



Entrepreneurial Opportunity

Training Title:

Entrepreneurial Opportunity

Training Provider Details:

- **Company Name:** RISOVENT LTD
- **Company Address:** White Building Studios, 1-4 Cumberland Place, Southampton, UK, SO15 2NP
- **Email:** contact@risovent.com
- [Click here to read more about the trainer.](#)

Detailed Description of the Training:

1. Training Summary

This workshop delves into the dynamic world of entrepreneurial opportunity, with a focus on identifying, creating, and capitalizing on opportunities. It covers the concept of entrepreneurial alertness and examines the factors that influence an individual's ability to spot opportunities others might miss. The session combines academic theories with practical, real-world applications to empower participants to actively engage in entrepreneurial activities.

2. Training Aim

The aim of this workshop is to provide participants with a deep understanding of how entrepreneurial opportunities arise and can be seized. It focuses on developing skills for identifying and creating opportunities, enhancing entrepreneurial alertness, and understanding the environmental and personal factors that influence these processes.

3. Learning Outcomes

- **Identify and Assess Opportunities:** Participants will be able to identify potential entrepreneurial opportunities using analytical tools and frameworks that incorporate market trends and consumer needs analysis.
- **Develop Entrepreneurial Alertness:** Participants will examine and discuss cognitive and environmental elements that heighten alertness to new market possibilities.

- **Create Opportunities:** Participants will engage in activities designed to simulate the process of opportunity creation through innovative thinking and strategic planning.
- **Evaluate Environmental and Personal Factors:** Detailed evaluation of how personal traits, market conditions, and economic factors influence the ability to identify and exploit opportunities.

4. Overview of the Training

- **Introduction to Entrepreneurial Opportunity:** A comprehensive look at what constitutes an entrepreneurial opportunity and why it is pivotal to entrepreneurial success.
- **Opportunity Identification:** Detailed exploration of methods for spotting opportunities, including market discontinuities, consumer problem identification, and leveraging technological advancements.
- **Opportunity Creation:** Strategies for actively creating opportunities, including innovation-driven entrepreneurship, strategic alliances, and new market entry tactics.
- **Entrepreneurial Alertness:** Discussing the psychological and behavioral traits that foster a heightened sense of market and opportunity awareness, and how to cultivate these traits.
- **Factors Affecting Entrepreneurial Alertness:** In-depth analysis of internal and external factors such as educational background, industry experience, and socio-economic conditions that impact entrepreneurial alertness.

Pre-Contractual Information:

- **Business Name, Contact Details, and Address:** As provided above.
- **Description of Services:** Our training workshop combines lectures, interactive exercises, group discussions, scenarios and problem-solving activities. Participants will engage in self-assessment, collaborative exercise, and practical application to achieve the learning outcomes. [More details are available above in points 1 to 4.](#)
- **Price and Taxes:** The total price, including all applicable taxes (if any and where applicable), is detailed on our [Pricing Page](#). The service fee is transparent, with no hidden charges.
Please note that for face-to-face training only, additional expenses such as transportation and accommodation are not included and will be charged separately if applicable.

- **Payment Methods:** Payment must be made via bank transfer to RISOVENT LTD's business bank account. Account details will be provided upon issuing and sending you an invoice.
- **Consumer's Obligation to Pay:** By confirming this service and signing the contract via email, you agree to the payment terms and acknowledge your obligation to pay the total amount due within 10 days of receiving the invoice via email.
- **Immediate Confirmation:** Following your agreement to proceed, you will receive an email confirmation of your intent to engage our services.
- **Contract Delivery Timing and Procedure:** The contract will be delivered via email once the service is confirmed by email. This ensures that the contract includes all terms before any party signs. The service terms and conditions, along with the contract and any other supporting documents, will be provided to the client via email.
- **Contract Format:** Sent in a PDF or Word format that you can easily save and print.
- **Opportunity for Questions and Modifications:** We strongly encourage you to review the contract details and any supporting documents, request modifications, and ask questions before signing. Please confirm acceptance by signing the contract and returning it via email.
- **Acknowledgment of Receipt:** Required from clients to ensure you have received and understood all contractual documents.
- **Cancellation Rights:** You have the right to cancel this contract within 14 days of signing, without providing any reason. To exercise the right to cancel, you must inform us of your decision through a clear statement by filling the contact form on <https://risovent.com/contact> or by sending an email to contact@risovent.com
- **Standard Cancellation Form:** Available via email or contact form upon request.

- **Accessibility of Information:** Alternative formats of training materials and pre-contractual information are available upon request. Please contact us for more information.
- **Technical Requirements for Online Participation:** To participate in the online training via Microsoft Teams, you will need:
 - A computer or tablet with audio and video capabilities.
 - A stable internet connection.
 - The latest version of Microsoft Teams installed.
 - A compatible operating system (Windows 10 or later, macOS 10.13 or later).
 - Recommended: A headset with a microphone for optimal audio quality.
- **Complaint Handling Policy:** We are committed to providing quality services. If you have any complaints, please contact us at contact@risovent.com. We aim to acknowledge all complaints within 2 business days and resolve them as soon as possible. Please refer to our [Complaint Handling Policy](#) for more details.
- **Need to Make a Change:** If you need to make any changes or correct any errors, please contact us at contact@risovent.com
- **Duration and Termination Conditions:** The contract includes the duration of the training workshop and any agreed-upon post-training support. Either party may terminate the contract under the conditions specified in the Service Terms and Conditions. The service terms and conditions, along with the contract and any other supporting documents, will be provided to the client via email.
- **Contents of the Service Agreement**

The formal Service Agreement will outline the full terms of engagement, which may include details such as the training scope, total fees, payment terms, delivery schedule, client responsibilities, confidentiality, intellectual property, cancellation, and termination conditions, as well as any content or materials related to the provided RISOVENT service. The exact terms may vary depending on the service provided. This document will be sent to the client for review and signature before any payment is made or service delivery begins. The Service Agreement will

also incorporate RISOVENT LTD's Service Terms and Conditions, which will be shared with the client at the time of contract preparation.

Certificates of Attendance:

- **RISOVENT LTD** issues certificates of attendance to all participants who successfully complete the training workshop. It is important to note that these certificates are not accredited by any external body. Their sole purpose is to only confirm that participants have attended the training workshop, and they do not imply any professional qualification or endorsement. Additionally, issuance of the attendance certificate of attendance is optional and will only be provided to participants upon their request.

Contract Delivery and Client Interaction:

- **Contract Delivery Timing and Procedure:** The contract will be delivered via email after the service is confirmed, ensuring that the contract reflects all the terms before any party signs.
- **Opportunity for Questions and Modifications:** Strongly encouraged before signing the contract. Clients can review the contract details, request modifications, and confirm acceptance via email.
- **Acknowledgment of Receipt:** Required from clients to ensure that you have received and understood all contractual documents.

Target Audience:

This training workshop is designed for entrepreneurs, startup founders, early-stage investors, business development professionals, and employees interested in developing entrepreneurial thinking within their workplace.

It is particularly valuable for individuals who want to:

- Strengthen their ability to recognise and evaluate opportunities in fast-changing markets.
- Understand the role of entrepreneurial alertness and cognitive processes in opportunity recognition.
- Learn how to create new opportunities by connecting and combining different factors that lead to viable business ideas or innovation initiatives within their organisations.

Duration and Scheduling

- 4 hours training workshop.

Training Format and Location

- Online via Microsoft Teams or face-to-face* at the client's workplace

Participant Capacity

- Maximum of 30 individuals per session.

Financial Information

- **Payment Terms:** Due within 10 days of sending the invoice via email.

Total Price

- [Please read the price page by clicking here.](#)

Cancellation Policy

- You have the right to cancel the service and contract within 14 days of signing, without providing any reason.

Privacy Policy

- To learn more about RISOVENT LTD's Privacy Policy, please [click here](#).

Additional Notes

- Both online and face-to-face* training are available for clients based in the United Kingdom (UK).
- For organisations or companies based outside the UK, online training is available worldwide.
- Face-to-face training for international clients may also be available depending on RISOVENT LTD physical availability and travel capacity.
- If face-to-face delivery is not possible, the training can still be delivered online.
- **** For face-to-face training delivered to clients, please note that the training fee does not cover additional expenses such as transportation and accommodation.***

More Information

- For additional details, please visit the **FAQ** page on the RISOVENT website by [clicking here](#). If you have further questions, feel free to contact us at contact@risovent.com

Outline schedule – *The following plan can be updated or modified at anytime*

Duration	Session Segment	Format
10 minutes	Welcome & Introduction	Workshop overview and introductions
25 minutes	Introduction to Entrepreneurial Opportunity	Mini-lecture and discussion
25 minutes	Entrepreneurial Alertness	Mini-lecture and reflection on psychological and behavioural traits

Duration	Session Segment	Format
10 minutes	Break 1	Coffee/Tea
25 minutes	Opportunity Identification	Interactive mini-lecture and applied discussion
30 minutes	Opportunity Creation	Mini-lecture, case examples, and group reflection
10 minutes	Break 2	Coffee/Tea
25 minutes	Factors Affecting Entrepreneurial Alertness	Group analysis of educational, experiential, and socio-economic influences
70 minutes	Main Exercise: Opportunity Mapping & Design	Participants connect identification, creation, and alertness principles to design a viable business opportunity
10 minutes	Wrap-Up & Q&A	Summary, key insights, and trainer reflection