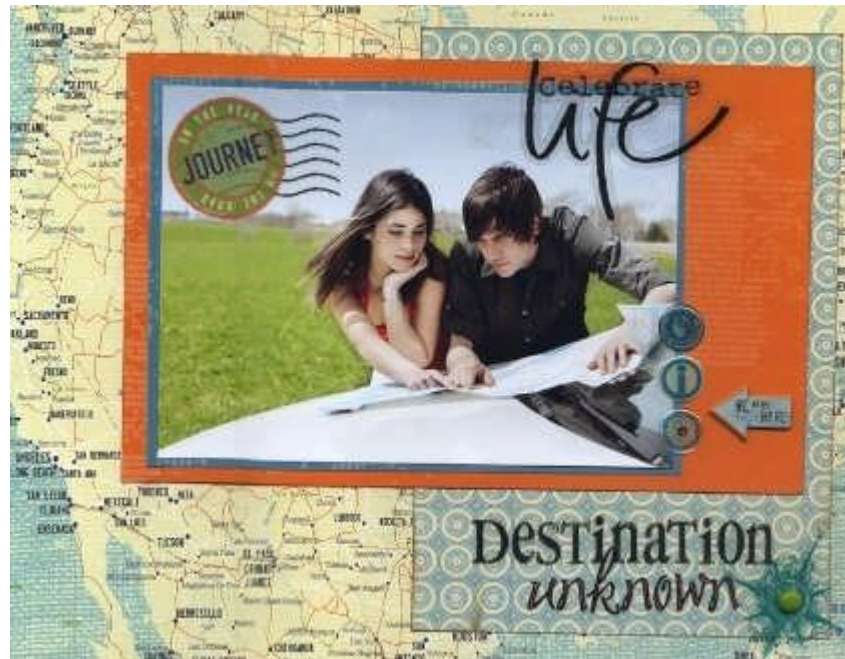
GrijpdeBuitenKans

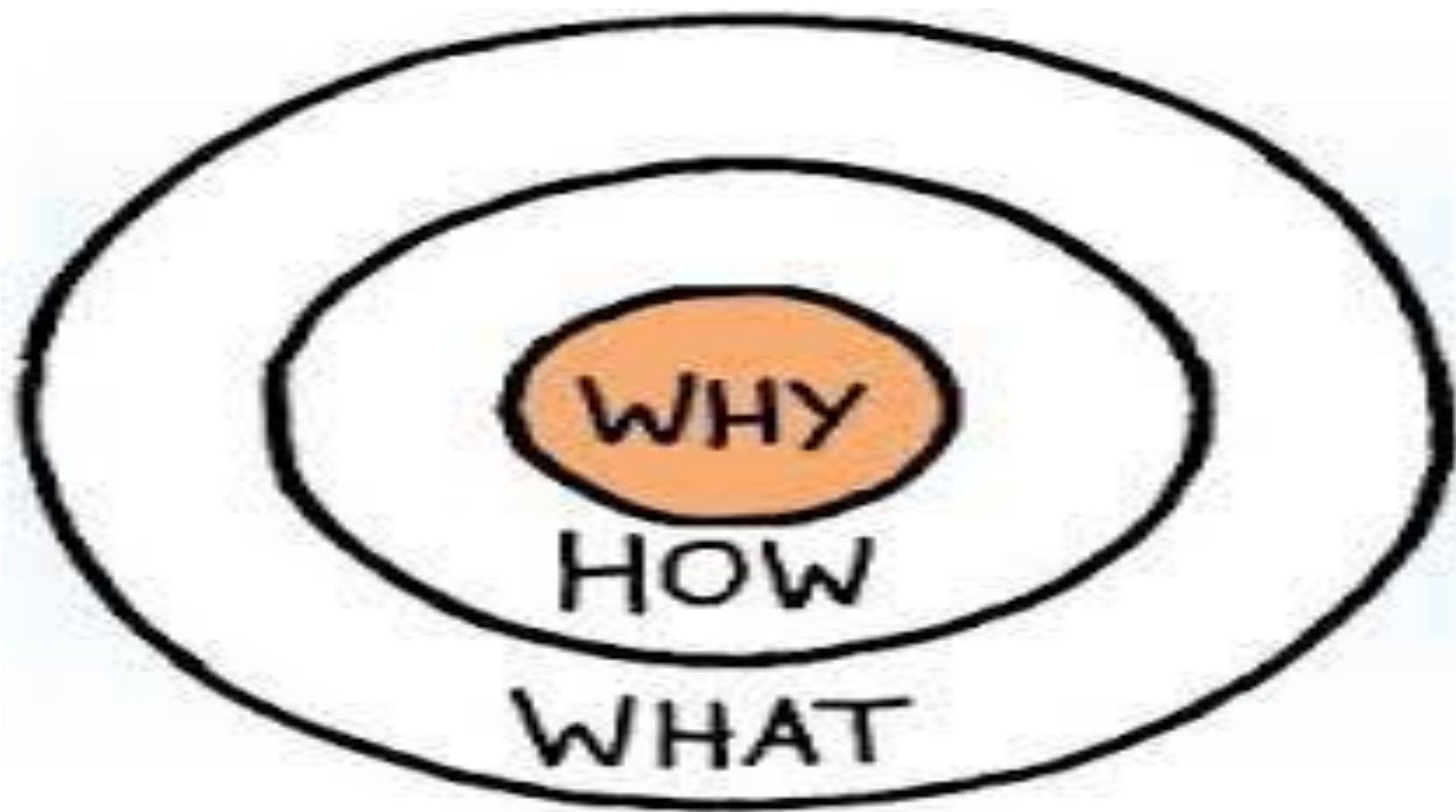
Barendrecht,

the Netherlands

Effectuation in Holland

John Bakker GrijpdeBuitenKans





The five principles of Effectuation

1. The 'Bird in the hand' principle:

Start with your means. Don't wait for the perfect opportunity. Start taking action, based on what you have readily available: who you are, what you know, and who you know.



2. The 'Affordable loss' principle:

Evaluate opportunities based on whether the downside is acceptable, rather than on the attractiveness of the predicted upside.



3. The 'Crazy quilt' principle:

Form partnerships with people and organizations willing to make a real commitment to jointly creating the future—product, firm, market—with you. Don't worry so much about competitive analyses and strategic planning.



4. The 'Lemonade' principle:

Embrace surprises that arise from uncertain situations, remaining flexible rather than tethered to existing goals.



5. The 'Pilot in the plane' principle:

By focusing on activities within their control, entrepreneurial people know their actions will result in the desired outcomes. An effectual worldview is rooted in the belief that the future is neither found nor predicted, but rather made.



ADEPTT Educational Canvas

designed by:

School:



Acknowledging and Developing
Entrepreneurial Potential in Teacher Training

Most important partners within and outside school

Available partners

What can you mean for each other?

New partners

How do you co-create with new partners and share the beliefs?

Activities

What is already in your own hands and what not? How come?

What is it you really need?

It is not about possession but about access!

Affordable loss

What are you prepared to loose and what is it worth?

Belief, imagined end and passion

How to stay loyal to your initial dream?

Product or Service

What is the dream you want to share and what is your additional value

What determines the demand?

What is your "USP"?

Which channels are you using to reach your customers?

Who is in control? Who is the pilot in the plane and where are you going to?

Value proposition

There is no such thing as a free lunch. But entreprising is also about giving (and taking).

Scalability

Is your dream more important than you as a person?

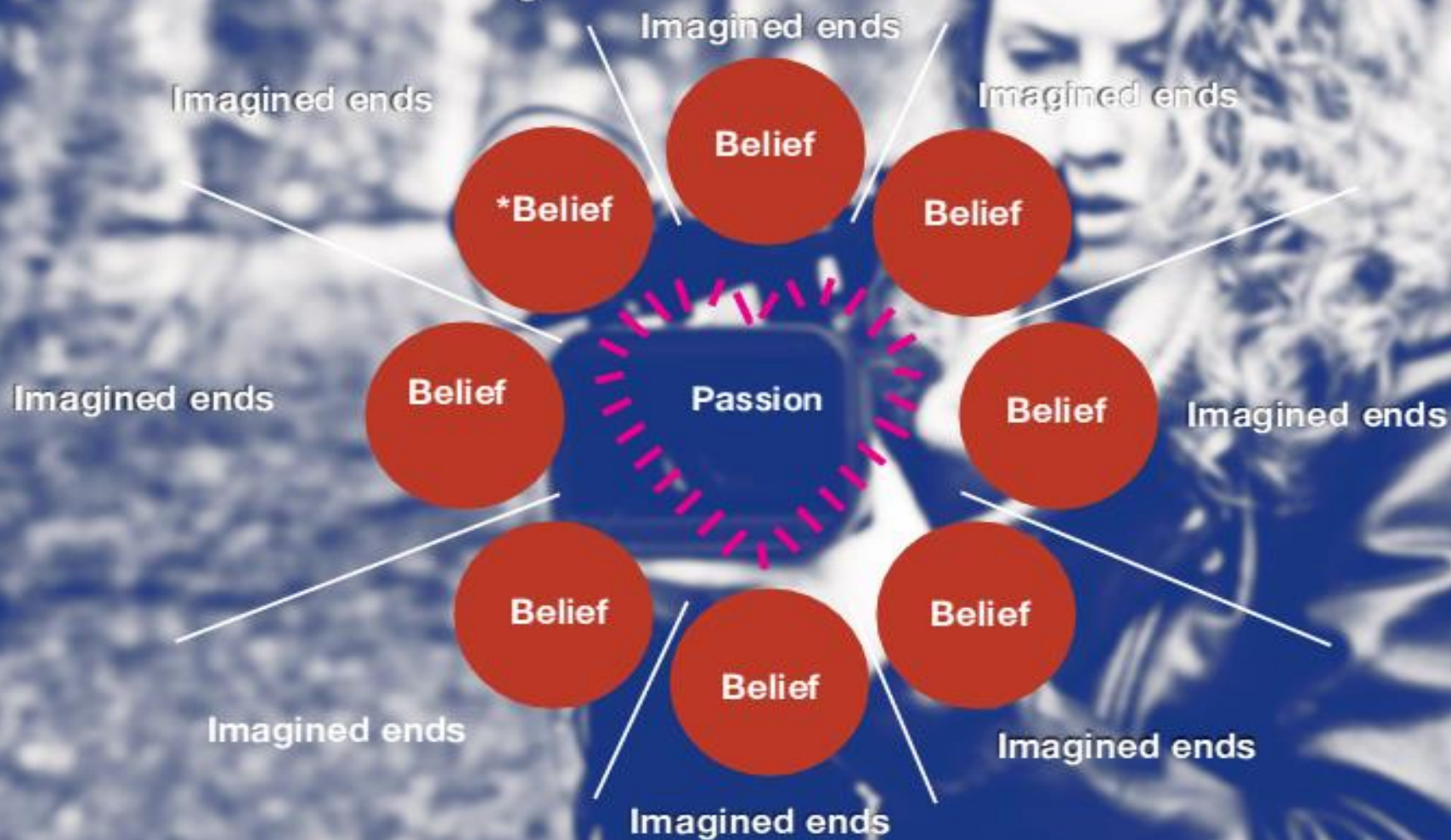


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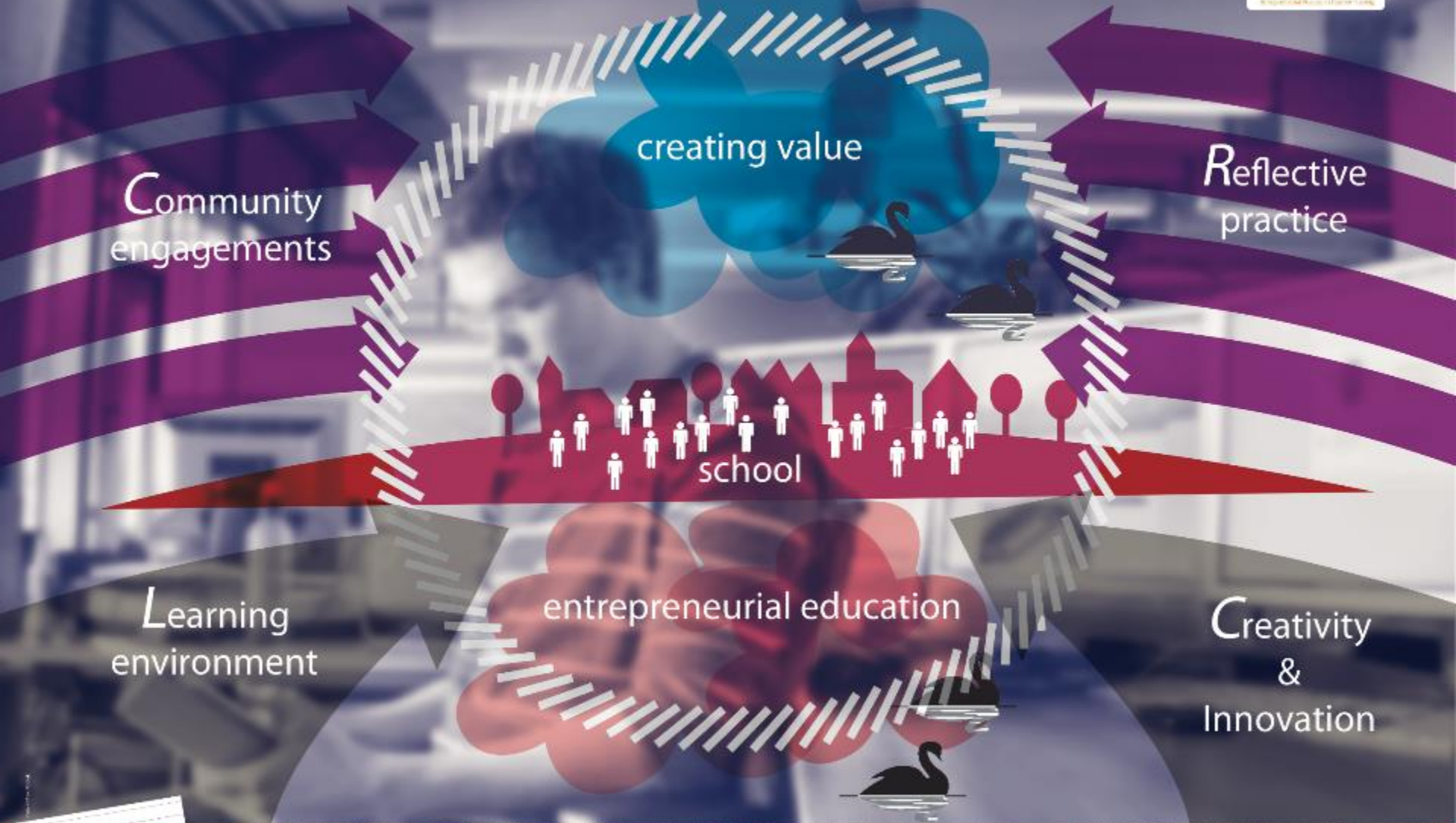


Acknowledging and Developing
Entrepreneurial Potential in Teacher Training

The reason why ?



"CRCL Model"



Coming up Webinars and Round Tables :

Planned month	Type of event	Partner leading
December 2016	Webinar	JA Europe
	Webinar	SEECCEL
January 2017	Webinar	Eurochambres
	Round table	JA Europe
	Webinar	EUproVET
February 2017	Webinar	JA Europe
March 2017	Webinar	JA Europe
	Webinar	Eurochambres
April 2017	Round table	JA Europe
	Webinar	SEECCEL
May 2017	Round table	EUproVET
	Webinar	SEECCEL
	Webinar	Eurochambres
June 2017	Webinar	Eurochambres

