

The in-depth research conducted in the first phase of the project reveals to us which are the core competences that a successful entrepreneur should possess.



As we previously said, the first step that WINGS had to follow was to explore and deeply analyse the entrepreneurship and the entrepreneurial education scenario in each of the partners' countries, in order to achieve a better understanding of which are the current features and needs of the people to whom our project is addressed and so, be able to adapt our project to them and guarantee the usefulness of it. In order to do that, a desk and a field research were carried out in each country belonging to the project, where activities like surveys and focus groups with entrepreneurship-and-education-specialized people were set up.

From the survey, it was found that most of the trainers and educators are aware of what ICT and Virtual Gaming are and the benefits these new learning methods have on the training process, most of them even admitting to use these technological resources weekly in their classes. However, these new learning methods are not sufficiently encouraged yet, since participants also agree that there is a lack of adequate skills of teachers to make use of them, insufficient computers and internet in the classroom and lack of technical support that is directly connected to the insignificant requirements that schools have with ICT training of teaching staff.

From the desk research and focus groups, it was seen that the technology-related business is now a potential sector for start-ups and entrepreneurs. In addition, on its way to the internationalization, the most applied strategies by SMEs are the e-commerce and engaging Business-to-business markets. However, a perceived lack of capabilities remains one of the most frequently cited barriers for people to start a business, since entrepreneurship training is not sufficiently and adequately provided to ensure that entrepreneurs have all the necessary capacities.

Finally, based on the desktop and field research, the profile of the "global entrepreneur" or of the successful SMEs on the international markets include the following skills, which repeat across all countries:

- Global mindset – strategic thinking, business planning, leadership, vision and motivation to grow business internationally.
- Intercultural communication - foreign languages, networking, intercultural awareness, knowledge of differences in legislation and regulation in the international market, preferences of customers.
- Risk taking, business acumen, sense of opportunity, not being afraid to fail, self-confidence.

- Change management, adaptability, flexibility, openness to change.
- Creativity and innovation.
- Critical thinking, decision making, problem solving skills.
- Marketing and sales skills, customer orientation.
- Lifelong learning attitude – awareness of one's learning.
- Business skills – profit orientation, action orientation, financial management, operational thinking, people management skills.

Now, taking into account all this set of features and core competences that entrepreneurship requires and that our research let us know, we take the step towards Output 2 of the project: the creation of a package of teaching notes in which six topics will be established in order to provide training in each of the previous competences, to assure in that way that WINGS' output will cover the actual needs of the current entrepreneurial scenario.