

INSTRUCTION FOR MENTOR**ENTREPRENEURSHIP**

1. Theme "Understanding of entrepreneurship"
Exercise "Motivation to develop entrepreneurship"

Developed by: *European Partnership, Lithuania*

Aim of exercise: To motivate mentee to think about the possibilities to start own business.

Learning outcomes:

- Ability to understand if the entrepreneurship is the right selection in mentee's career path.
- Ability to evaluate mentee's desires to become entrepreneur.

Expected duration: 45 min.

Description

Entrepreneurship is a way of life. Why entrepreneurship? Because of triggering event (e.g. getting fired), deliberate search, wanting to be own boss, to have more control, to be independent etc., but before becoming one – there are many factors to consider.

Steps for performing the exercise:

Mentor introduces the aim and the steps of the exercise to the mentees.

There are 2 steps in this exercise:

1 Step: In the first step mentees will be encouraged to think about their **purposes** to start their own business. They will have possibility to set their **objectives** (long-term, intermediate and short-term) to enter the business.

2 Step: In the second step mentees will determine the characteristics and skills that they need for entrepreneurship and will have possibility to decide which of these characteristics and skills they should improve or gain.

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HANDOUT FOR MENTEE

Step 1

Task for mentee

Please answer to following questions. Determine your **purpose** and **objectives** to enter the business.

Note: There might be many purposes to start your own business, but try to come up with a main one.

Note: When you determined the only one main purpose – it is easier to come up with the objectives that you want to achieve.

✓ **What is your purpose to enter the business?**

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✓ **What objectives you have?**

<i>Long-term for 10 years</i>	
1	
2	
3	
<i>Intermediate objectives for 5 years</i>	
1	
2	
3	
<i>Short-term objectives that you want to achieve in one year period</i>	
1	
2	
3	

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Step 2**Task for mentee**

Please answer to following questions. Think what characteristics and skills you need for entrepreneurship and which characteristics and skills you have. Then decide which of these characteristics and skills you should improve or gain.

✓ **Think of what characteristics and skills you need for entrepreneurship.**

Characteristics:

Skills:

✓ **Think of what characteristics and skills you have.**

Characteristics:

Skills:

✓ **Which of these you should improve, gain?**

Characteristics:

Skills: