

Teacher Webinar 7: Introduction to the Entrepreneurial Mindset



Educational charity registered in the United Kingdom number 11126999

Part of the webinar series on **Cultivating Entrepreneurial Mindsets and Preparing Young People for the Future: A Journey from Business Idea to Plan**

Content

Duration: Approx. 1 hour

1. What is an entrepreneurial mindset?
2. Why is it important?
3. How can you develop it?
4. Activity 1: Storytelling and Reflection
5. Activity 2: My Superhero Profile
6. Tool: The 5 Beliefs of an Entrepreneurial Person



All participants will receive an **attendance certificate** when they complete the post-webinar survey



Presentation slides and **list of resources** will be shared after the webinar

What is an entrepreneurial mindset?

A **mindset** = a system made up of the beliefs, assumptions and knowledge which we use to process information

→ It informs the decisions we make and guides our behaviour

An **entrepreneurial mindset** = a *specific* set of beliefs, knowledge and thought processes that drives **entrepreneurial behaviour**...

Characteristics of people with an entrepreneurial mindset

Self-efficacy

The belief in yourself and your ability to influence your own life outcomes



Intrinsically motivated

Motivated to perform an activity for its own sake and personal sense of reward

Purpose

Understanding you create value by making yourself useful to others

Seeing problems as potential opportunities

Resourceful, resilient and solutions-oriented

Curiosity

Constantly seeking knowledge and opportunities to learn

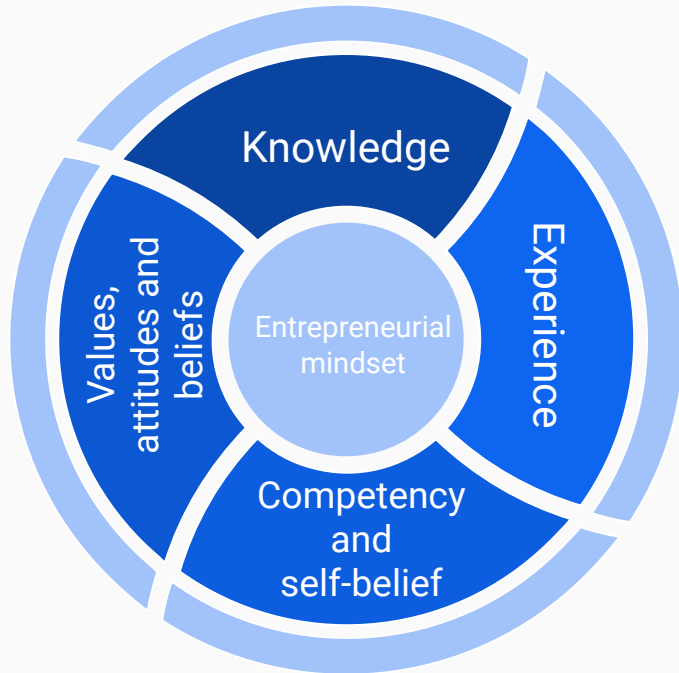
Why is it important to develop an entrepreneurial mindset?



To succeed in life - whatever a young people chooses to do!

- Recognise and take advantage of new opportunities
- Keep pace with emerging technologies and the skills employers seek
- Start your own successful business
- Be an asset to a larger organisation (intrapreneurship)

Factors which influence an entrepreneurial mindset



Anyone can develop an entrepreneurial mindset!

Experiential learning can enhance the entrepreneurial mindset

The School Enterprise Challenge

- Free educational programme by Teach A Man To Fish
- Participants (students and teachers) go on an entrepreneurial journey
 - Business Idea -> Business Plan -> Launch and run
- A great platform for developing 21st century skills and enhancing entrepreneurial mindset

www.schoolenterprisechallenge.org



Activity 1: Storytelling and reflection

Divide learners into small groups

Instructions:

- Share stories/videos about a few people who demonstrate an entrepreneurial mindset
- Include a mixture of famous people (e.g. Steve Jobs, Oprah Winfrey) and more relatable examples from your community



Activity 1: Storytelling and reflection

Discussion questions for learners to reflect on the case studies:

- What do you find most **fascinating** about this person's work and life?
- Which **entrepreneurial characteristics** does this person have? Do you have any of them? (You could ask your friends what characteristics they see in you)
- What **difficulties/constraints** did this person face? How did they **overcome** them?
- What is your **greatest learning** from this story?



Activity 2: My Superhero Profile

Step 1

Draw yourself as a superhero



To help you with this we encourage you to think about:

Things I love:

Being creative, spending time with my friends, singing

Things I don't like:

Speaking in front of other people, English class

Things that I am good at:

Creative things like painting and drawing

Things I want to improve:

My communication skills, especially speaking in front of other people

Steps I can take to improve these things:

Practice by writing and giving speeches, presenting my ideas in front of other people, talking to different people who aren't my friends

Things that are important to me (my values):

Equal opportunities for girls and boys

Things that motivate me:

Learning new things



Activity 2: My Superhero Profile

Step 2



Get your learners to think about these questions and write down their answers:

1. What do I want to do after school? *I would like to be a fashion designer*
2. What skills and experience do I need to make this happen? *Creative skills, like drawing, sewing, designing, experience making my own clothes.*
3. What challenges might stand in my way? *I face a lot of competition from other people who have more experience than me, and I'm not sure I'm good enough.*
4. How can I overcome these challenges? *I can gain experience by making clothes for myself, my family and friends. I could hold a fashion show at school to get exposure of my work and show how passionate I am about becoming a fashion designer.*

Tool: The 5 Beliefs of an Entrepreneurial Person



Encourage learners to repeat these affirmations next time they get stuck.

You could even stick them on the wall!

Useful resources

- Blog: [A Study of Entrepreneurial Mindset: Its Origins and How Best To Measure It](#) by the Allan Gray Orbis Foundation
- Article: [Corporate World or Entrepreneurship? It Doesn't Have To Be One Versus The Other](#) on entrepreneur.com
- Stories about people with an entrepreneurial mindset:
 - Video: [Jack Ma, founder of alibaba.com](#)
 - Article: [Teen entrepreneur Avani Singh](#)

Recordings of Webinars 1-4 on YouTube

Teacher Webinar 1 **Introduction To The Growth Mindset**

Part of the webinar series on
Developing Resilient Young People



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Download from [teachman.co.uk](https://www.teachman.co.uk)

Webinar 1:

[Introduction to the Growth Mindset](#)

Teacher Webinar 3 **Supporting Students To Become Problem Solvers**

Part of the webinar series on
Developing Resilient Young People



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Webinar 3:

[Supporting Students to Become Problem Solvers](#)

Teacher Webinar 2 **Supporting Students To Learn From Mistakes**

Part of the webinar series on
Developing Resilient Young People



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Webinar 2:

[Supporting Students to Learn from Mistakes](#)

Teacher Webinar 4: Effective Questioning

Part of the webinar series on
Experiential Learning: Preparing Young People for Success after School



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Webinar 4:

[Effective Questioning](#)

Recordings of Webinars 5 & 6 on YouTube

Teacher Webinar 5: Appreciative Inquiry

Part of the webinar series on

**Experiential Learning: Preparing Young People for
Success after School**



Webinar 5:
[Appreciative Inquiry](#)

Teacher Webinar 6: Q&A with Teachers
Implementing Experiential Learning

Part of the webinar series on

**Experiential Learning: Preparing Young People for
Success after School**



Webinar 6:
[Q&A with Teachers
Implementing
Experiential Learning](#)

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School Enterprise Challenge

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