



Why is entrepreneurial spirit important?

Youth perspective: From interest to career, using technology to create innovative products
Needs of students - knowledge, skills, values and attitudes for life-long learning and whole-person development

What are the differences between an in-school bizarre and an authentic business?

In-school bizarre	Authentic business
<ul style="list-style-type: none"> Friendship dealing School environment, easy and comfortable Loose and less restrictions 	<ul style="list-style-type: none"> Business dealing Competitive environment The norms of business ethics

What advantages do the teachers have when teaching students' entrepreneurial skills?

Teachers said:

- In-depth understanding of students' strengths and weaknesses
- Trust between teachers and students
- Enhancing students' ownership and...

What limitations do the teachers have and how do they overcome?

Teachers said:

Limitations	Overcome
<ul style="list-style-type: none"> Lack of network, experience of running an authentic business, professional knowledge from firms Time constraints and limited curriculum exposure, not a top priority for teachers to put effort on teaching entrepreneurial skills Cater for limited audience 	<ul style="list-style-type: none"> Training students for entrepreneurial education- Provide professional training workshops from business partnership Provision of entrepreneurship education- Close collaboration with sustainable business partnerships and EDB Business-School Partnership Programme

What effective support do the students need?

WE found:

- ▶ **P**rofessional Guidebook: e.g. Project Plan Handbook, Proposal Guidelines
- ▶ **P**resentation skills training for target audience such as investors, buyers...
- ▶ **P**rofound support from teachers e.g. questioning, guiding, debriefing, giving trust and encouragement
- ▶ **P**rofessional and critical advice from specialist

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Project We can Teachers' handbook



What did the students experience in running an entrepreneurial activity/ a business?

Students said:

- ▶ Writing proposal, budgeting, doing market research and analysis
- ▶ Authentic consumers' behavior
- ▶ Awareness of opportunities and constraint
- ▶ Competitive business environment
- ▶ Unexpected crisis and difficulties
- ▶ Reprice and sell for a profit, helping them learn the principles of Demand & Supply, marketing and selling strategies, logistics etc.



What qualities do students think in being an entrepreneur?

Students said:

Before

- ▶ Enormous financial resources
- ▶ Investment perspectives
- ▶ Powerful
- ▶ Large network

After

- ▶ Innovative and Creative
- ▶ Intrepidity to accept new ideas and turn ideas into actions
- ▶ Capable to assess risk and manage uncertainty
- ▶ Project management skills and decisive to make the best of the opportunities ahead
- ▶ Having responsibilities, Leadership
- ▶ Perseverance
- ▶ Positive values and attitudes
- ▶ Large network
- ▶ Good communication skills
- ▶ Credibility

What did the students find/ learn during the process?

Students said:

- ▶ Being an entrepreneur is not that easy
- ▶ Communication skills and presentation skills including sales tactics
- ▶ Be well prepared before running a business
- ▶ Leadership skills and collaboration skills
- ▶ Practical knowledge of Economic and financial literacy from lessons e.g. concept of Monopoly, Break-even analysis, financial management
- ▶ Professional financial and marketing knowledge and selling strategies from business professionals
- ▶ Risk assessment and project management skills

What is the difference between an entrepreneur and a salesperson?

Students said:

Entrepreneur

- ▶ Greater sense of ownership and responsibilities
- ▶ Self-organised from planning to implementing,
- ▶ Decision making process, from choosing products, product design to selling performance
- ▶ Leadership

Salesperson

- ▶ Less sense of ownership and responsibilities
- ▶ Only implementing selling strategies

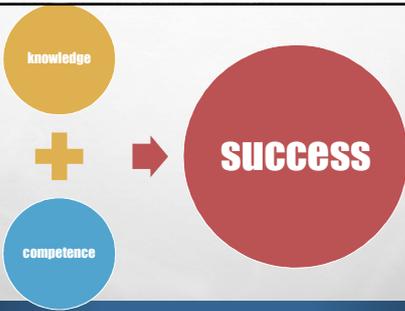


WE BELIEVE....

"Entrepreneurs are not 'born'.... rather they 'become' through the experiences of their lives."

Professor Albert Shapiro, Ohio State University

The Pathway of Nurturing students' entrepreneurial spirit through CRE



BASIC KNOWLEDGE

- ✓ **ACQUIRE SKILLS**
- ✓ **IDENTIFY CAREER OPTIONS**
- ✓ **UNDERSTAND ECONOMICS ATMOSPHERE**

CRE ACTIVITIES SHOULD BE DESIGNED TO NURTURE STUDENTS COMPETENCE.

Competency Awareness Activities

