

Workshop on Self Entrepreneurship
"Horizon to the Future"
KEY ACTION 2 ERASMUS + PROJECT



Erasmus+

- I was born in 1989 and... I created my own job
- Expert Project Manager and Expert in EU project planning
- In the schools worlds, planning and support more then 20 Erasmus Projects at the start of the new planning season 2014-2020
- Beyond 170h of training distributed in the Project Management field.
- Founder member of the association Pro.M.E.T.EU.S. – Promoting Mobility for Education and Training in EU Society
- Resp. Task Force Entrepreneurship FIDAPA BPW Italy and Young Entrepreneurs

About me

- Study!
- There is space in Europe for who is determined and has ideas
- Determination, stubbornness, versatility, flexibility
- «Have the nerve» VS humility
- Personal branding
- Social network have an important role
- And now, let's try to find out... Who have ever thought to become an entrepreneur or a freelance?
- How many of you have ever thought about «run away» to a foreign country?

Key words

Hope
CHANGES EVERYTHING



... Who is an entrepreneur?

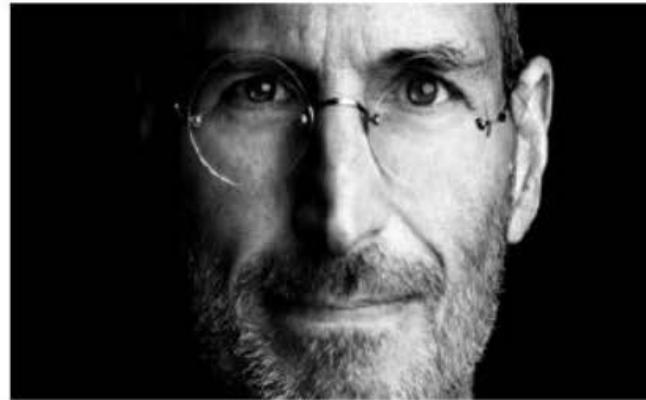


Each one of us is an unique and irripetible fragment that has inside a splendid masterpiece





We must try to understand what **makes us unique**
Without be influenced from the others or the society



WHICH ARE THE PERSONAL QUALITIES OF AN ENTREPRENEUR?

Guess which...



MOTIVATION

- **Ambition**
- **Aggressivity**
- **Competitiveness**
- **Dynamism**
- **Obstinacy**
- **Result orientation**



PERSONAL EFFECTIVENESS

- Interest for the job as the way of realization
- Vocation
- Audacity
- Learn from experiences
- Spirit of independence
- Self-realization
- Willpower
- Passion
- Act with energy
- Perseverance
- Trust in your own competencies
- Efficiency
- Tenacity

Personal effectiveness and entrepreneurship



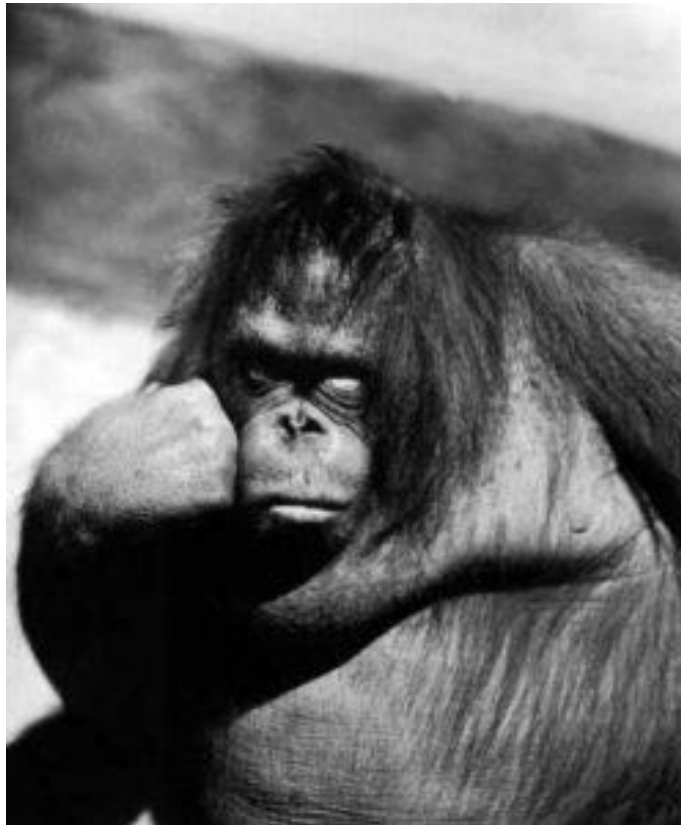
- Ability to express choices and decisions
- Analysis of situations skill
- Ability to organise
- Foresight skill
- Management of conflicts
- Flexibility

Open to discussion and to put oneself at stake

- The entrepreneur must have and develop a positive approach to the resolution of the problems that can be an obstacles for the management and the development of the enterprise → WINNING ATTITUDE

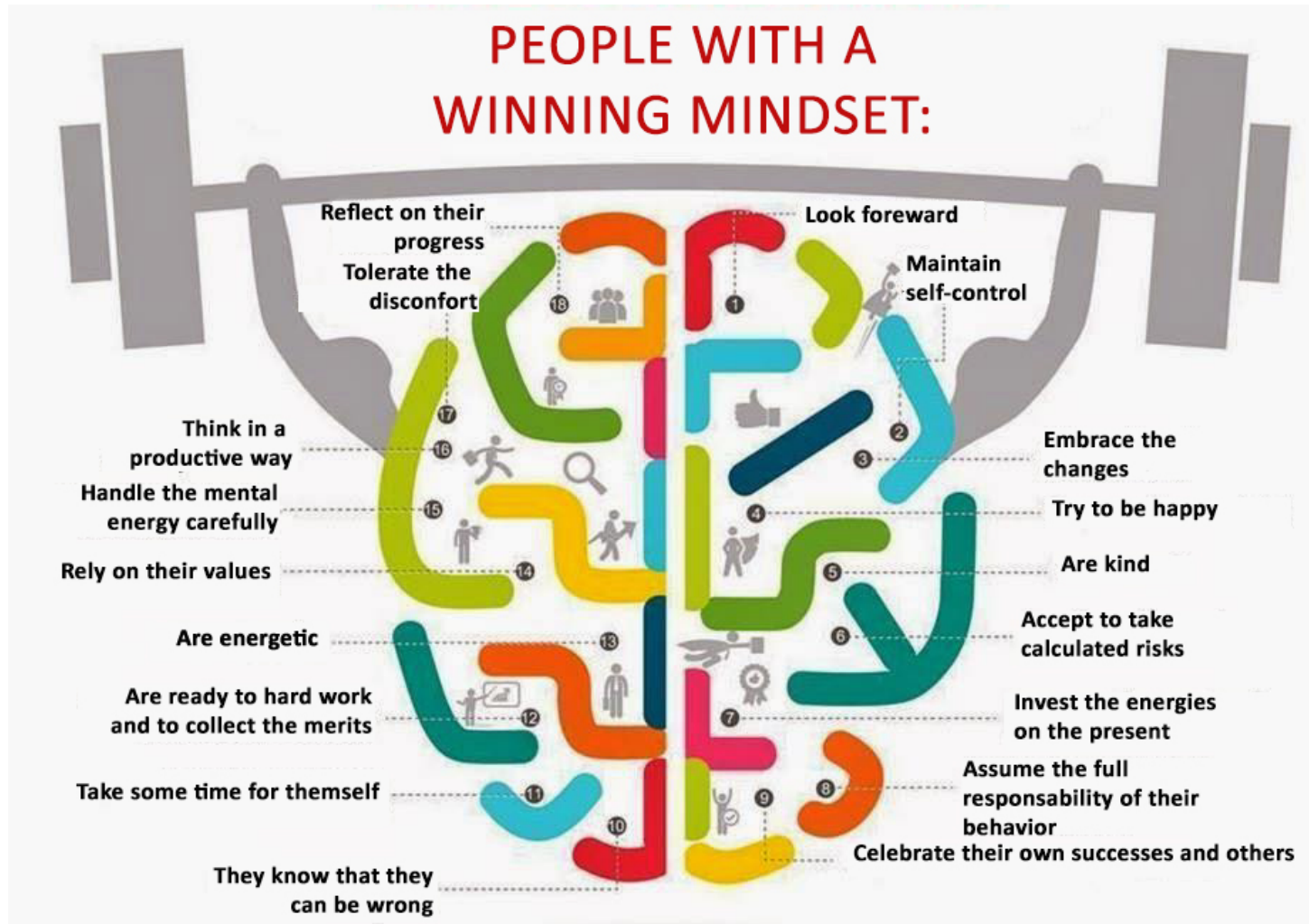
Focus on... positive
approach





WHO WINS?





You know what? They can be wrong...

COMMUNICATION AND RELATION SKILL

- Affability
- Negotiating skills
- Loyalty
- Reliability
- Persuasion skills
- Tolerance
- Able to present your own ideas

Communication and self-entrepreneurship





Aptitude to risk and change



- Motivation
- Creativity
- Innovation
- Ready in order to gather the opportunities
- Adventurous sense
- Availability to risk
- Intuition
- Ability to have an overall grasp
- Ability to change your own point of view
- Willingness to change

The entrepreneur must be ready to risk, have an open-to-change mindset (market, consumer, strategy, product, process etc ...) without resistance nor rigidity



If you can dream it you
can do it...

Le 4 C di Walt Disney.....

Somehow, I can't believe that there are any heights that can't be scaled by a man, by a man who knows the secret of making dreams come true.

The special secret it seems to me is summarized in **4 C's**.

They are **Curiosity**, **Courage**, **Confidence** and **Constancy**. And the greatest of all is Confidence. When you believe in a thing, believe in it all the way, implicitly and unquestionably.

