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**SEE**

# **Sustainable Entrepreneurship Education (SEE)**

**“DEVELOPING AN ENTREPRENEURIAL  
MINDSET, STARTING AND RUNNING  
A BUSINESS”**

1st collaborative document | April - September, 2024



**SMART**

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## INTRODUCTION

Understanding the entrepreneurial mindset and its connection to entrepreneurial competencies

*An entrepreneurial mindset is a way of thinking that enables individuals to identify opportunities, take initiative, and innovate in various contexts.*

It involves a set of **attitudes, skills, and behaviors** that drive individuals **to create value, solve problems, and pursue their goals despite obstacles.** This mindset is characterized by curiosity, courage, empathy, creativity, resilience, adaptability, and a willingness to take calculated risks and resourcefulness.

**The development of an entrepreneurial mindset is intrinsically linked to the cultivation of entrepreneurial competencies.**

According to the European Commission, entrepreneurial competencies are essential for every member of society, enabling them to create value across all sectors. These competencies include the ability to recognize opportunities, mobilize resources, develop new ideas, and bring them to action. They are not limited to starting a business but are applicable in a wide range of professional and personal scenarios.

The European Commission's definition emphasizes that **entrepreneurial competencies are crucial for fostering innovation and economic growth.** They empower individuals to contribute meaningfully to society, whether by driving business success, enhancing public services, or leading social initiatives. The competencies encompass three main areas:

- **Ideas and Opportunities:** This involves spotting opportunities, imagining new possibilities, and turning ideas into action.

- **Resources:** This includes mobilizing resources, financial literacy, and leveraging support networks.
- **Into Action:** This involves taking the initiative, planning and managing projects, and learning from experience.

### "ENTRECOMP framework"



EntreComp into Action McCallum, E., Weicht, R., McMullan, L. and Price, A., *EntreComp into Action - Get inspired, make it happen: A user guide to the European Entrepreneurship Competence Framework*, Bacigalupo, M. and O'Keefe, W. editor(s), EUR 29105 EN, Publications Office of the European Union, Luxembourg, 2018, ISBN 978-92-79-79360-8, doi:10.2760/574864, JRC109128.

Developing these competencies **requires a holistic approach to education and training that integrates theoretical knowledge with practical experiences.**

Schools, communities, and businesses must **collaborate to create environments** where young people can practice and refine their entrepreneurial skills and developed their entrepreneurial mindset. This involves incorporating entrepreneurship into the curriculum, providing access to real-world projects, and offering mentorship from experienced entrepreneurs and field-experts.

**The real problem: why we need to develop an entrepreneurial mindset**

In today's rapidly changing world, **fostering an entrepreneurial mindset in youth is more critical than ever.** The traditional pathways of education and career development are being redefined by technological

advancements, globalization, and shifting economic landscapes. To thrive in this dynamic environment, young people need more than just academic knowledge—they require the skills, attitudes, and mindset of entrepreneurs.

Furthermore, **the rapid advancement of artificial intelligence (AI) underscores the importance of developing an entrepreneurial mindset.** AI is transforming industries and job markets, automating routine tasks, and creating new opportunities and challenges. In this context, critical thinking becomes an essential trait, enabling individuals to navigate complex problems, make informed decisions, and innovate beyond the capabilities of AI. Critical thinking, a core component of the entrepreneurial mindset, ensures that young people can adapt to AI-driven changes, leverage technology effectively, and maintain a competitive edge in the workforce.

A 2023 Eurobarometer survey shows that **46% of young people aged 15-30 in the EU would consider setting up their own business**, although they have not yet taken steps to do so.

An entrepreneurial mindset equips individuals with the ability to think creatively, take calculated risks, and solve problems innovatively. It promotes resilience, adaptability, and a proactive approach to opportunities and challenges. Developing these qualities in youth not only prepares them for future careers but also empowers them to drive positive change in their communities and beyond.

Despite the evident need, many education systems still lag in providing comprehensive entrepreneurship education. As a result, young people often lack the necessary tools and experiences to cultivate entrepreneurial thinking. This gap highlights the urgency to implement strategic measures that can nurture an entrepreneurial spirit from an early age.

By aligning educational strategies with the European Commission's framework for entrepreneurial competencies, we can ensure that **young people are equipped with the necessary tools to thrive in any field.** This approach not only prepares them for the challenges of the modern workforce but also fosters a culture of innovation and proactive problem-solving that benefits society as a whole.

### Time to act is now

Sustainable entrepreneurship education (SEE) aims to improve regional policies and programs for sustainable entrepreneurship education. The project will identify, analyze, disseminate and transfer good practices in five complementary areas:

- Developing an entrepreneurial mindset
- Developing 21st century skills (i.e. soft skills)
- Developing and using digital tools, games and methods
- Developing a culture of sustainability among tomorrow's entrepreneurs
- Increasing awareness of entrepreneurship education among teachers, schools, and other stakeholders.

Within project SEE **7 partners from 7 different regions** (BGE Hauts de France, France, Economic Council of East Flanders, Belgium, Lazio Region, Italy, Harghita County Council, Romania, Riga Local Government, Latvia, District of Rottal-Inn, Germany, Westpomeranian Region, Poland) each semester will **came together to bring recommendations how to ensure that entrepreneurship education is sustainable** and provides youth with the necessary skills and knowledge now and in the future

Within project partners will look deeply on each topic, **searching for good practices** in their region and **working with new ideas and ready-to use**



**action plan** how to ensure that gained experience can bring new added value in other region.

This is the **1st collaborative document**, and it is dedicated to the theme **“Developing an entrepreneurial mindset”**. This document presents a series of **policy recommendations aimed at developing an entrepreneurial mindset among youth aged 15-19**.

By drawing on **best practices** from partners' countries, these recommendations offer a multifaceted approach to integrating entrepreneurship education into the lives of young people. **The goal is to inspire, equip, and support** the next generation of entrepreneurs who will lead with innovation and drive societal progress.

### 1<sup>st</sup> international learning event in Riga, Latvia

The "Sustainable Entrepreneurship Education (SEE) Kick-off Meeting and 1st International Learning Event" took place in Riga, Latvia, on April 29-30, 2024.

As this event focused on "Developing an Entrepreneurial Mindset, Starting and Running a Business", program included **presentations, case studies, and interactive workshops**

aimed at enhancing the participants' understanding and capability to support **practical entrepreneurial education as a significant tool in developing an entrepreneurial mindset**.

Participants visited Riga State Gymnasium No.3 to see with their own eyes how schools in Latvia offers practical entrepreneurship education in formal education.

Participants also had the opportunity to visit significant local educational and business sites, including the "Gen-E 2024 Latvia" event in Jurmala. This annual event, organized by Junior Achievement Latvia, showcased the achievements of student companies and provided a platform for networking and learning from the best practices in developing and entrepreneurial mindset. and entrepreneurship education. The SEE event was an enriching experience, offering valuable insights and practical strategies for cultivating an entrepreneurial mindset.



## RECOMMENDATIONS FOR DEVELOPING AN ENTREPRENEURIAL MINDSET AMONG YOUTH (AGED 15-19)

*To foster an entrepreneurial mindset in young people, it's crucial to integrate various strategies and practices that have proven effective in different regions.*

Key recommendations based on partners' best practices and workshop

- **Multi-Week Events and Camps**

Implement intensive entrepreneurial camps and multi-week events, like those in Harghita County in Romania and Lazio Region Italy. These immersive experiences can ignite students' interest in entrepreneurship and provide hands-on learning opportunities. Also, international weeks/lessons/projects bring a wider and fresh perspective and unleashes creativity.



*"Vitaminbusiness", Harghita County Council, Romania*

- **Long-Term Programs at Schools**

Establish long-term entrepreneurship programs within the school curriculum, as seen in District of Rottal-Inn, Germany, Riga city in Latvia and BGE Hauts De France. These programs should be integrated into the formal educational framework to ensure

continuous development of entrepreneurial skills.



*"Entrepreneur School Bavaria (U-Gym)", Rottal-Inn, Germany*

- **Inspiring Events and Conferences**

Organize inspiring events and conferences that include both youth and adult entrepreneurs, following Westpomeranian Region in Poland example. Such interactions can provide valuable networking opportunities and real-world insights.



*"Conference SmartUp! Kids", Westpomeranian Region, Poland*

- **Interdisciplinary Approaches**

As being an entrepreneur is not a profession, entrepreneurship is not entirely separate from other fields. Entrepreneurship always comes together with different disciplines and knowledge - in product development as well as in operational work.

Link entrepreneurship education with other subjects like STEM and sustainability, reflecting the practices in Westpomeranian Region in Poland and in Riga City in Latvia. This interdisciplinary approach can make entrepreneurship relevant to various fields of interest and make new ventures more sustainable and with more added value regarding STEM.

- **Involvement of Successful Entrepreneurs**

Engage real entrepreneurs to share their success stories and experiences, like initiatives in East Flanders, Belgium, Lazio Region, Italy, and Westpomeranian Region, Poland. Inspirational stories can motivate students and provide practical advice.



*"WeDo Academy", Lazio Region, Italy*

- **Utilization of Digital Tools and Gamification**

Incorporate digital tools, gamification, and simulation-based learning, as practiced in BGE Hauts De France and Lazio Region in Italy. These innovative methods can make learning more interactive and engaging.



*"BUSY & NESS: an entrepreneur's experience", BGE Hauts de France, France*

- **Student-Run Enterprises/Student Companies**

Encourage the creation of student-run enterprises within schools as it is done in District of Rottal-Inn, Germany and Riga City in Latvia. This practical experience allows students to apply their learning in a real-world context and understand the dynamics of running a business.



*"Student Company program", Riga, Latvia*

- **Access to Resources and Funding**

Ensure that students have access to resources, including funding for their entrepreneurial projects in the learning process. This support can help turn their ideas into viable ventures. It could be as sponsorship for schools in which students

create new business ideas. Examples for this recommendation are found in Westpomeranian Region, Poland.

- **Mentorship Programs**

Develop mentorship programs where students can receive guidance and support from experienced entrepreneurs. This personal interaction can offer tailored advice and encouragement as it is in Harghita County in Romania and District of Rottal-Inn in Germany.



*“Entrepreneur in class”, East Flanders, Belgium*

### Additional recommendations

- **Access to ready-to-use and updated teaching and learning materials**

Educated and inspired teachers are a fundamental requirement for the success of any entrepreneurial education program.

Provide comprehensive training and materials for teachers to equip them with the necessary skills and knowledge on how to teach entrepreneurship and develop entrepreneurship competencies effectively. To train teachers to be more like a mentor, equipping them with techniques which usually are used by mentors.

Hackathons for teachers about effective methods for developing an entrepreneurial mindset. Practical teachers' education before they go into classes - senior teachers as mentors to younger teachers. As well as

creating a community for teachers for changing with materials and experiences.

- **Collaboration with Local Businesses**

Foster partnerships between schools and local businesses to provide students with internships, job shadowing, and project-based learning opportunities, as in District of Rottal-Inn in Germany. This collaboration can help students gain firsthand experience and industry insights.

- **Entrepreneurship Competitions**

Organize entrepreneurship competitions at local, national, and international levels. Competitions can stimulate creativity, innovation, and a healthy competitive spirit among students and also motivate them to participate in entrepreneurship education. Competition is an important part of experiences in District of Rottal-Inn in Germany and in Riga City in Latvia. In an event like this there is an opportunity to honor the best and most active teachers in order to raise the prestige of the profession.

- **Access to Resources and Funding**

Ensure that students have access to resources, including funding for their entrepreneurial projects. This support can help turn their ideas into viable ventures. It could be as sponsorship for schools in which students create new business ideas.

*By adopting these recommendations, we can cultivate an entrepreneurial mindset among youth, preparing them to become the innovative leaders of tomorrow.*