

EntreComp

The European Entrepreneurship Competence Framework

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| COMPETENCE | HINT | DESCRIPTION | NOTES  |
| 1.1Spotting opportunities | Use your imagination and abilities to identify opportunities for creating value | * Identify and seize opportunities to create value by exploring the social, cultural and economic landscape
* Identify needs and challenges that need to be met
* Establish new connections and bring together scattered elements of the landscape to create opportunities to create value
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| 1.2Creativity | Develop creative and purposeful ideas | * Develop several ideas and opportunities to create value, including better solutions to existing and new challenges
* Explore and experiment with innovative approaches
* Combine knowledge and resources to achieve valuable eﬀects
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| 1.3Vision | Work towards your vision of the future | * Imagine the future
* Develop a vision to turn ideas into action
* Visualise future scenarios to help guide eﬀort and action
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| 1.4Valuing ideas | Make the most of ideas and opportunities | * Judge what value is in social, cultural and economic terms
* Recognise the potential an idea has for creating value and identify suitable ways of making the most out of it
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| 1.5Ethical & sustainable thinking | Assess the consequences and impact of ideas, opportunities and actions | * Assess the consequences of ideas that bring value and the eﬀect of entrepreneurial action on the target community, the market, society and the environment
* Reflect on how sustainable long-term social, cultural and economic goals are, and the course of action chosen
* Act responsibly
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IDEAS & OPPORTUNITIES

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| COMPETENCE | HINT | DESCRIPTION | NOTES  |
| 2.1Self-awareness & self-eﬃcacy | Believe in yourself and keep developing | * Reflect on your needs, aspirations and wants in the short, medium and long term
* Identify and assess your individual and group strengths and weaknesses
* Believe in your ability to influence the course of events, despite uncertainty, setbacks and temporary failures
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| 2.2Motivation & perseverance | Stay focused and don’t give up | * Be determined to turn ideas into action and satisfy your need to achieve
* Be prepared to be patient and keep trying to achieve your long-term individual or group aims
* Be resilient under pressure, adversity, and temporary failure
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| 2.3Mobilising resources | Gather and manage the resources you need | * Get and manage the material, non-material and digital resources needed to turn ideas into action
* Make the most of limited resources
* Get and manage the competences needed at any stage, including technical, legal, tax and digital competences
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| 2.4Financial & economic literacy | Develop financial and economic know-how | * Estimate the cost of turning an idea into a value-creating activity
* Plan, put in place and evaluate financial decisions over time
* Manage financing to make sure your value-creating activity can last over the long term
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| 2.5Mobilising others | Inspire, enthuse and get others on board | * Inspire and enthuse relevant stakeholders
* Get the support needed to achieve valuable outcomes
* Demonstrate eﬀective communication, persuasion, negotiation and leadership
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INTO ACTION

RESOURCES

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| COMPETENCE | HINT | DESCRIPTION | NOTES  |
| 3.1Taking the initiative | Go for it | * Initiate processes that create value
* Take up challenges
* Act and work independently to achieve goals, stick to intentions and carry out planned tasks
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| 3.2Planning & management | Prioritise, organise and follow up | * Set long-, medium- and short-term goals
* Define priorities and action plans
* Adapt to unforeseen changes
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| 3.3Coping with uncertainty, ambiguity & risk | Make decisions dealing with uncertainty, ambiguity and risk | * Make decisions when the result of that decision is uncertain, when the information available is partial or ambiguous, or when there is a risk of unintended outcomes
* Within the value-creating process, include structured ways of testing ideas and prototypes from the early stages, to reduce risks of failing
* Handle fast-moving situations promptly and flexibly
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| 3.4Working with others | Team up, collaborate and network | * Work together and co-operate with others to develop ideas and turn them into action
* Network
* Solve conflicts and face up to competition positively when necessary
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| 3.5Learning through experience | Learn by doing | * Use any initiative for value creation as a learning opportunity
* Learn with others, including peers and mentors
* Reflect and learn from both success and failure (your own and other people’s)
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