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LEARNING OUTCOMES ENTRECOMP-BASED MATRIX

Developed by:
EDUCatt

WP2



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One of the key components of WP2- Mapping and identification of the most sought-after and relevant competencies for aspiring solo entrepreneurs and self-employment is the Learning Outcomes EntreComp-based Matrix. This matrix is an official deliverable outlined in the Work Package plan. Its purpose is to assist partners and the project targets in better understanding the specific needs addressed by the project, as well as the training areas emphasized in the curriculum and training offers of SELF. The matrix, indeed, links and bridges the training needs identified by the partners at the level of skills, knowledge, and attitudes for aspiring young solo entrepreneurs, with the related EntreComp competence that is best positioned to cover and intervene on that need.

After completing the literature review and writing the country report, partners have been asked to identify the most urgent training and education needs for aspiring young solo entrepreneurs based on their assessment. Then, they identified which of the EntreComp competencies, within any of the three training areas, offers the most cohesive and consistent pedagogical response. In other words, they pinpointed the competence that appears to address the identified skill/knowledge gap most effectively.

The actual compiling of the matrix done by EDUCatt as the lead organization of WP2, considering the inputs from partners provides for a concise and comprehensive list of training needs and skills gaps, and the corresponding competence from EntreComp that works best to address them.

The Desk Research conducted through the country reports confirms that there is a necessity for training and soft skills improvement demanded by the market. Identifying competence gaps in young self-entrepreneurs and addressing them through targeted training and courses is paramount. Below are the significant skills useful for developing the next phases of the SELF Project, i.e. WP3 -Development of solo-entrepreneurship curricula, tools, training, and resources for self-employment and WP4- Build and set up of the project's eLearning digital warehouse and test & validation in pilot version (T&V) of the training resources to a cohort of 200 targets.



SOLO ENTREPRENEUR LEARNING FRAMEWORK

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Training Areas and Competences

IDEAS & OPPORTUNITIES

Competence	Description
1.1 Spotting opportunities	<ul style="list-style-type: none"> 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 Awareness about new opportunities, challenges, and new trends
1.2 Creativity	<ul style="list-style-type: none"> Develop several ideas and opportunities to create value including better solutions to existing and new challenges Explore and experiment with innovative approaches Combine knowledge and resources to achieve valuable effects Creative problem-solving
1.3 Ethical and Sustainable Thinking, Social and Green Economy, Critical Thinking	<ul style="list-style-type: none"> Assess the consequences of ideas that bring value and the effect of entrepreneurial action on the target community, the market, society, and the environment Reflect on how sustainable long-term social, cultural, and economic goals are, and the course of action chosen Act responsibly

RESOURCES

Competence	Description
2.1 Digital Skills Training	<ul style="list-style-type: none"> Digital tools and platforms Website development Social media marketing E-commerce and data analytics
2.2 Motivation and Perseverance	<ul style="list-style-type: none"> Be determined to turn ideas into action and satisfy your need to achieve Be prepared to be patient and keep trying to achieve your long-term individual or group aims Be resilient under pressure, adversity, and temporary failure
2.3 Mobilizing resources effectively, financial planning, and fundraising	<ul style="list-style-type: none"> Get and manage the material, non-material, and digital resources needed to turn ideas into action Make the most of limited resources Get and manage the competencies needed at any stage, including technical, legal, tax, and digital competencies Crowdfunding and advice for fundraising campaigns
2.4 Financial and Economic Literacy	<ul style="list-style-type: none"> Estimate the cost of turning an idea into a value-creating activity Plan, put in place, and evaluate financial decisions over time Manage financing to make sure your value-creating activity can last over the long term Training sessions focused on financial management, budgeting, and securing initial funding for business
2.5 Mobilizing others, networking, and relationship-building skills	<ul style="list-style-type: none"> Inspire and enthruse relevant stakeholders Demonstrate effective communication, persuasion, negotiation and leadership Facilitation of networking opportunities Building strong professional networks that provide valuable insights, resources, and potential partnerships for solo entrepreneurs



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INTO ACTION

Competence	Description
3.1 Taking the initiative and, entrepreneurial confidence	<ul style="list-style-type: none"> Initiate processes that create value Take up challenges Act and work independently to achieve goals, stick to intentions, and carry out planned tasks
3.2 Planning and Management	<ul style="list-style-type: none"> Set long-, medium- and short-term goals Define priorities and action plans Adapt to unforeseen changes Master techniques, goal setting, and productivity tools to help optimize the workflow
3.3 Coping with uncertainty, ambiguity, risk management & resilience-building, adaptability	<ul style="list-style-type: none"> Make decisions when the result of that decision is uncertain, when the information available is partial or ambiguous, or when there is a risk of unintended outcomes Within the value-creating process, include structured ways of testing ideas and prototypes from the early stages, to reduce the risks of failing Handle fast-moving situations promptly and flexibly Training programs focused on resilience-building strategies, stress and risk management, and adaptability to navigate challenges and setbacks encountered during the entrepreneurial journey. Adaptability and learning readiness: solo entrepreneurs show a slightly lower readiness to adapt and learn while running their ventures
3.4 Teamwork, conflict resolution	<ul style="list-style-type: none"> Work together and cooperate with others to develop ideas and turn them into action Network Solve conflicts and face up to competition positively when necessary