

Newsletter EFE Project



Entrepreneurship for everyone
New ways of coaching

October 2021 - Year 2

COACHING HANDBOOK

Since our last online meeting in Vejer, we have been organising frequent meetings to check on progress and share out tasks. The meetings are always attended by representatives of Sweden, Portugal, Spain (2), Poland, Romania and Ireland.

The work that has been done over the past few months has focused on our third result, *Coaches for entrepreneurship (O3)*. We have developed a train-the-trainers program for facilitators/coaches specifically focused on the techniques, skills and tools of coaching and Emotional Intelligence to be used in the field of entrepreneurship.

Our partnership comprises:

**-Center för Socialt
Entreprenörskap Sverige -
Sweden**

-Indepcie - Spain

-ARID - Poland

-CPIP - Romania

**-Asociación para el desarrollo
rural del litoral de la Janda -
Spain**

-APSU - Portugal

-I & F Education - Ireland



HOW TO TACKLE THE 15 ENEMIES?

The partners have developed practical tools for the fifteen situations/enemies that can be tackled by way of coaching.

Here is the final list:

1. *Connection*
2. *Communication*
3. *Change*
4. *Stress*
5. *Priority*
6. *Delegation*
7. *Creativity*
8. *Feedback*
9. *Self-Confidence*
10. *Cognitive Flexibility*
11. *Self-Motivation*
12. *Focus*
13. *Customer Behaviour
Management*
14. *Risk*
15. *Negotiation*



WHAT HAVE WE DONE IN THE PROJECT?

The consortium has finished the Training System and toolkit for entrepreneurs to face the enemies detected that were set in Newsletter 3.

This last product has been developed based on IO1 and IO2 and the needs of a leader, manager or HR manager to work with their employees in order to set a profitable work pace using specific EFE tools and skills, thus it will comprise a summary of the learning material developed during the first phases of the project.

With the coaching management style, managers motivate their employees by providing tools and resources for growth. Coaching is a favored management style for improving employee engagement since manage

LAST MEETING

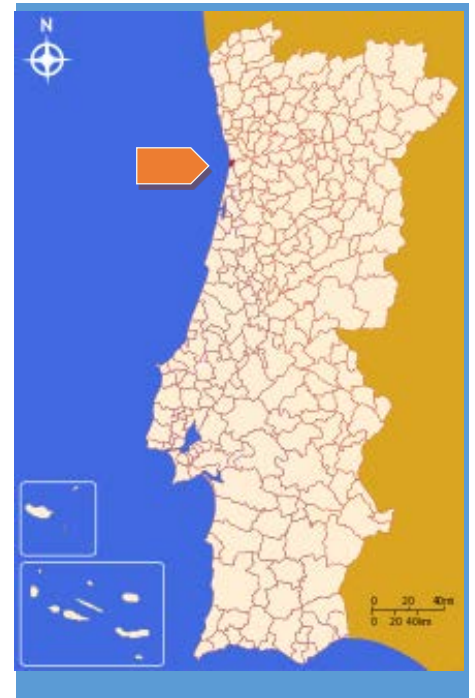
Our last Transnational Project Meeting will be held in Espinho, a beautiful village in Portugal, close to the famous city of Porto.

This meeting will serve the partners to proof and train the modules developed by the consortium and finish the work already done in our last output: *Coaches for Entrepreneurs (IO3)*.

Concerning the Covid-19 situation, we made a decision and concluded that meeting face to face was the best option since it will let us implement the modules and develop an in-situ workshop to train each other.

“Coaching isn’t a one-size-fits-all process, and that is why managers need to tailor the focus to the person they are interacting with.”

(Espinho, Portugal)



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