




Outlines for the qualitative measurement of entrepreneurship competence -based on EntreComp- for IEL&N:

Assessment criteria:




Novice (N)





Intermediate (I)

Advanced (A)




Competence Area	Competence	Exhortation	Indicator	Assessment	Criteria
IDEAS & OPPORTUNITIES	Spotting opportunities	Develop business on the spot: 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		<p>N: I can recognise opportunities to create value in my community and surroundings.</p> <p>I: I can proactively look for opportunities to create value, including out of necessity.</p> <p>A: I can use my knowledge and understanding of the context to make opportunities to create value.</p>
			•Identify needs and challenges that need to be met		<p>N: I can identify needs & challenges in my community and surroundings that have not been met.</p> <p>I: I can establish which user group, and which needs, I want to tackle through creating value.</p> <p>A: I can identify challenges related to the contrasting needs and interests of different stakeholders.</p>
			•Establish new connections and bring together scattered elements of the landscape to create opportunities to create value		<p>N: I can recognise the different roles the public, private and third sectors play in my region or country.</p> <p>I: I can identify my personal, social, and professional opportunities for creating value, both</p>

					<p>in existing organisations and/or by setting up new ventures.</p> <p>A: I can analyse an existing value-creation activity by looking at it as a whole and identifying opportunities to develop it further.</p>
Creativity	Develop creative and Purposeful ideas	<ul style="list-style-type: none"> • Develop several ideas and opportunities to create value, including better solutions to current and new challenges 		<p>N: I can develop several ideas alone and as part of a team, that create value for others.</p> <p>I: I can test the value of my solutions with end users.</p> <p>A: I can set up processes to involve stakeholders in finding, developing, and testing ideas.</p>	
		<ul style="list-style-type: none"> • Explore and experiment with innovative approaches 		<p>N: I can explore open-ended problems in several ways so as to generate multiple solutions.</p> <p>I: I can describe and explain different approaches to shaping open-ended problems and different problem-solving strategies.</p> <p>A: I can help others create value by encouraging experimentation and using creative techniques to approach problems and generate solutions.</p>	
		<ul style="list-style-type: none"> • Combine knowledge and resources to acquire valuable impact 		<p>N: I can improve existing products, services, and processes so that they better meet my needs or those of my peers and the community.</p> <p>I: I can assemble, test, and progressively refine prototypes that simulate the value I want to create.</p> <p>A: I can develop and deliver value in stages, launching with the core features of my (or my team's) idea and progressively adding more.</p>	

	Vision	Work towards your vision of the future to develop your own business idea work together in one Student Company complementing each other - as buddies	<ul style="list-style-type: none"> Imagine the future with your business idea 		<p>N: I can develop simple future scenarios where value is created for my community and surroundings.</p> <p>I: I can build future scenarios around my value-creating activity.</p> <p>A: I can discuss my (or my team's) strategic vision for creating value.</p>
			<ul style="list-style-type: none"> Develop a vision to turn ideas into action 		<p>N: I am aware of what is needed to build a vision thus I can imagine a desirable future scenario.</p> <p>I: I can build an inspiring vision that engages others.</p> <p>A: I can prepare a vision statement for my (or my team's) value-creating activity that guides internal decision-making throughout the whole process of creating value.</p>
			<ul style="list-style-type: none"> Visualise future scenarios to help guide effort and action 		<p>N: I can decide what type of vision for creating value I would like to contribute to.</p> <p>I: I can promote initiatives for change and transformation that contribute to my vision.</p> <p>A: I can create (alone or with others) a roadmap based on my vision for creating value.</p>

	Intercultural & sustainable thinking	Assess the consequences and impact of ideas, opportunities, and actions in an international setting	Appraise and reflect on the consequences of your ideas which bring value and the impact of entrepreneurial action on the target region, market, and the environment		<p>N: I can recognise the impact of my choices and behaviours, both within the community and the multicultural environment.</p> <p>I: I am driven by intercultural and sustainable mindset when making decisions.</p> <p>A: I will act to make sure that my intercultural and sustainability goals are met.</p>
RESOURCES	Self-awareness & Self-efficacy	Believe in yourself: Students independently work on their own cross border businesses ideas in their own student company	•Reflect on your needs, aspirations and wants in the short, medium, and long term		<p>N: I can describe my needs, wants, interests and goals.</p> <p>I: I can reflect on my individual & group needs, interests and aspirations about opportunities and future prospects.</p> <p>A: I can help others to reflect on their needs, wants & interests and how they can turn these into goals.</p>
			• Identify and assess your individual and group strengths and weaknesses		<p>N: I can describe what I am good at and what I am not good at.</p> <p>I: I can judge my strengths and weaknesses and those of others in relation to opportunities for creating value.</p> <p>A: I can team up with others to compensate for our weaknesses and enhance our strengths to create synergy.</p>
			• Believe in your ability to influence the course of events, despite uncertainty, setbacks, and temporary failures		<p>N: I believe in my ability to achieve what I intend to.</p> <p>I: I believe I can influence people and situations for the better.</p>

					<p>A: I believe in my ability to carry out what I have imagined and planned, despite obstacles, limited resources, and resistance from others.</p>
	Financial & economic literacy	Country/region specific: Develop financial and economic know-how	<ul style="list-style-type: none"> • Comprehend economic & financial concepts 		<p>N: I can explain simple economic concepts and draw the budget for a simple activity.</p> <p>I: I am aware of the rules & regulations on entrepreneurial behaviour but know a little about finance.</p> <p>A: I am well aware of the national legislation and regulations on entrepreneurial behaviour and identify different financial indicators to assess financial health.</p>
			<ul style="list-style-type: none"> • Find funding options and manage a budget for their value-creating activity. 		<p>N: I can describe the main role of banks in the economy and society.</p> <p>I: I can identify public and private sources of funding for my value-creating activity (for instance, loans, crowdfunding, and shares).</p> <p>A: I can choose the most appropriate sources of funding to start up or enhance a value-creating activity.</p>
	Digitization		<ul style="list-style-type: none"> • Obtain and manage the material, non-material and digital resources needed to turn ideas into action via virtual Ecomlab. 		<p>N: I can obtain and manage the essential resources digitally to turn my idea into action.</p> <p>I: I can develop a plan for dealing with limited resources when creating my value-creating activity in a digital environment.</p> <p>A: I can get together the necessary resources to develop my value-creating activity digitally.</p>

		Gather and manage the resources you need digitally via (virtual) Ecomlab	<ul style="list-style-type: none"> • Exploit the limited resources in digital environment 		<p>N: I can use my resources effectively to achieve my goals.</p> <p>I: I can manage my resources effectively, using techniques and tools that aid me (or my team) to be productive.</p> <p>A: I can effectively meet the specific needs of my value-creating activity by using the limited resources.</p>
			<ul style="list-style-type: none"> • Obtain and manage the competences required at any stage, including technical, and digital competences 		<p>N: I can recognize sources of help for my value-creating activity (for example, teachers, peers, mentors).</p> <p>I: I can find digital solutions (for example, free, paid, or open-source) which could assist me manage my value-creating activities efficiently.</p> <p>A: I can find digital & technical support to help me manage my activity or take advantage of an opportunity to create value.</p>
	Mobilising others	Inspire, enthuse, and get others on board	<ul style="list-style-type: none"> • Inspire and enthuse relevant stakeholders 		<p>N: I can communicate their ideas clearly and with enthusiasm.</p> <p>I: I can persuade, involve, and inspire others in value-creating activities.</p> <p>A: I can inspire others and get them on board for value-creating activities.</p>

			<ul style="list-style-type: none"> • Demonstrate effective communication, persuasion, negotiation, and leadership 		<p>N: I can communicate the value of my (or my team's) idea to stakeholders from different backgrounds effectively.</p> <p>I: I can persuade others by communicating effectively and providing evidence for my arguments.</p> <p>A: I can communicate the vision for my (or my team's) venture in a way that inspires and persuades external groups and I can take part in constructive discussion.</p>
	Taking the initiative	Strive for your goal as a starting entrepreneur through international student ventures	<ul style="list-style-type: none"> • Initiate processes that create value 		<p>N: I am willing to have a go at solving problems that affect their communities.</p> <p>I: I can initiate value-creating activities.</p> <p>A: I can look for opportunities to take the initiative to add or create value.</p>
			<ul style="list-style-type: none"> • Take up challenges 		<p>N: I am comfortable in taking responsibility in shared activities.</p> <p>I: I can take individual and group responsibility in value-creating activities.</p> <p>A: I can take responsibility in seizing new opportunities and when facing unprecedented challenges in value-creating activities.</p>
			<ul style="list-style-type: none"> • Act and work independently to achieve goals, stick to intentions and carry out planned tasks 		<p>N: I can work independently in simple value-creating activities.</p> <p>I: I am driven by the possibility of being able to initiate value-creating activities independently.</p> <p>A: I can initiate value-creating activities alone and with others.</p>

INTO ACTION

<h1 style="writing-mode: vertical-rl; transform: rotate(180deg);">INTO ACTION</h1>	Learning through experience	Learning by doing	<ul style="list-style-type: none"> • Use any initiative for value creation as a learning Opportunity 		<p>N: I can anticipate that my abilities and competence will grow with experience, through both successes and failures.</p> <p>I: I am always looking for opportunities to improve my strengths and reduce or compensate for my weaknesses.</p> <p>A: I can find and choose opportunities to overcome my weaknesses and to develop my (or my team's) strengths.</p>
			<ul style="list-style-type: none"> • Reflect and learn from both success and failure (your own and other people's) 		<p>N: I can provide examples of temporary failures that have led to valuable achievements.</p> <p>I: I can reflect on failures (mine and other people's), identify their causes and learn from them.</p> <p>A: I can reflect on my (or my team's) achievements and temporary failures as things develop so as to learn and improve my ability to create value.</p>
	Working with others	Team up, collaborate and network in an international setting.	<ul style="list-style-type: none"> • Work together and cooperate with other students to develop ideas and turn them into action 		<p>N: I am open to involving others in my value-creating activities.</p> <p>I: I can build a team and networks based on the needs of my value-creating activity.</p> <p>A: I can work with a remote team of people who can independently contribute to a value-creating activity.</p>
			<ul style="list-style-type: none"> • Network through internship mobility 		<p>N: I am open to establishing new contacts and cooperation with others (individuals and groups).</p> <p>I: I can establish new relationships to get the support I need to turn ideas into action, including emotional support.</p> <p>A: I proactively expand contact with the right people inside and outside my organisation to support my value-creating activity.</p>

			<ul style="list-style-type: none"> • Solve conflicts and face up to competition positively when Necessary 		<p>N: I can recognise the role of my emotions, attitudes, and behaviours in shaping other people's attitudes and behaviours and vice versa.</p> <p>I: I can face and solve conflicts.</p> <p>A: I can deal with non-assertive behaviour that hinders my (or my team's) value -creating activities effectively.</p>
	Intercultural & Linguistic development	Students from diverse culture learn the same language across borders.	learn, speak the same language, and communicate effectively in the international setting.		<p>N: I can show respect for others, their background, and culture.</p> <p>I: I value diversity as a possible source of ideas and opportunities.</p> <p>A: I understand the common language of my team to communicate, and express and understand feelings</p>
	Effective communication	Facilitate smooth and effective communication across borders.	Enhance effective communication with new tools & means		<p>N: I engage actively in listening to other people's opinions.</p> <p>I: I can effectively use technology to communicate and share my ideas with others.</p> <p>A: I can understand people's emotions and communicate with them accordingly using different means.</p>