



## *CONTENTS, STRUCTURE AND RESOURCES OF THE STUDENT COURSE*

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# Specific Competences e-Learning oriented Solicitations



# Specific Competences List

## 2.2. Entrepreneur

### 2.2.1. Internal relationship

- A. Emotional intelligence
- B. Communication skills

## 3. Manager

### 3. Management

- 3.1. Analytical thinking: Setting goals (long and short-term). Setting of priorities;
- 3.2. Public speaking
- 3.3. Conflict resolution: among owners and/or workers
- 3.4. Negotiating skills
- 3.5. Strategic planning and decision making
- 3.6. Financial and economic skills
- 3.7. General business management
- 3.8. HR management
- 3.9. Tacit knowledge evaluation

## 4. External/Consultant

### 4.1. Organizational Culture

- 4.1.1. Adaptability to needs and specific requirement of the family business's situation
- 4.1.2. "Being collaborative" and cooperative with the situation and needs of the family business
- 4.1.3. Ability to observe the internal relationships and rules
- 4.1.4. Awareness of business sector.

# Specific competences

## 2.2. Entrepreneur (Owner)

What do you think about the following concepts and competences?

Try to write down some sentences regarding each of them.

Then check the proposed definitions and the detailed added information concerning each issue.

### 2.2.1. Internal relationship

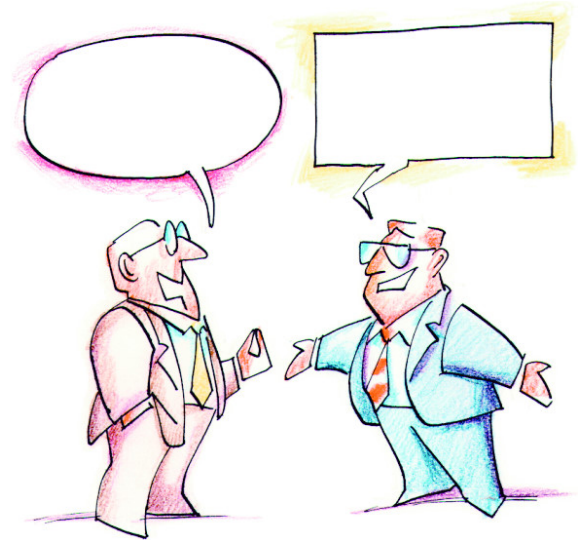
#### A. Emotional intelligence



# Specific competences

## 2.2. Entrepreneur (Owner)

### B. Communication skills



# Specific competences

## 3. Manager position

What do you think about the following concepts and competences?

Try to write down some sentences regarding each of them.

Then check the proposed definitions and the detailed added information concerning each issue.

### Management

#### 3.1. Analytical thinking: Setting goals (long and short-term); setting of priorities



# Specific competences

## 3. Manager position

### 3.2. Public speaking



# Specific competences

## 3. Manager position

### 3.3. Conflict resolution: among owners and/or workers





# Specific competences

## 3. Manager position

### 3.4. Negotiating skills (with trade Unions)



# Specific competences

## 3. Manager position

What do you think about the following concepts and competences?

Try to write down some sentences regarding each of them.

Then check the proposed definitions and the detailed added information concerning each issue.

### 3.5. Strategic planning and decision making



# Specific competences

## 3. Manager position

### 3.6. Financial and economic skills



# Specific competences

## 3. Manager position

### 3.7. General business management



# Specific competences

## 3. Manager position

### 3.8. HR management



# Specific competences

## 3. Manager position

### 3.9. Tacit knowledge evaluation



# Specific competences

## 4.External Consultant

What do you think about the following concepts and competences?

Try to write down some sentences regarding each of them.

Then check the proposed definitions and the detailed added information concerning each issue.

### **4.1.Organizational Culture**

#### **4.1.1Adaptability to needs and specific requirements of the family business's situation**

# Specific competences

## 4.External Consultant

**4.1.2.“Being collaborative” and cooperative with the situation and needs of the family business**





# Specific competences

## 3.External Consultant

**4.1.3. Ability to observe the internal relationships and rules .**



# Specific competences

## 3.External Consultant

### 4.1.4. Awareness of business sector

