



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 skills

Trust

commitment, sincerity, reliability, integrity, competence, consistency

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

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 audience such as teachers, buyers...
- ▶ **P**rofound support from teachers e.g. questioning, guiding, debriefing, giving trust and logo
- ▶ **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 constraints
- ▶ 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

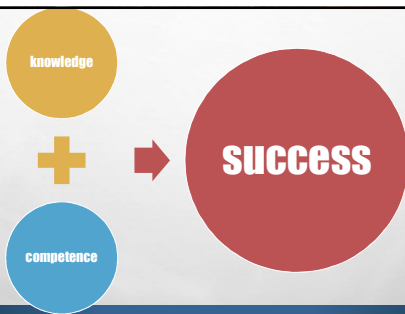
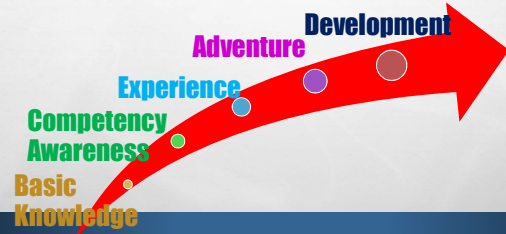


WE BELIEVE....

"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

