

ENTREPRENEURIAL APTITUDE

Facilitators Guide

Aim: To help the participants in making an assessment of their skills and abilities and outline skills and gifts required for Entrepreneurship

Objectives : By the end of this session participants will have:-

- Made an honest assessment of their Skills and working style ..
- Have a better understanding of what it takes to be an Entrepreneur
- Outlined new goals for the future.

Outline of Session

1. Introduction
2. Skills & Abilities Assessment
3. Taking the next steps on Entrepreneurship
4. Questions & Feedback
5. Conclusion

Suggested Timings:

(Total time for Session = 1 hour (60 mins))

- Introduction - 5 mins
- Skills & Abilities Assessment - 25 Mins
- Taking the next steps on Entrepreneurship - 15 mins
- Questions & Feedback - 10 mins
- Conclusion - 5 mins

1. Introduction

A) Welcome Everyone to the Group.

b) Get people to introduce them selves.

C) For You To Say As Facilitator – You could find it helpful in this course to think about yourself and plan how you might develop your goals, using your best skills and experience to enable you to better meet your personal needs for you and those of your family.

Entrepreneurs are people who look for opportunities, are willing to try something new and who are persistent in their efforts to make progress, which often involves risk of failure.

Slide 2 - There are key personal attitudes which can help ensure a trading activity can be successfully started and grown. Such people often move ahead more quickly than others!
 (Note: Failure is only bad if you learn nothing from it! Most of the most successful business entrepreneurs have failed, some many times but they kept on trying!) **Then invite the participants to complete the Exercise from the Workbook.**



Workbook Summary

Slide 3 - Outline the pages in the Workbook that ask for a personal assessment of their abilities. It will be important to stress that this is a personal assessment and not what others might think are the abilities of the participant.



Slide 4 – Discuss the finding encourage an honest assessment about how participants rate themselves in the task.
 If some or all of the participants are happy to share their answers. Ask if their were any surprises or is it just what they expected?
 Look at the table on Page 3 of the Workbook and discuss the next steps participants are going to take to develop their entrepreneurship skills.



<p>7 & 8 Conclusion and Feedback</p> <p>Consider what you have done – Have you met the AIMS of the course? Open the group to ask questions and provide feedback if appropriate.</p> <p>Was the information useful and at the right level?</p> <p>Thank everybody for coming – Encourage the group to network and share contact numbers or emails (if appropriate) and to keep in touch</p>	 <p>The graphic features the AID for TRADE logo at the top left. Below it, the text 'Stepping Stones' is written in white on a blue gradient background. To the right, there are five orange stepping stones arranged in a line. In the center, a 3D white figure stands next to a stack of five colorful blocks labeled 'FEEDBACK' (red), 'OPINION' (yellow), 'ANSWER' (green), 'REVIEW' (blue), and 'COMMENT' (purple). The AID for TRADE logo is also present in the bottom right corner of the graphic area.</p>
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