



## Entrepreneurial Intentions

### Training Title:

Entrepreneurial intentions

### 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 training workshop is designed to unlock and improve entrepreneurial potential by focusing on developing entrepreneurial intentions. Participants will delve into foundational theories of entrepreneurial behavior, explore factors that influence entrepreneurial intentions, and engage in practical exercises to translate these intentions into business strategies.

#### 2. Training Aim

The workshop's goal is to equip participants with a comprehensive understanding of entrepreneurial intentions and the transition to entrepreneurial behaviors. It will provide tools to identify and analyze factors influencing entrepreneurial social cognitive factors, emphasizing transforming theoretical knowledge into practical applications for starting and growing a business.

#### 3. Learning Outcomes

- **Describe Foundational Theories:** Participants will understand theories like the Theory of Planned Behavior that explain the formation and influence of entrepreneurial intentions.
- **Analyze Influencing Factors:** Participants will analyze personal, social, and economic factors that impact decisions to initiate, develop, or expand a business venture.

- **Assess and Translate Intentions:** Participants will Assess how entrepreneurial intentions translate into actionable behaviors, identifying key drivers facilitating this transformation.
- **Construct and Refine Intentions:** Through simulated exercises, participants will construct and refine their entrepreneurial intentions, aligning them with business opportunities and personal goals.

#### 4. Overview of the Training

- **Understanding Entrepreneurial Intentions**

**Summary:** An introduction to the concept of entrepreneurial intentions, examining how and why individuals decide to engage in entrepreneurship. This module explores the psychological and sociological factors that motivate individuals to pursue entrepreneurial activities.

- **Theories of Entrepreneurial Intentions**

**Summary:** A deep dive into key theories that explain the development of entrepreneurial intentions, including the Theory of Planned Behavior and the Entrepreneurial Event Model. Participants will learn how these theories apply to real-world scenarios.

- **Fostering an Entrepreneurial Mindset**

**Summary:** Encourages the continuous development of an entrepreneurial mindset, focusing on adaptability, perseverance, and the ability to learn from failures. Participants will explore ways to sustain motivation and drive over the long term.

- **External Factors Influencing Entrepreneurial Intentions**

**Summary:** Exploration of external factors such as economic conditions, market dynamics, and access to capital, which can influence an individual's decision to start a business. This part of the training emphasizes the importance of the external environment in shaping entrepreneurial behavior.

- **Internal Factors Influencing Entrepreneurial Intentions**

**Summary:** Examination of internal factors including personal traits, risk tolerance, and background that impact entrepreneurial intentions. Participants will engage in self-assessment exercises to identify their strengths and areas for growth in the context of entrepreneurship.

- **Opportunity Recognition and Evaluation**

**Summary:** Techniques for identifying and evaluating business opportunities, with a focus on understanding market needs and potential innovations. This module will help participants develop skills in spotting and assessing the viability of business ideas.

- **From Intentions to Action**

**Summary:** This module covers the transition from having entrepreneurial intentions to taking concrete actions. It focuses on the processes and challenges involved in moving from idea to execution, highlighting strategies for overcoming barriers.

## Pre-Contractual Information:

- **Business Name, Contact Details, and Address:** As provided above.
- **Description of Services:** Our training combines lectures, interactive exercises, group discussions, role-playing scenarios, and real-world problem-solving activities to promote innovative thinking. Participants will engage in self-assessment, collaborative mini-projects, and practical applications to foster personal and professional growth. More details are available above in points 1 to 4.
- **Price and Taxes:** The total price, including all applicable taxes (if any), is detailed on our [Pricing Page](#). The service fee is transparent, and there are no hidden charges. Please note that for face-to-face training, 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](mailto: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](mailto: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](mailto: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.

### Certificates of Attendance:

- RISOVENT LTD provides certificates of attendance to all participants upon successfully completing the training workshop.

### Contract Delivery and Client Interaction:

- **Contract Delivery Timing and Procedure:** The contract will be delivered via email as soon as possible after the service is confirmed, ensuring that the contract reflects all 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:

- **Career Transitioners:** This segment focuses on professionals considering entrepreneurship, aiming to understand how their entrepreneurial intentions can impact their future career paths and the potential transformation into practical entrepreneurial behavior.
- **Graduate Students in Business and Engineering:** Geared towards students looking to comprehend the practical implications of their entrepreneurial intentions, focusing on applying theoretical knowledge to assess their readiness and potential impact in starting their own ventures.
- **Tech Innovators:** Aimed at technology professionals interested in exploring how their entrepreneurial intentions can influence the commercialization of their innovations, and the behavioral adjustments needed to navigate the entrepreneurial landscape successfully.
- **Apprentices Considering Intrapreneurship:** Apprentices nearing the end of their programmes will understand how their intentions to engage in intrapreneurship can be realized within their current companies, emphasizing the impact of their entrepreneurial behavior within a corporate structure.

### Duration and Scheduling:

- Four full days, flexible scheduling including weekends.

### 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 is available in the UK.
- Online training is available to companies in any country worldwide.
- *\* 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](mailto:contact@risovent.com)

## Outline schedule – The following plan can be updated or modified

### *Day 1: Understanding and Developing Entrepreneurial Intentions*

- **9:00 AM - 9:15 AM:** Opening Remarks and Introduction
- **9:15 AM - 10:45 AM: Module 1 - Understanding Entrepreneurial Intentions**
  - An introduction to the motivations and psychological factors driving entrepreneurship.
- **10:45 AM - 11:00 AM:** Coffee Break
- **11:00 AM - 12:30 PM: Module 2 - Theories of Entrepreneurial Intentions**
  - Exploration of key theories such as the Theory of Planned Behavior.
- **12:30 PM - 1:30 PM:** Lunch Break
- **1:30 PM - 3:00 PM: Module 3 - Fostering an Entrepreneurial Mindset**
  - Strategies to cultivate adaptability and perseverance in entrepreneurship.
- **3:00 PM - 3:15 PM:** Coffee Break
- **3:15 PM - 5:00 PM: Exercise: Self-Assessment and Group Discussion**
  - Participants engage in activities to evaluate their entrepreneurial traits and discuss insights.

### *Day 2: Internal and External Influences*

- **9:00 AM - 10:30 AM: Module 4 - External Factors Influencing Entrepreneurial Intentions**
  - How economic conditions, market dynamics, and access to capital influence entrepreneurial actions.
- **10:30 AM - 10:45 AM:** Coffee Break
- **10:45 AM - 12:15 PM: Module 5 - Internal Factors Influencing Entrepreneurial Intentions**
  - Discussion on personal traits and risk tolerance as internal drivers.
- **12:15 PM - 1:15 PM:** Lunch Break
- **1:15 PM - 2:45 PM: Exercise: Assessing Internal Factors**
  - Analyzing how personal attributes influence entrepreneurial intentions.
- **2:45 PM - 3:00 PM:** Coffee Break
- **3:00 PM - 5:00 PM: Exercise: Assessing External Factors**
  - Exploring how external conditions can be leveraged or mitigated in entrepreneurial ventures.

### *Day 3: Recognizing and Creating Opportunities*

- **9:00 AM - 10:30 AM: Module 6 - Opportunity Recognition and Evaluation**
  - Techniques for identifying and evaluating potential business opportunities.
- **10:30 AM - 10:45 AM: Coffee Break**
- **10:45 AM - 12:30 PM: Exercise: Identifying Opportunities in Crisis**
  - Activities to find entrepreneurial opportunities in challenging or chaotic business environments.
- **12:30 PM - 1:30 PM: Lunch Break**
- **1:30 PM - 3:00 PM: Exercise: Creating Opportunities**
  - Developing innovative business ideas from identified market needs.
- **3:00 PM - 3:15 PM: Coffee Break**
- **3:15 PM - 5:00 PM: Role-Play: Navigating Startup Challenges**
  - Simulated scenarios to practice overcoming typical entrepreneurial challenges.

### *Day 4: Practical Application*

- **9:00 AM - 10:30 AM: Module 7 - From Intentions to Action**
  - Discussing strategies to transition from entrepreneurial intentions to actual behavior.
- **10:30 AM - 10:45 AM: Coffee Break**
- **10:45 AM - 12:30 PM: Exercise 1: Applying Frameworks**
  - Working on templates and frameworks to map out the transition from intentions to actions.
- **12:30 PM - 1:30 PM: Lunch Break**
- **1:30 PM - 3:00 PM: Exercise 2: Direct Mentorship**
  - Personalized guidance and feedback on refining entrepreneurial strategies.
- **3:00 PM - 3:15 PM: Coffee Break**
- **3:15 PM - 4:45 PM: Exercise 3: Finalizing Plans**
  - Final adjustments and preparations for entrepreneurial behavior under ongoing mentorship.
- **4:45 PM - 5:00 PM: Closing Remarks**