



CITEUROPASS
Imagining and experiencing
European citizenship through playing



Top 10



What are the most important actors in the entrepreneurial ecosystems?

Each player provides an example going around the table until no more suggestions are made. Complete the list with as many as you can.

1. The Entrepreneur him/herself, ... ,



Ex: Government, University, Angel Investors, Venture Capital Funds, Talents, Mentors, Role Models, NGOs in Entrepreneurship, Entrepreneur Networks, Research Institutes and others, Incubators, ...



under 4 = 1 point 4-6 = 2 points 6-10 = 3 points



Top 2



Name at least two specificities of a European Cooperative Society (SCE)

1 point per specificity given



5 or more natural persons, by 2 or more legal entities, merger of 2 or more existing cooperatives, The minimum capital requirement is EUR 30,000, must be registered in the EU country where it has its head office, is treated as any other multi-national company and pays taxes in those countries where it has a permanent establishment





Odd one out



Which of the following attributes does not belong to the Spigel's Model to analyse the Entrepreneurship Ecosystem?

- a) Cultural Attributes
- b) Financial Attributes
- c) Social Attributes
- d) Material Attributes



b



Entrepreneurship stakeholders may include government, schools, universities, private sector, family businesses, investors, banks, entrepreneurs, social leaders, research centers, military, labor representatives, students, lawyers, cooperatives, communes, multinationals, private foundations and international aid agencies.



True or False ?



A business model should address who your customer is, what value you can create/add for the customer, and how you can do it at a reasonable cost.

True or False ?



True



By Peter Drucker.



Define



Define the Entrepreneurial Ecosystem using the following key terms:

1. Stakeholders
2. Socio-economic context

1 player takes up this challenge for a personal point



The Entrepreneurial Ecosystem could be defined as a set of stakeholders - institutional, business and non-governmental organizations working to enhance entrepreneurial attitudes, activity and business excellence, interacting in a specific socio-economic context.



Award personal point only if BOTH terms are used.



True or false ?



There is only one Business Model that is successful.



False





Multiple choice



To decide to commercialize a product in Europe, the CEO of Company will take care of

- a) The turnover which can be generated in all the countries
- b) The turnover which can be generated in a targeted country
- c) The behaviour of the potential customers in each country. .



C



This is the behaviour to decide to buy a product. All these buyers together will be the turnover for a Company. Considering the total of these behaviours, this is called the market. But the most important thing is at the very beginning to know how people decide to invest in the offered solution.



Anecdote



Tell an anecdote from work life of your parents/ grandparents, which illustrates the changing economic and social conditions of working life.

1 player takes up this challenge for a personal point



Any story reflecting changing character of work today, e.g. nowadays work loses its place as a central value in society - young people who are more individualistic (give-and-take relationship, desire for autonomy) - women more concerned about professional equality - the situation of executives (managers) weakened and deteriorated - weakened unions - stress at work



Moderator awards a personal point or 1 point if lacking detail or relevance.



Top 3



Describe at least 2 typical new trends in the mindset of *Generation Z* concerning working life.



Possible answers include but are not limited to: - seek meaningful work; - values flexibility and autonomy in the workplace; - seek to integrate their personal interests and passions with their professional work; - prioritize mental health and well-being; - tech-savvy generation; - seek opportunities for growth; - values diversity and inclusion.





Anecdote



What is your most important issue concerning time management/personal efficiency and what are the possibilities to address it ?

Ex: I always procrastinate. Now I use an alarm on my phone 3 days before the deadline.

1 player takes up this challenge for a personal point



Any experience with personal efficiency and possible solution, method or tool (student should show ability to reflect on his/her own time management skills)



Award point based on convincing detail and useful advice.



Odd one out



What of the following is not considered a managerial function according to Fayol:

- A) Planning
- B) Organizing
- C) Commanding
- D) Coordinating
- E) Controlling
- F) Staffing



Staff management is often handled by the HR department



Top 2



Name at least 2 typical features of European management compared to American or Asian management.



• orientation to people and CSR • internal negotiations, dialogue • know-how in diversity management • application of corporate diplomacy



1 = 1 point 2 = 2 points



Burning issue



What are the difficulties, pitfalls or risks of multicultural and multi-ethnic environment in Europe in business management? **Ex: Perceptions of culture**

1 player takes up this challenge for a personal point



- concerns about stereotypes, • reluctance to discuss differences - perceived as uncomfortable, threatening, inappropriate...
- considering apparent similarity as evident, e.g. French vs. Japanese culture and French vs. Latin culture (being careful in our own perception of similarities)
- creation of a certain homogeneity to mask differences (American project manager in the Belgian-American team, dominance of the American or Anglo-Saxon approach in an attempt to create a certain homogeneous sub-culture) etc





Anecdote



Have you experienced a certain culture shock in your life?

How can such shocks be dealt with in a personal and professional environment?



(Individuals must consciously prepare for it, reflection on one's own weakness and insecurity from the Other's approach is the key to building a valuable relationship with him, the Other must be at the core of our intercultural attitude, we must be aware that his characteristics and reactions can destabilize us and be unpleasant for us, but realizing these facts is the first step on the way to interculturality. We need to focus on communication and concentrate on how the Other receives and decodes our messages.) **Max 2 points**





Top 3



Name at least 3 essential intercultural skills of individuals in multicultural working teams.

Each player names 1 until 3 are reached.



- communicate – ask and listen • work with information and numbers – identify, organize and use useful information • think about the problem and look for solutions - evaluate the situation, grasp the core of the problem • point out positive attitudes and behavior • constantly learn and progress • work with others)



1-2 = 1 point. 3 = 2 points.



Top 3



Name at least three forms of external financing of small and medium-sized enterprises (SMEs).

Each player names 1 until 3 are reached.



Possible answers: • bank loans • credit lines • debt securities • equity • trade credit • leasing or hire-purchase • other loans



1-2 = 1 point. 3 = 2 points.



True or false ?



External financing of companies is vitally important for SMEs and start-ups.

True or False?



True

Internal financing is often easier to obtain for established businesses that may already have stock or assets that can be tapped into.





True or false ?



An example of internal financing is the sale of fixed assets held by the business.

True or False?



True



This form of financing can be useful when additional finance is needed to support day-to-day sales.



Pitch



Imagine you want to finance a startup.

What different ways can you choose to finance your business?

1 player takes up this challenge for a personal point



Starting with personal financing and credit lines -
Reaching out to friends and family - Applying for
a business loan - Catching the attention of an
angel investor - Pitching your startup to venture
capitalists - Hosting a crowdfunding campaign -
Joining a startup incubator - Seeking out
government grants and subsidies. At least 4
must be mentioned 1-2 = 1 point. 3 = 2 points.





Multiple choice



Which of the following European entities aims mainly to improve SME's access to finance and markets?

- a) European Central Bank
- b) European Parliament
- c) European Innovation Council and SMEs Executive Agency (EISMEA)



c

The ECB aims at single monetary policy. European Parliament aims to represent people's interests with regard to EU law-making and to make sure other EU institutions are working democratically





Rank



Rank the most relevant forms of financing European SMEs:

- Trade credit
- Equity
- Factoring
- Internal Funds (Retained Earnings or Sale of Assets)
- Credit lines and credit cards overdraft
- Leasing or Hire-Purchase
- Bank Loans
- Grants or subsidised bank loans



1 player takes up this challenge for a personal point



Ranking according to Survey on the access to finance of enterprises (SAFE):

(1) Credit lines and credit cards overdraft (2) Leasing or Hire-Purchase (3) Bank Loans (4) Grants or subsidised bank loans (5) Trade Credits (6) Internal Funds (Retained Earnings or Sale of Assets) (7) Equity (8) Factoring

First 5 must include top 3 to get 2 points.



Classify



Classify the following words as either
Costs or Income: **HIDE THE CARD**

Company car – Salaries – Turnover –
Subsidies – Heating - Raw materials
Equipment



Costs € 

Company car
Salaries
Heating
Raw materials
Equipment

Income 

Turnover
Subsidies



Income is the money your business takes in
and costs are what it spends money on.



Gap-fill



Fill in the gaps with red words : ½ point per word
Emotion/Anger/Experiences/Rational/Perception/
Cleverness/ Avoid

A decision is the result of a _____ of _____
by our brain and a _____ process to
explain the final decision. _____ is a serious
partner in decision-making or life choices. The first
function of the human brain is to _____
danger and an innovation is first perceived as a
danger. A human's _____ is scored by
the quantity of different _____ that this
person has had in her life.



Answers in order:

Perception - Danger – Rational – Emotion –
Avoid – Cleverness - Experiences

