



FORCREST PROJECT

SURVEY ABOUT TRAINING NEEDS OF ENTREPRENEURS

Who has to fill in the survey?

Businessmen / Entrepreneurs / People connected with support tools (Incubators, Research Centers, Organizations linked to the creation of companies) / Professors and teachers / People sensitized to foster entrepreneurship

Purpose of the survey:

Detecting the training gaps of the university students of technical and economics degrees, in the area of business creation.

This survey aims to answer the following questions: In order to become an entrepreneur in a <technical/economic> course, do you think it is important to study <training subject>, If so, at what level of importance? What kind of knowledge (theoretic and/or practical) should be taught with this training?

Instructions to fill in the survey:

The survey is divided in various columns:

"Training Lines" Column: here are itemized courses connected with training in business creation.

The blanks have to be filled in with training lines that should complete the previous training received by the student (technical or economic).

"Previous Training" Column: indicate the level of importance of each training line, depending on the previous training received by the student (technical or economic). It is **necessary** to fill in both columns, that is, analyzing the level of importance of the training for a student with technical training background and doing the same in case of an economic background. The scale used is:

0: None 1: Few 2: Normal 3: A lot

Mark the corresponding box with X.

"Knowledge" Column: indicate the kind of knowledge, if theoretic and/or practical, should be learnt with this training line.

Mark the corresponding box with X.

TRAINING LINES		PREVIOUS TRAINING								KIND OF KNOWLEDGE THAT SHOULD BE LEARNT		
		Technical				Economic						
		Level of importance				Level of importance				THEORETIC	PRACTICAL	
		0	1	2	3	0	1	2	3			
HARD SKILLS												
CREATION OF COMPANIES	Entrepreneur profile											
	ICT companies: e-business, e-commerce, teleworking, etc.											
	Drawing up of the business plan	- Business idea										
		- Human capital										
		- Market and competition										
		- Marketing / Distribution										
		- Opportunities and risks										
		- Business management										
	Technical-productive study	- Economic and financial viability										
		- Legal frame of the company										
		- Production system										
		- Production strategies										
		- Distribution plant										
		- Production and know-how										
	Economic-financial study	- Operations plan: logistics, quality.										
		- Prototyping										
		- Outsourcing										
		- Indicators of business viability										
	Economic-financial study	- Project scheduling										
		- Economic quantification										
- Cash flows												
- Aids/Subventions and support instruments												
	Simulators of companies creation											
	Case studies (companies creation)											
	(Indicate training lines that have not been considered)											

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INNOVATION MANAGEMENT	Knowledge management										
	Basic concepts of innovation										
	Business strategy and technology strategy										
	Data mining										
	Technology forecast										
	Technology alertness										
	R&D: Research classes, R&D steps.										
	Tools for the innovation management (Indicate training lines that have not been considered)										
PROJECTS MANAGEMENT	Concept of "Project Management (PM)"										
	Planning tools and projects management: WBS, software (Project Manager), etc.										
	Teams organisation										
	Project culture										
	Short-term planning										
	Objectives management										
	Cost engineering										

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		0	1	2	3	0	1	2	3		
	Financial management										
	Human resources and PM										
	Security management and health at work										
	Contracting system										
	Communication management										
	Control										
	Total quality of the project										
	Simulator of projects management										
	- Basic concepts about sustainability										
	- Models of sustainable growth										
	- Business ethics										
	- Planning of environmental management										
	- Environmental impact										
	- Competition and sustainable development										
	- Profit and sustainable development										
	- Control of the environmental management										
	- Environmental policy of the EU										
	- Economic setting and business repercussions on the environment										
	Strategic approach of the sustainable development										
	- Case studies										
	(Indicate training lines that have not been considered)										

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SOFT SKILLS											
MANAGING SKILLS	Leadership										
	Team management and motivation										
	Teamworking										
	Negotiations and conflict resolution										
	Change management										
	Time management										
	Motivation technics										
	Communication in the company										
	Emotional intelligence										
	Strategic and operation planning										
	(Indicate training lines that have not been considered)										
COMMUNICATION SKILLS	Communication skills										
	Networking										
	(Indicate training lines that have not been considered)										