



Leonardo Da Vinci TOI
2012-1-ES1-LEO05-50335

ENTANGLE – R.5 Database with the existing bibliography

Circulation: Public
Partners: Fundación Maimona
Authors: Alejandro Hernández Renner, Olga Galea Gallardo, Leonor Martín Cabello.
Date: 15/05/2013
Doc. Ref. N°: R5 Database with the existing bibliography



Programa de
Aprendizaje
Permanente

"This project has been funded with support from the European Commission. This publication reflects the views only of the author, and the Commission cannot be held responsible for any use which may be made of the information contained therein."

COPYRIGHT

© Copyright 2012 The ENTANGLE Consortium

Consisting of :

<u>Fundación Maimona</u>
<u>Business Development Friesland</u>
<u>First Elements Euroconsultants Ltd</u>
<u>European Forum for Vocational Education and Training</u>
<u>European Leadership Institute, Ltd.</u>
<u>Fundació Joan XXIII</u>
<u>Slovak University of Agriculture in Nitra</u>

This document may not be copied, reproduced, or modified in whole or in part for any purpose without written permission from the ENTANGLE Consortium. In addition an acknowledgement of the authors of the document and all applicable portions of the copyright notice must be clearly referenced.

All rights reserved.

This document may change without notice.

VERSION CONTROL

Version	Date	Comment
01		
02		
03		
04		

TABLE OF CONTENTS

1 INTRODUCTION 3

 1.1 FIELD OF APPLICATION - SCOPE 3

2 ENTANGLE WEBSITE ¡ERROR! MARCADOR NO DEFINIDO.

1 INTRODUCTION

1.1 Field of application - Scope

Within the work package 2 Inventory status quo it is planned the creation of database with the existing bibliography and documentation of interest of the project.

The aim is that these additional materials of partners could constitute additional materials for the transfer of innovation and the inclusion in the training plan, as well as to be used as add-on resource for learners.

2 DATABASE

A template for the recollection of additional resources has been developed and partners provided the additional materials.

BDF and First Elements provide the main training materials of Entangle project: Business Model Canvas and the ViPia Materials, which are not included in this database of additional materials. Below are the materials provided by Fundación Maimona, ELIN, FEMSUA and FJXXIII.

Name of the partner	Fundación Maimona
You have copyright (yes/no)	Yes
Name of the material	Metodología de Emprendimiento de la Red de Exnovadores II (Methodology for Entrepreneurship of the Network of Exnovadores II)
Type of material (methodology, modules, trainers handbook, best practices, guidelines....)	Methodology
Target public of the material	Professionals who offering guidance for entrepreneurship.
Description of the material (ensure to include the aim of the materials and references to the content)	Establishing and promoting a good working method for all professionals who offer business advisory services and innovation to the entrepreneur and businessman. Proposes a form of collaborative work that allows all network members Exnovadores to work in the same way in terms of attention, monitoring and derivation of a question receive about entrepreneurship. The methodology is simple, easy to understand and implement.
When and where was the material used/tested	2011/2012 Extramadura (Spain)

Name of the partner	Fundación Maimona
You have copyright (yes/no)	Yes
Name of the material	La Estrella - Un proceso colectivo en busca de la calidad (A collective process in search of quality)
Type of material (methodology, modules, trainers handbook, best practices, guidelines....)	Book - Knowledge papers on workshops
Target public of the material	Managers and employees of businesses
Description of the material (ensure to include the aim of the materials and references to the content)	Guidance and training to managers and employees of local businesses, to improve their quality, performance and be in a more competitive level. It includes information on: management of quality costs, customer feedback, efficiency of the processes, among others.
When and where was the material used/tested	2003-2004 - Los Santos de Maimona (Spain)

Name of the partner	ELIN
You have copyright (yes/no)	Yes
Name of the material	Personality type indicator
Type of material (methodology, modules, trainers handbook, best practices, guidelines....)	Guidelines
Target public of the material	Team and company managers
Description of the material (ensure to include the aim of the materials and references to the content)	Personality type indicator (PTI) is a tool designed to identify different types of personalities in terms of how they perceive the world and make decisions. The tool is based on famous Myers-Briggs Type Indicator (MBTI) and was developed by former manager of Norwegian Leadership Development Foundation and today's president of ELIN, namely Ulf Hallan. The indicator can be used in the areas of pedagogy, career counseling, team building, group dynamics, professional development, marketing, family business, leadership training, executive and life coaching, personal development and other areas. The aim of material presenting different types is to understand diversity of people and the need of different tools for HR management. Note: the test to assess personality type is not included in the guidelines but there are some good quality free tests online.
When and where was the material used/tested	2009-2011 Lithuania

Name of the partner	ELIN
You have copyright (yes/no)	Yes
Name of the material	A business plan template
Type of material (methodology, modules, trainers handbook, best practices, guidelines....)	Guidelines
Target public of the material	Business planners
Description of the material (ensure to include the aim of the materials and references to the content)	<p>A business plan template explained in terms of cooking. "If you have ever cooked something more sophisticated than a boiled egg, a business plan is like a recipe for a business you are going to make. In order to be able for improvements once you screw up, you need to write things down. The plan will force you to answer the following questions:</p> <ol style="list-style-type: none"> 1. What do you want to cook and when? (business idea and objectives) 2. Who will eat and why? (target group and their needs) 3. What products will you need? (infrastructure and investments) 4. Who will cook? (management and leadership) 5. Where will you get the fire? (HR management) <p>The descriptions are complemented with inspirational quotes by famous people. The aim of the material is to help business starters to develop a business plan and increase their motivation in pursuing a business. Note: the document is available in Lithuanian only.</p>
When and where was the material used/tested	2012 Lithuania

Name of the partner	JOAN XXIII
You have copyright (yes/no)	YES
Name of the material	LA SEGMENTACIÓN DEL CLIENTE
Type of material (methodology, modules, trainers handbook, best practices, guidelines....)	HANDBOOK
Target public of the material	VET STUDENTS, 19 TO 22 YEARS OLD
Description of the material (ensure to include the aim of the materials and references to the content)	Handbook with the criteria in order to create homogeneous groups of costumers
When and where was the material used/tested	To teach "The costumers and their types". Classroom material.

Name of the partner	JOAN XXIII
You have copyright (yes/no)	YES
Name of the material	Practica. LA SEGMENTACIÓN DEL CLIENTE
Type of material (methodology, modules, trainers handbook, best practices, guidelines....)	EXCERCISE
Target public of the material	VET STUDENTS, 19 TO 22 YEARS OLD
Description of the material (ensure to include the aim of the materials and references to the content)	Exercise for practising the concept of segmentation of the costumers
When and where was the material used/tested	I use the material after I've taught "the costumers and their types". The aim is to practise the concept for the student to be aware of the importance of the different types of costumers. Classroom exercise.

Name of the partner	JOAN XXIII
You have copyright (yes/no)	YES
Name of the material	Practica: LA LOCALIZACIÓN DE LA EMPRESA
Type of material (methodology, modules, trainers handbook, best practices, guidelines....)	EXCERCISE
Target public of the material	VET STUDENTS, 19 TO 22 YEARS OLD
Description of the material (ensure to include the aim of the materials and references to the content)	Collection of three exercises about finding the perfect location for different types of businesses.
When and where was the material used/tested	I use this material when I teach the location, always in the classroom

Name of the partner	JOAN XXIII
You have copyright (yes/no)	YES
Name of the material	Practica: El ciclo de vida del producto
Type of material (methodology, modules, trainers handbook, best practices, guidelines....)	Hint game
Target public of the material	VET STUDENTS, 19 TO 22 YEARS OLD
Description of the material (ensure to include the aim of the materials and references to the content)	Deductive practice. Its aim is to discover the different parts of the lifecycle of the products. It's a good practice to talk about innovation
When and where was the material used/tested	I use this material when I explain marketing, specifically the 4 P's

Name of the partner	JOAN XXIII
You have copyright (yes/no)	YES
Name of the material	Practica. Repaso sobre: IMAGEN, LOCALIZACION Y SEGMENTACION
Type of material (methodology, modules, trainers handbook, best practices, guidelines....)	Mock exam
Target public of the material	VET STUDENTS, 19 TO 22 YEARS OLD
Description of the material (ensure to include the aim of the materials and references to the content)	List of questions to prepare students for the exam
When and where was the material used/tested	I use the material before the exam

Name of the partner	JOAN XXIII
You have copyright (yes/no)	YES
,m.	Rubrica y evaluacion exposiciones sobre la idea
Type of material (methodology, modules, trainers handbook, best practices, guidelines....)	Evaluation template of oral statement about the idea of business
Target public of the material	VET STUDENTS, 19 TO 22 YEARS OLD
Description of the material (ensure to include the aim of the materials and references to the content)	Check List of criteria of evaluation of students
When and where was the material used/tested	I use the material when we are working on the enterprise idea and students explain their idea to the rest of the class.

Name of the partner	JOAN XXIII
You have copyright (yes/no)	YES
Name of the material	Practica: analisis DAFO (SWOT) de nuestro negocio
Type of material (methodology, modules, trainers handbook, best practices, guidelines....)	Practice about the strengths, weaknesses, opportunities and threats of our business
Target public of the material	VET STUDENTS, 19 TO 22 YEARS OLD
Description of the material (ensure to include the aim of the materials and references to the content)	Exercise that consists of arranging some statements in the correct box: strengths, weaknesses, opportunities and threats. After that, the student has to say some idea of activity or strategy in order to improve their business
When and where was the material used/tested	I use the material when we are working the enterprise idea and students explain their idea to the rest of the class.

Name of the partner	JOAN XXIII
You have copyright (yes/no)	YES
Name of the material	Practica. Los organigramas
Type of material (methodology, modules, trainers handbook, best practices, guidelines....)	Exercise to teach how the enterprises are organised
Target public of the material	VET STUDENTS, 19 TO 22 YEARS OLD
Description of the material (ensure to include the aim of the materials and references to the content)	Collection of excercises and questions about organization charts
When and where was the material used/tested	I use the material when we work on different types of business managemet techniques.

Name of the partner	JOAN XXIII
You have copyright (yes/no)	YES
Name of the material	Practica. La selección de material
Type of material (methodology, modules, trainers handbook, best practices, guidelines....)	Exercises about building professional profiles
Target public of the material	VET STUDENTS, 19 TO 22 YEARS OLD
Description of the material (ensure to include the aim of the materials and references to the content)	Collection of excercises about human resources and professional profiles
When and where was the material used/tested	I use it when we work on management and personnel selection.

Name of the partner	JOAN XXIII
You have copyright (yes/no)	NO
Name of the material	Enterprise and entrepreneurship. Editex
Type of material (methodology, modules, trainers handbook, best practices, guidelines....)	book for students and teachers
Target public of the material	VET STUDENTS, 19 TO 22 YEARS OLD
Description of the material (ensure to include the aim of the materials and references to the content)	handbook
When and where was the material used/tested	I use it when I want to get some idea for a practice

Name of the partner	JOAN XXIII
You have copyright (yes/no)	NO
Name of the material	Enterprise and entrepreneurship. Santillana
Type of material (methodology, modules, trainers handbook, best practices, guidelines....)	book for students and teachers
Target public of the material	VET STUDENTS, 19 TO 22 YEARS OLD
Description of the material (ensure to include the aim of the materials and references to the content)	handbook
When and where was the material used/tested	I use it when I want to get some idea for a practice

Name of the partner	JOAN XXIII
You have copyright (yes/no)	NO
Name of the material	Enterprise and entrepreneurship. Mc Graw Hill
Type of material (methodology, modules, trainers handbook, best practices, guidelines....)	book for students and teachers
Target public of the material	VET STUDENTS, 19 TO 22 YEARS OLD
Description of the material (ensure to include the aim of the materials and references to the content)	handbook
When and where was the material used/tested	I use it when I want to get some idea for a practice

Name of the partner	JOAN XXIII
You have copyright (yes/no)	NO
Name of the material	Observatorio del clima emprendedor
Type of material (methodology, modules, trainers handbook, best practices, guidelines....)	guideline about situation of entrepreneurship in Spain. Year 2011
Target public of the material	VET STUDENTS, 19 TO 22 YEARS OLD
Description of the material (ensure to include the aim of the materials and references to the content)	Report
When and where was the material used/tested	I use it when I want to get some idea for a practice

Name of the partner	FEM SUA
You have copyright (yes/no)	Yes
Name of the material	Entrepreneurship for students in social sciences
Type of material (methodology, modules, trainers handbook, best practices, guidelines....)	booklet
Target public of the material	potential entrepreneurs- students, students of bachelor and master level from the human, science and administration studies
Description of the material (ensure to include the aim of the materials and references to the content)	Booklet included: best practice, recommendations, examples, 5 success stories in how to start own bussiness, exercises, applications, case studies, practical informations, data about policy measures for young entrepreneurs
When and where was the material used/tested	In Slovakia, Romania, Italy, Austria, Spain and Latvia, autumn 2012