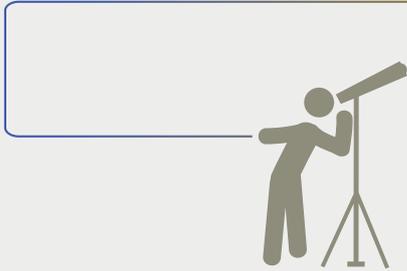


Can Entrepreneurship Be Learned?

THE SHORT ANSWER IS YES, BUT LET'S LOOK AT WHAT WE KNOW SO FAR:

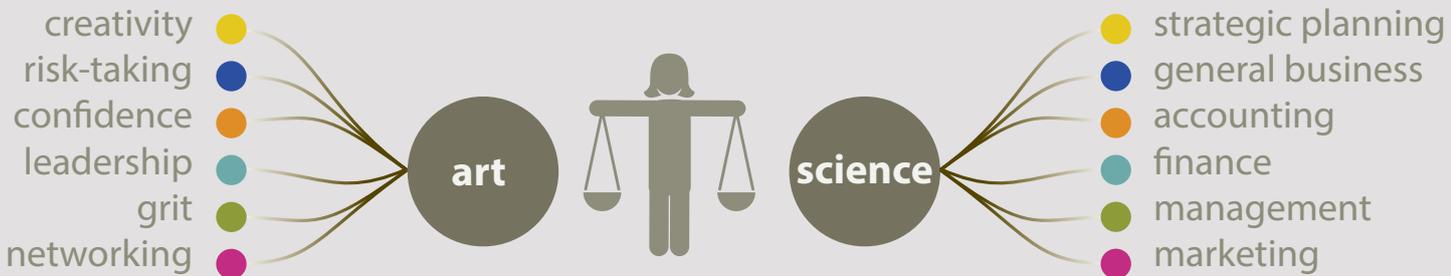
Who is an entrepreneur?



AN INDIVIDUAL WHO RECOGNIZES OPPORTUNITIES

with the purposes of creating value and wealth, whether through formal or informal economic activity

Is entrepreneurship an art or a science?



Why is it important to grow entrepreneurs?



Do entrepreneurship programs work?

Entrepreneurship Education and Training Programs: A Global Review



review of literature and research + meta analyses



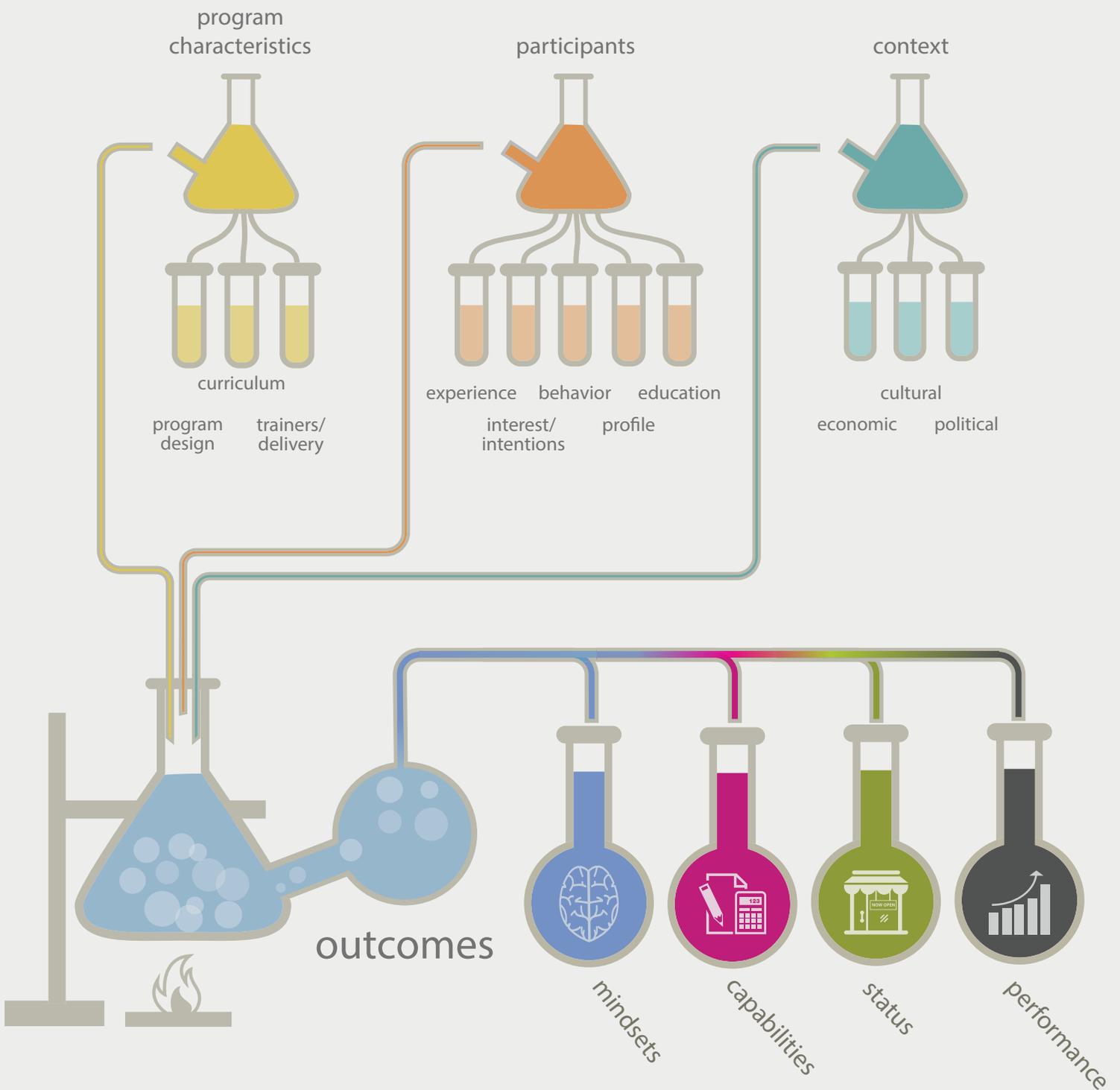
review of 230 program evaluations



in-depth analysis of 60 program impact evaluations



conceptual framework



Programs are not a silver bullet, but they can work

Entrepreneurship Education

Entrepreneurship Training

target groups

secondary education students



higher education students



potential entrepreneurs



practicing entrepreneurs



● ● ● ● ● ● ● ● ● ● ● programs examined

● impact evaluations examined

findings

program characteristics

Focus on socio-emotional skills and innovative thinking

Blend theory and practice

Have a strong focus on financial literacy

Provide specialized content to meet participants' demands and time constraints

Take place as part of curricula or as an extra-curricular activity

Emphasize business plan development

Provide technical assistance and links to sources of finance

Build skills to improve firm performance

Offer mentoring and coaching by experienced entrepreneurs

participants and context

Participants' exposure to entrepreneurship in the family

Participants choose to enroll in entrepreneurship programs

Participants' education, experience and background

Participants' prior experience as entrepreneurs

Socioeconomic level of the community and school

On-campus support for program implementation

Society's perception of entrepreneurship and business failure

Perceived value of training

Financial capital available

outcomes



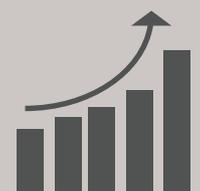
positive effects on encouraging entrepreneurial behavior and developing socio-emotional skills



positive effects on developing entrepreneurial mindset and capabilities

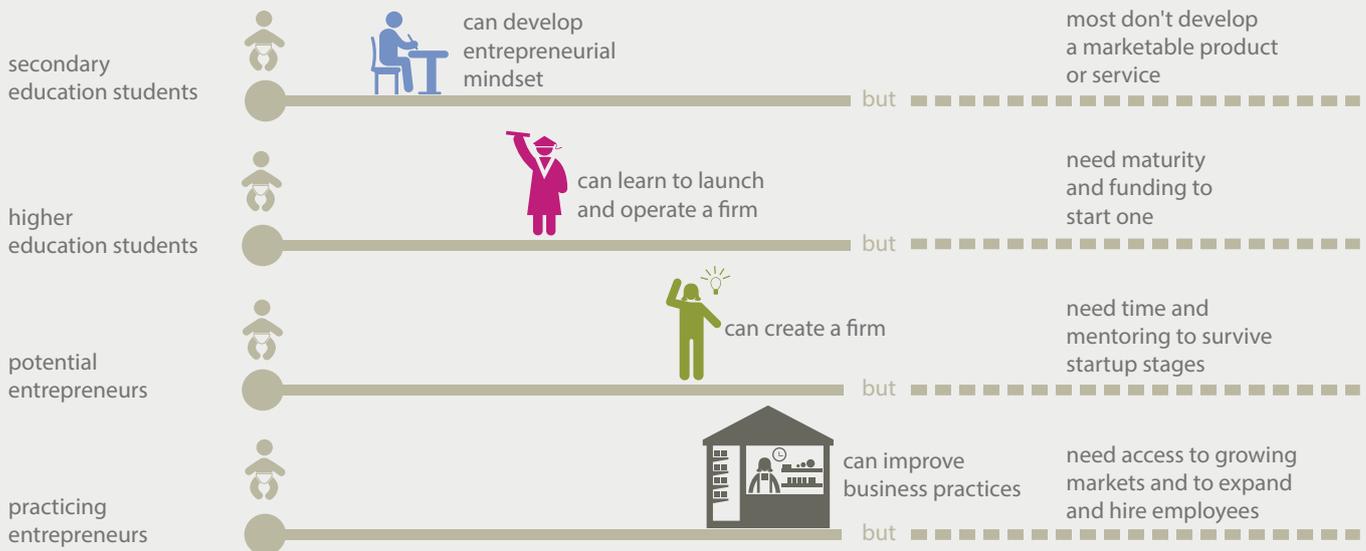


positive effects on enhancing business practices and some impact in helping to launch new firms



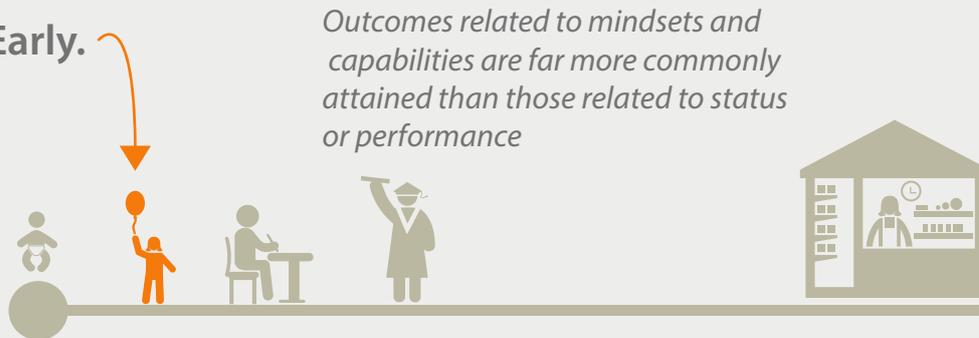
positive effects on access to capital and mixed effects on enterprise performance and survivorship

Entrepreneurship Can Be Learned



Four Considerations for Policy Makers

1 Start Early.



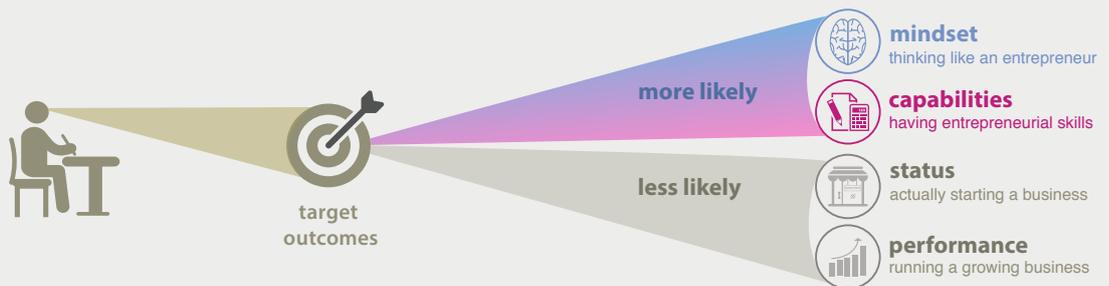
Entrepreneurship skills are useful even if you don't become an entrepreneur.

Creativity is an asset.

2 Establish clear objectives.

Example:

What outcomes are more likely to be accomplished by programs for secondary education students in the short term?



3 Pay attention to the context.

It matters. A lot.

The same entrepreneurship program will have different results depending on the context. For example, different perceptions on risk taking and failure affect entrepreneurial behaviors and practices.

Entrepreneurship programs are no silver bullet, but they can be one of many complementary interventions to address youth unemployment.

4 Measure. Learn.

Improve. Measure...

Measurement shows what works.

Decide to measure upfront.