



# How to Work with Entrepreneurship Education in Your School

*“Changing the working culture in schools requires  
a common will, proper scheduling, and concrete tools.”*



## About Entrepreneurship Education

“Entrepreneurship education is about learners developing the skills and mind-set to be able to **turn creative ideas into entrepreneurial action**. This is a **key competence for all learners**, supporting personal development, active citizenship, social inclusion and employability. It is relevant across the lifelong learning process, in all disciplines of learning and to **all forms of education and training**” (Eurydice Report 2016: Entrepreneurship Education at School in Europe).

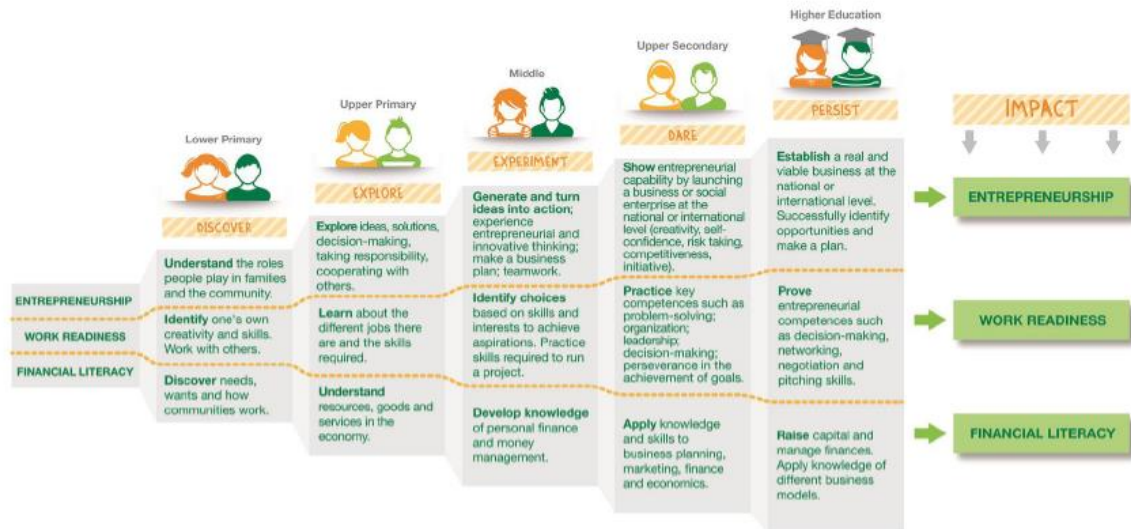
## The Three Components of Entrepreneurship Education

- **Entrepreneurship** is about turning ideas into action, creativity, innovation, risk-taking, to be able to plan and manage perseverance and self-confidence. We also include being able to seize opportunities; personally, in the community or at work. **Intrapreneurship** or ‘corporate entrepreneurship’ is the practice of entrepreneurship in an established firm or organization. Both entrepreneurs and intrapreneurs are usually highly self-motivated, proactive and action-oriented people who are comfortable with taking initiative, even within the boundaries of an organization, in pursuit of an innovative product or service.
- **Work Readiness** is the notion of bridging school, community, life and work. Entrepreneurship education focuses on bridging the gap and establishing a connection between school and the world of work. It includes specific work-related skills that young people need in order to be successful as entry-level workers or in any informal sector livelihood. It includes work habits and conduct, personal leadership at work, communicating with others at work, teamwork and collaboration at work, rights and responsibilities of workers and employers, and customer service. Through partnerships with the business sector and by using volunteers in the classroom, entrepreneurship education can connect the dots between what is taught in the classroom and the relevance of the information for the future. In this way, students will learn from the real-world connections and gain updated feedback from the world of work.
- **Financial literacy** is the ability to understand how money works in the world. It is about how to earn money and how to manage it, a set of skills and knowledge that allows a person to make informed and effective decisions with all of their financial resources. As young people are becoming increasingly responsible at an ever-earlier age for financial risks affecting their future, it is even more important to include this subject in entrepreneurship education today. Financial literacy includes financial skills necessary for future success as budgeting and decision-making to understand the consequences of the decisions they make about spending money. It also includes increasing the self-efficacy for critical financial tasks.

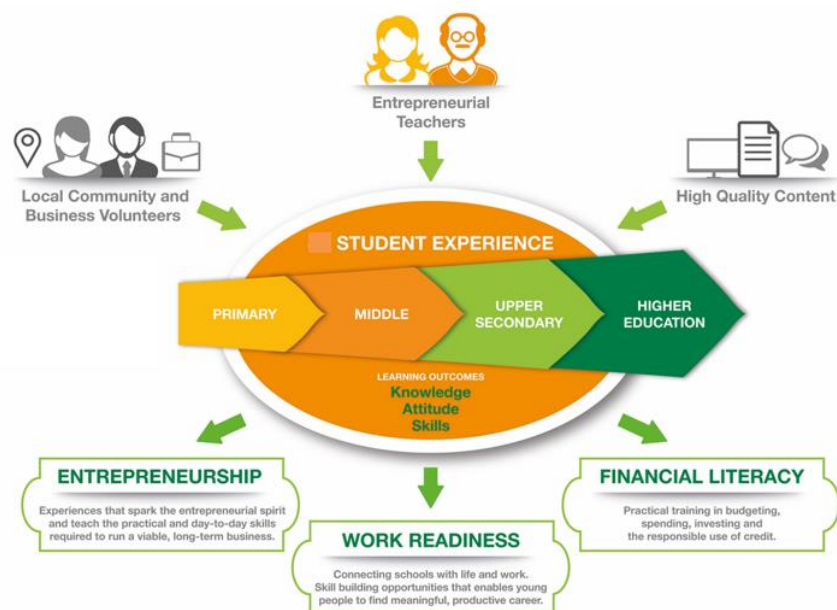
## A Clear Progression

When working with the students it is important to consider that a young person’s entrepreneurial learning journey can be gradual, with new experiences reinforcing previous learning and challenging them on to the next stage of development.

The **JA Education Pathway**, for instance, shows how students DISCOVER, EXPLORE, EXPERIMENT, DARE and PERSIST, all depending on their age and maturity. The aim is that any student, at any age from kindergarten to university, should have access to the best opportunities for active participation in business and community life.



Having a framework like this one can really help educational institutions move more easily into entrepreneurship education. It can also facilitate collaboration with NGOs, business and industry and other relevant stakeholders in the local environment.



The **role the local community and local businesses** can and does play in cultivating entrepreneurship is fundamental. There is great willingness on the part of the private sector to contribute, and there is an increasing consensus among researchers that letting students interact with people outside school or university is a powerful way to develop entrepreneurial competences.

**Volunteering** from the local community and the business sector helps young people be better prepared to enter the working place. A volunteer can also add value in important parts of the curriculum. At the same time, volunteering can develop a wide range of positive attributes amongst employees, such as which enthusiasm, teamwork and a greater sense of self-worth.

## Being an Entrepreneurial Teacher

In the European Commission's *"Entrepreneurship Education: A Guide for Educators"*, an entrepreneurial teacher is described as:



Download the Guide for Educators [HERE](#)

Being an entrepreneurial teacher requires significant changes in the way teachers themselves are educated. It is learning by doing and discovery that empowers students with more confidence to turn ideas into action. This call for a new role for the teacher: that of '**learning facilitator**.'

The role of the entrepreneurial teacher changes throughout the progression of his/her students. They require active, learner-centred pedagogies and learning activities that use practical learning opportunities from the real world. From focusing on creativity and self-confidence in primary school, the teacher moves more and more into facilitating students as they experiment and learn from their mistakes.

Entrepreneurship requires a way of teaching in which **experiential learning** is important. Teachers do not necessarily provide students with the answers, but help them to research and identify right questions and find the best answers. Developing the competences of school leaders and teaching staff – including aspiring new teachers and those who have been in the profession for a long time – must be a priority. High quality programmes for the continuing professional development of existing teachers are needed to support entrepreneurial teachers, and to make sure that those who did not have the chance to experience entrepreneurship education during their initial training can catch up with the latest developments.

Teachers should be confident in their teaching and well equipped for delivering the entrepreneurship education curriculum both within schools and in terms of thinking creatively about how to use **resources available within the local community**. That includes being able to networking effectively and to make connections to a wide range of stakeholders to support the classroom activities.

## Where to Start?

There are some important questions to ask and elements to consider in order to move ahead in a smooth and efficient way with entrepreneurship education:

- Entrepreneurship education need to be a part of the plans of the school, and communicated to teachers, students, parents and the local community.
- The support and leadership from the headmaster, who represents the leadership at the school, is a critical success factor.
- You need to cooperate and network with others. Entrepreneurship education is new to most. Teachers need networks among teachers to pick up ideas and to get feedback on their own teaching practices.
- Evaluation and assessment is another key topic. You need to review and assess what you do in order to measure progress in several areas.
- The role of the teacher becomes different working with entrepreneurship education. You need to focus on learning by doing activities and include the local community and the local work life. Entrepreneurship education cannot exist in the classroom only.

The Lappeenranta University in Finland has develop a "[Measurement Tool for Entrepreneurship Education](#)" worth looking into. Take this test, for example at a faculty/school meeting, to see where you are now. Take it again after year and check improvements.

## Content and Tools on Developing Entrepreneurial Competences

Content and tools should focus on developing competences such as team work, problem-solving, leadership, taking initiative, and creativity. It also builds skills in turning ideas into action, analysing information, managing a project or business venture, budgeting, handling finances, marketing and selling. Through activities students also have to use their knowledge of digital/STEM and foreign languages. Below you find some online environments with useful resources for teachers:

### The Entrepreneurial School Platform



Teachers need access to good content, tools and methods. The Entrepreneurial School platform is an online content bank and a community of teachers managed by JA Europe where people can share good practices, review content/tools or simply do a search. It also includes assessment tools.

More information: [www.tesguide.eu](http://www.tesguide.eu)

The examples are collected from 90 schools in several European countries. All content and tools are searchable accordingly to the following criteria:

- At which **age level** you teach
- The **different subjects** and activities you are interested in
- **Teaching issues** you want to look into
- How to strengthen different **skills and competences** among the students

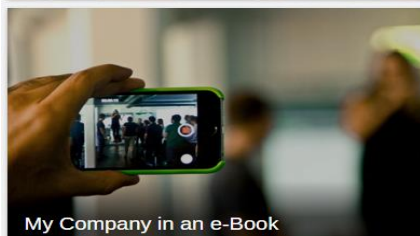
When teachers have selected a tool or method, there is an option to review the tool. We encourage all to share their opinion or view. This will help developing the virtual guide, and give important feedback to colleagues all over Europe.



## The ICEE Innovation Cluster on Content & Tools

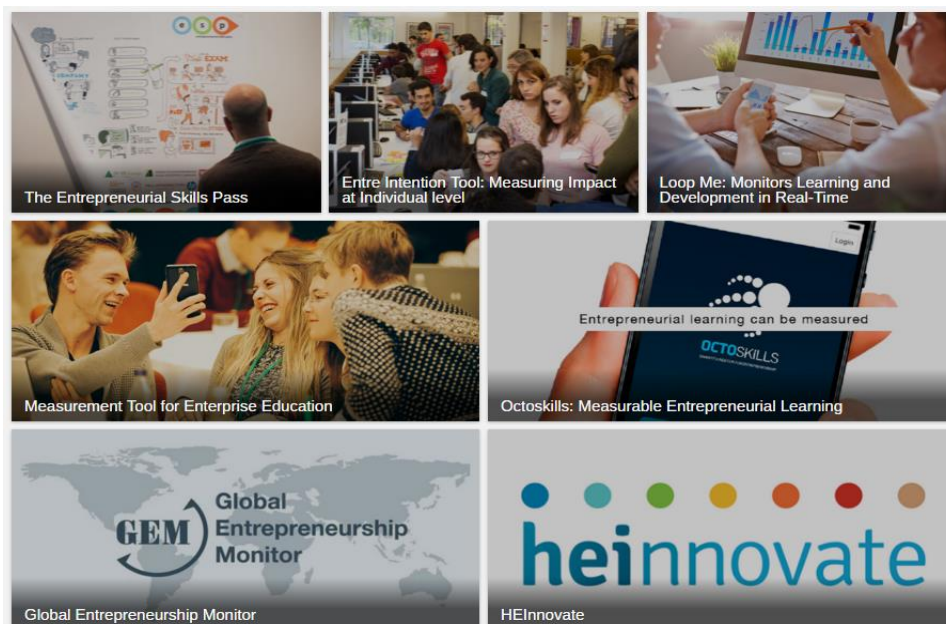


All good practices selected by the ICEE Innovation Cluster on Content & Tools are available [HERE](#). Each good practice is described by using a canvas template where the activity/project is described by highlighting needs and outcomes as well as challenges and solutions for the target group addressed by the good practice. The template also provides additional information about the implementation method, the activities and the resources needed. In total, 16 different good practises are selected, and more will come



## The ICEE Innovation Cluster on Assessment and Teacher Training

**Evaluation and assessment** is an important tool and a key topic. As a teacher, you need to review and assess what you do in order to measure progress in several areas. Examples of such tools can be found [HERE](#)



On the same platform you can also find good practices related to **teacher training** (both Initial Teacher Training and Continuous Professional Developments). Available [HERE](#).



If you are new to entrepreneurship education and you want to start working on it, have a look at what the Entrepreneurial School Platform suggests...

## **“A Quick Start Guide To Entrepreneurship Education”**

### **1. Start by doing a self-evaluation**

- A. Go to TES Guide main page [www.tesguide.eu](http://www.tesguide.eu) Choose “You and Your School” and there the link [Go to the Lappeenranta University's Measurement Tool for Enterprise Education](#).
- B. Click the *register* –link.
- C. Fill in some background information and create username.
- D. After that you can start answering the questions (approx. 30)
- E. Once the last question is completed click *send*.
- F. You will immediately receive your personal feedback to your email address.

### **2. Try some “easy to go” tools and methods to warm up!**

[Creative Cards](#) – it is valuable tool with all necessary information including PDF materials. Try a few of the creativity exercises in your class and you will be surprised to see how involved the students are. Can fit all age groups.

### **3. Read about and perhaps try one more method / tool**

We recommend to look into more tools / methods which are quite different:

[Autumn Market](#)

[Games in Entrepreneurial Teaching and Learning](#)

### **4. Register and write a review**

Register on the [www.tesguide.eu](http://www.tesguide.eu) and subscribe for the monthly newsletter. Get news and updated information on the content of the guide, included opportunities for participating in webinars and seminars. **Share your opinion: Write a review of a tool or method.** This will help us develop the virtual guide, and give important feedback to your colleagues all over Europe.

### **5. Look into tools describing methods and teaching approaches**

Some tools and methods are descriptions of methods or way of teaching in general. Use the search opportunities on the TESguides.eu to look into the following projects:

[Circle of Innovation](#)

[Dragon Fire Project](#)

[FIRE-Design](#)

### **6. Read an article about the impact of entrepreneurship education**

In the “Policy and Strategy” area in [www.tesguide.eu](http://www.tesguide.eu), you will find documents about entrepreneurship education. Start by reading "[Does entrepreneurship begin in the classroom?](#)"