CHALLENGE ÉEQ
FOR THE MOSAIC
SUMMER SCHOOL

FUTURE SKILLS AND TRAINING FOR ENTREPRENEURS

October 3rd 2024

What is EEQ ?

What does it do ?

How does it do it ?

Presentation structure

Problems   **Analysis**   **Impact on EEQ's BMC**   **Possible scenarios**
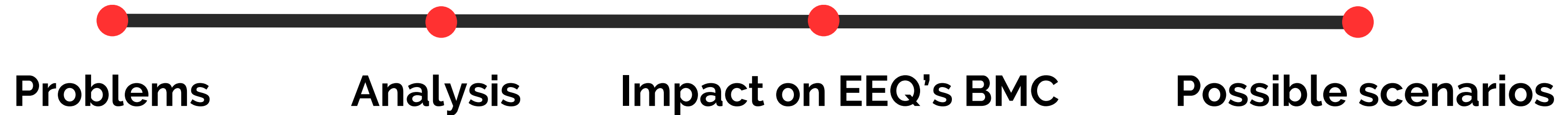
Different phases of entrepreneurship

3 personas

pre-launch   **start-up**   **consolidation**

The main concern

How can we develop skills over the next 5 to 10 years?

Question 1

What will the work of managing an entrepreneur's SME look like in a 5-to-10-year horizon?

Question 2

What are the skills that the entrepreneur will need to master in order to adequately fulfill his responsibilities?

Question 3

What learning methods should we deploy to allow them to acquire the required skills in an innovative, stimulating and safe experiential framework?

Environment analysis

Technological Advancements
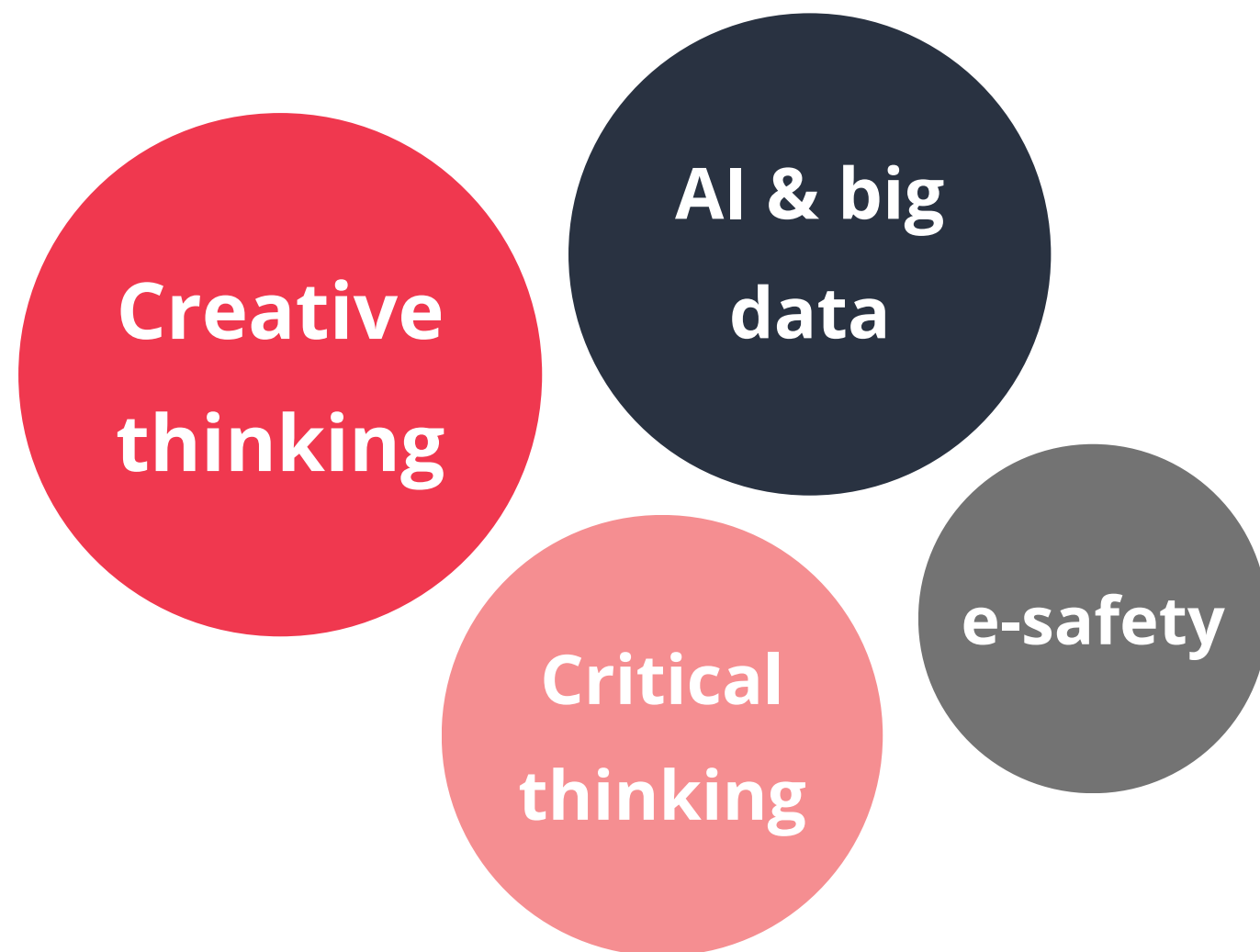
Market Dynamics

Regulatory Changes

Generational trends

Mental health

87.7% of entrepreneurs face at least one mental health problem*

*Navigating Entrepreneurial Mental Health report produced by Founder Reports in 2024

Future skills

Technology and critical thinking skills

Creative thinking

AI & big data

Critical thinking

e-safety

Interpersonal and personal skills

Leadership & social influence

Curiosity & lifelong learning

Interpersonal & management skills

Empathy & active listening

Resilience & agility

Self-awareness

*World Economic Forum's 2023 "Future of Jobs" report

Design Thinking in Entrepreneurship Education
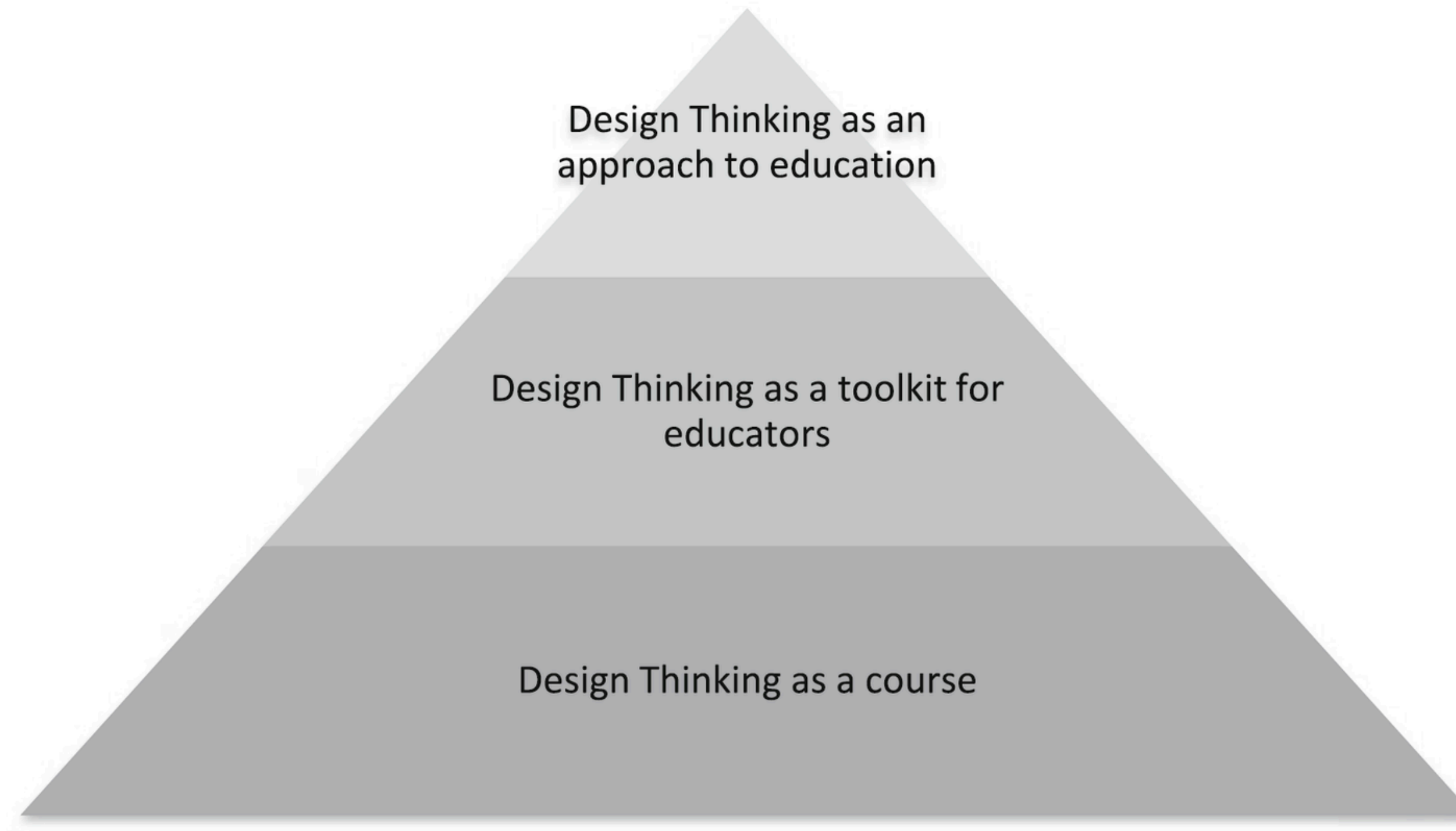
Fig. 2 Different perspectives/levels of DT integration in education, own figure based on (Melles et al., 2012)

The Role of DT in Enhancing Learning Outcomes
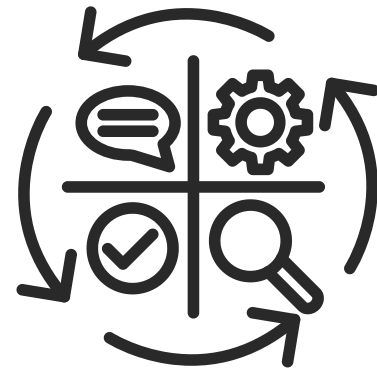
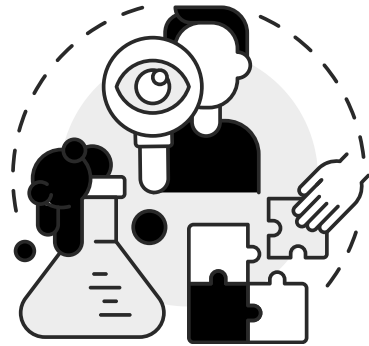Project-based learning and **iterative** cycles in DT
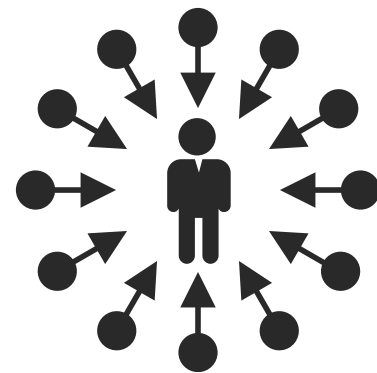
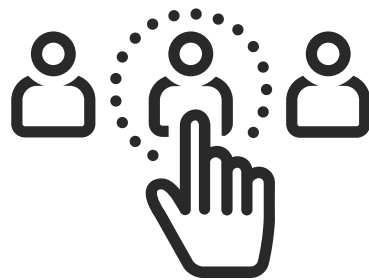Emphasis on **human-centered** problem-solving and prototyping

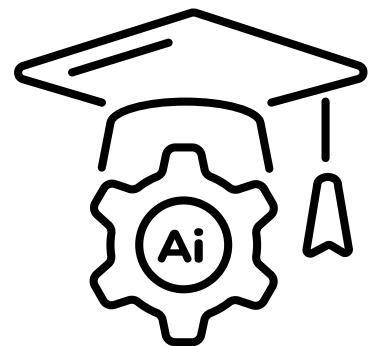The shift towards a student-driven, **collaborative** learning process

The Evolution of Entrepreneurship Education and AI's Role

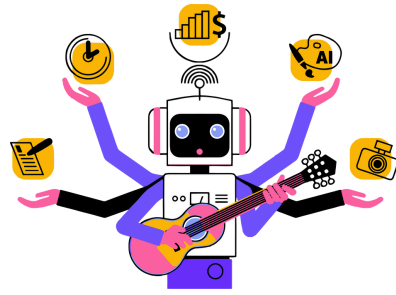Shift from traditional lecture-based to dynamic, experiential learning.

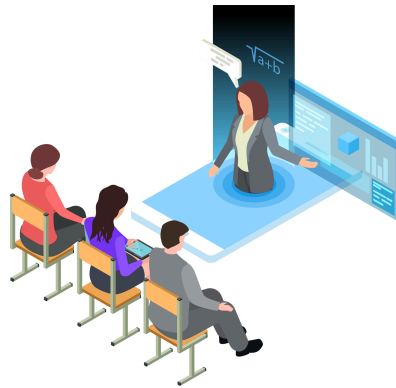Importance of personalized, action-oriented education methods.

AI's potential to support and enhance these modern pedagogies.

Current Applications and Impacts of AI in Entrepreneurship Education

AI's capabilities in improving educational efficiency and personalization.

AI tools: Virtual Classrooms, AI Tutors, and Interactive Technologies.

AI's role in developing critical entrepreneurial skills through simulations.
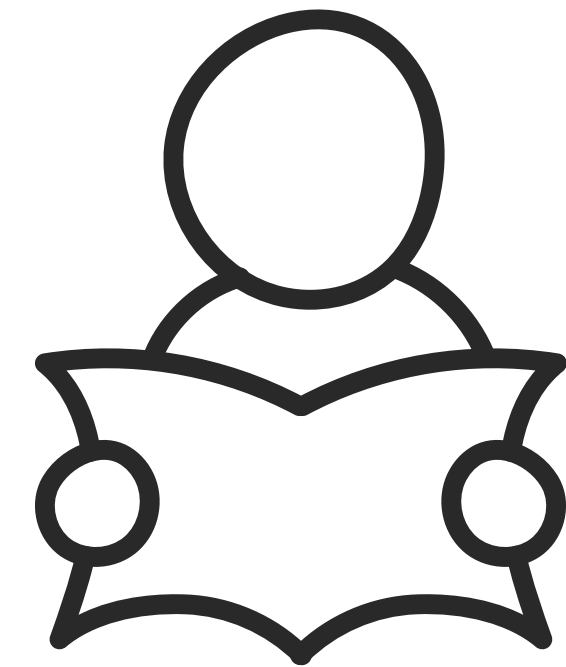
Framework for effective Instructor-AI collaboration
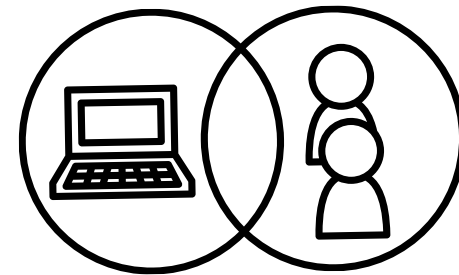
Instructor

Learning Environment

Learner

Didactic Framework for Entrepreneurship Education : Dimensions
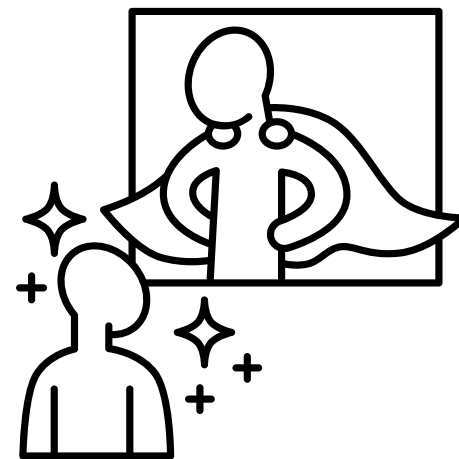
Hybrid Teaching

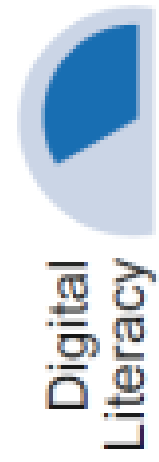**Hybrid Learning**

Business Simulation

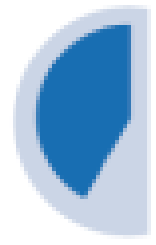**Intercultural Team Collaboration**

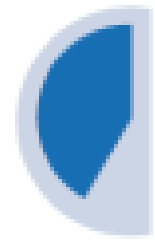**Entrepreneurial Role Models**

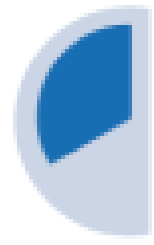# Didactic Framework for Entrepreneurship Education: Overview

Digital Literacy
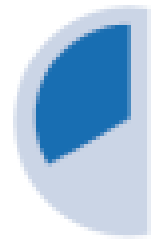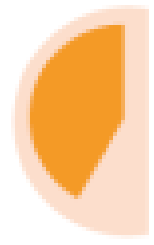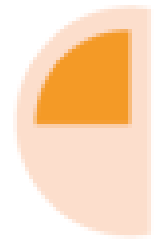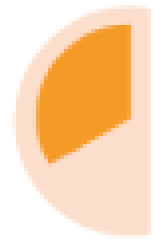
Digital Interaction

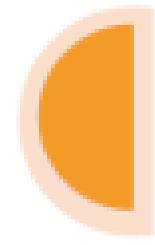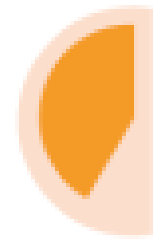Virtual Collaboration

Agile Work

Digital Learning

Digital Ethics

Problem Solving

Creativty

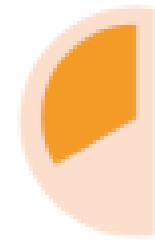Entrepreneurial Action

Self-Initiative

Adaptability

Perseverance

Defining a new business model for EEQ

Key Partnerships	Key Activities	Value Propositions	Customer Relationships	Customer Segments
• Professional trainers and Universities • Government levels • IT development firms • Economic Development organizations • **AI and Big Data Firms** • **Cloud Service Providers** • **Content Licensing Partners** • **Innovation Hubs and Incubators**	• Government agencies representation • Operation of programs • **Developing AI-enhanced Learning Platforms** • **Community Building Online and Offline** **Key Resources** • Coaches & trainers • Project Managers • Partnership developers • Head of political management • **Technology Infrastructure**	• **Future-Ready Entrepreneurial Skills Training** • **Flexible and Accessible Learning Options** • **Community and Support Networks** • **AI-Enhanced Tools and Platforms**	• Direct communication • Website & social media • **Customized Learning Experiences** • **Community Engagement through Digital Media** **Channels** • Presential activities • Virtual activities • Learning platforms • **Mobile Applications**	• Economic organization (B2B) • Entrepreneurs(B2C) • Government agencies (B2B) • Sectorial organization (B2B)

Cost Structure	Revenue Streams
• Salaries of organization members • Trainers and coaches fees **(to be reduced)** • ~~Offices & rooms rental~~ • IT Development fees • **Content Development and Licensing Costs** • **Community Management**	• Purchase of packages • Government levels grants **(should decrease)** • Licensing **(should increase)** • Sponsorships • **Subscription Fees**

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Possible scenarios
Implementation

Stage 1: Platform Enhancement

Upgrade Learning Management System (LMS)
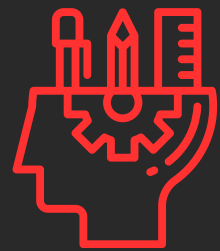
Develop and Integrate New Technologies

Accessibility and User Experience

Possible scenarios
Implementation

Stage 2: Content Development and Revision

Incorporate DT
& the 5-Dimensional
Framework
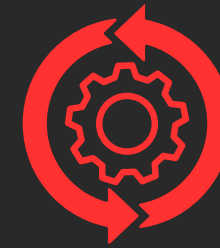
Development
of AI-Enhanced
Content

Possible scenarios
Implementation

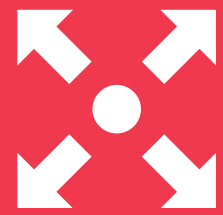**Stage 3: Testing and Iterative Improvement**

Pilot Testing and Feedback Collection

Ongoing Evaluation and Enhancement

Possible scenarios
Implementation

Stage 4: Scaling and Expansion

Licensing and External Collaboration

Continuous Innovation

Possible scenarios
Implementation

Different phases of entrepreneurship

3 personas

pre-launch

start-up

consolidation

Team member's