

ENTREPRENEURIAL COMPETENCIES REPORT

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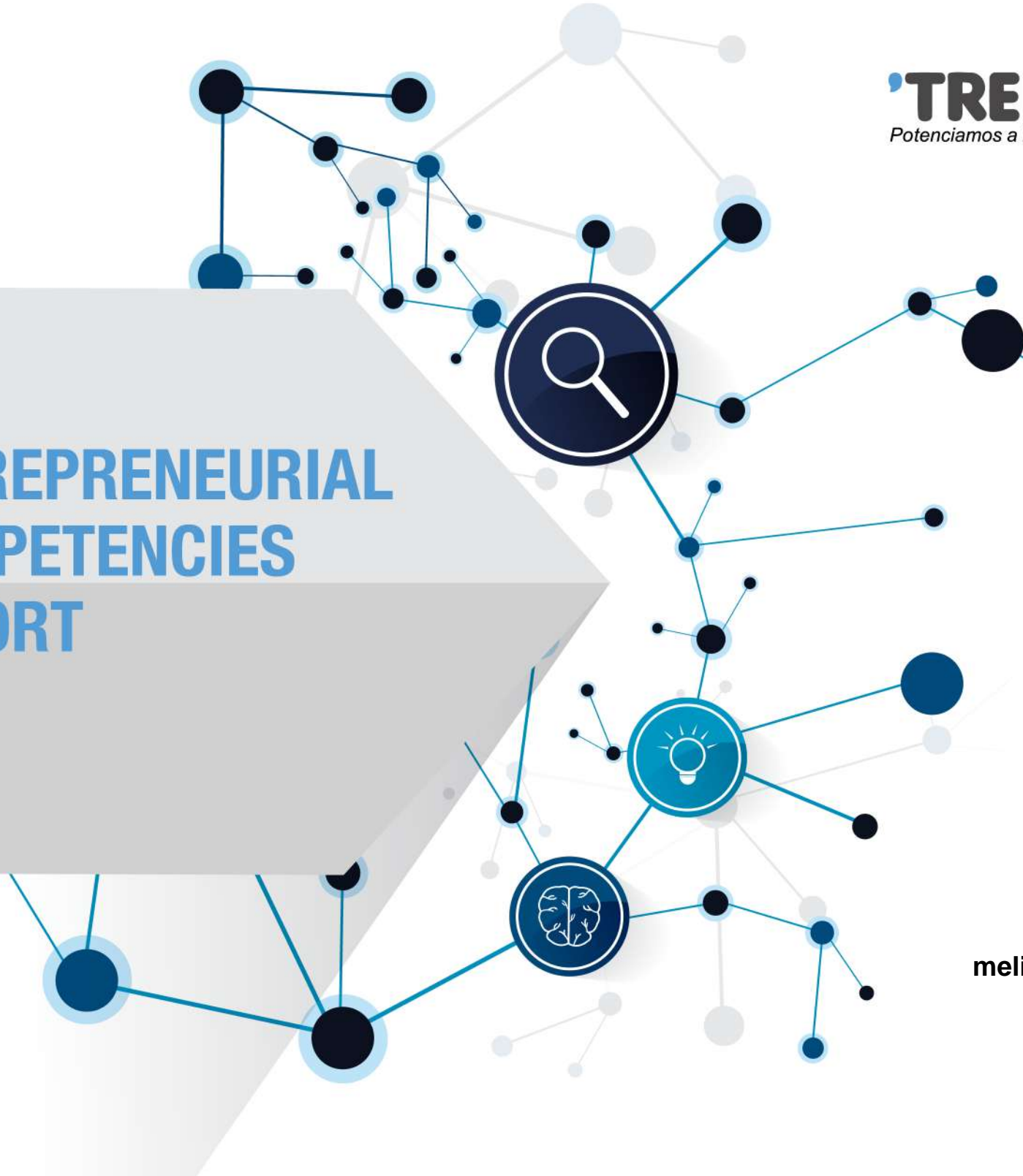


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WELCOME

On behalf of the TrepCamp team we welcome you to your personal Entrepreneurial Competencies Report.

In order to become a successful entrepreneur, the most powerful assets that you possess are your skills and mindsets.

Therefore, we congratulate you for your interest and effort to carry on with your professional growth.



OBJECTIVE

The objective is to measure the level of development of your Entrepreneurial Competencies and skills based on your results from the Assessment Center.

You will also find personalized advice and additional resources to help you throughout your professional journey based on the analysis of the competencies and skills you acquired across time.



RESULTS AND RECOMMENDATIONS

In this section, you will find the analysis of the decisions you took during the assessment center. You will know your level of development in the different entrepreneurial competencies and sub-competencies, and you'll receive recommendations and advice to strengthen them.



KEY POINTS

While analyzing your results always remember the following key points:

- There is no right or wrong profile.
- Your results are a snapshot of your actual entrepreneurial competencies status, do not limit yourself to your high-level skills but try to reinforce the others.
- The aim of the report is to give you a direction and advice for you to achieve your professional goals.
- Do not hesitate to share your results around you, to enrich your experience and acknowledge yourself better.



HOW TO READ MY REPORT?

At the beginning of each result you can find a definition of the competency and the sub competencies that are part of it.

Then you can see your level of development

High level competence:

You master this competency and know how to lead with it to achieve success.

Medium level competence:

You show some evidence of this competency and it could help you to achieve success.

To be developed level competence:

You still have to reinforce this competency with help from others or by developing it yourself to achieve success.

BUSINESS SENSE

The ability to detect business opportunities that are potentially profitable and to create a vision and a path for its execution.



MEDIUM

SENSE OF OPPORTUNITY

The intuition to recognize business opportunities and to find the right timing for its development.



HIGH

You are able to easily identify the elements that make a company profitable compared to the required capital. This skill will help you determine in the future if it is worth pursuing a business opportunity. To further develop this ability, imagine new businesses and determine how you would generate value, especially thinking about the relationship between potential performance and business risk.

STRATEGIC INTUITION

The ability to create a vision of a business and the path required to achieve it.



MEDIUM

You are able to understand if it's the appropriate time to launch products but to continue developing your sense of opportunity it is important that you imagine the launch of new products. Imagine potential solutions in different technologies and ask yourself When will the market be ready for this product? Will consumers be willing to pay? What is the risk of going to market very early vs. too late? When would you go out to market?

FINANCIAL INTUITION

Capacity to understand the key value drivers of the business and estimate its potential profitability.

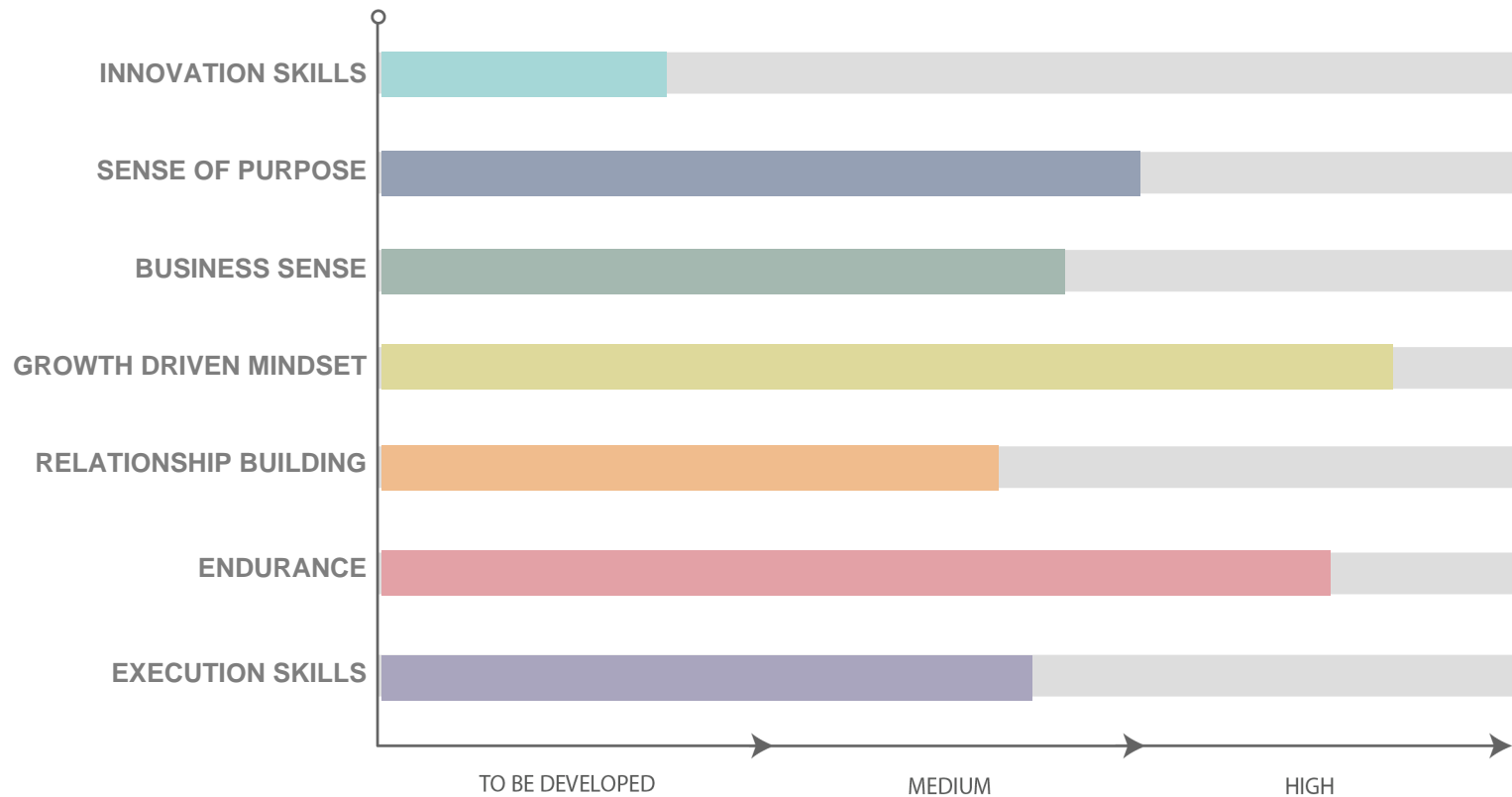


TO BE DEVELOPED

You must develop your strategic intuition so that in the future you can visualize a business and the path to achieve it. To develop this competency, we recommend that you begin by getting to know the success stories and failures of several well-known companies. Compare the different companies and ask yourself, what strategies did they use? Which elements were successful and which were not? What results did they get? What would you have done differently?

On the left of each result you can read an analysis with feedback and recommendations based on your level of development of the competency.

SUMMARY OF RESULTS



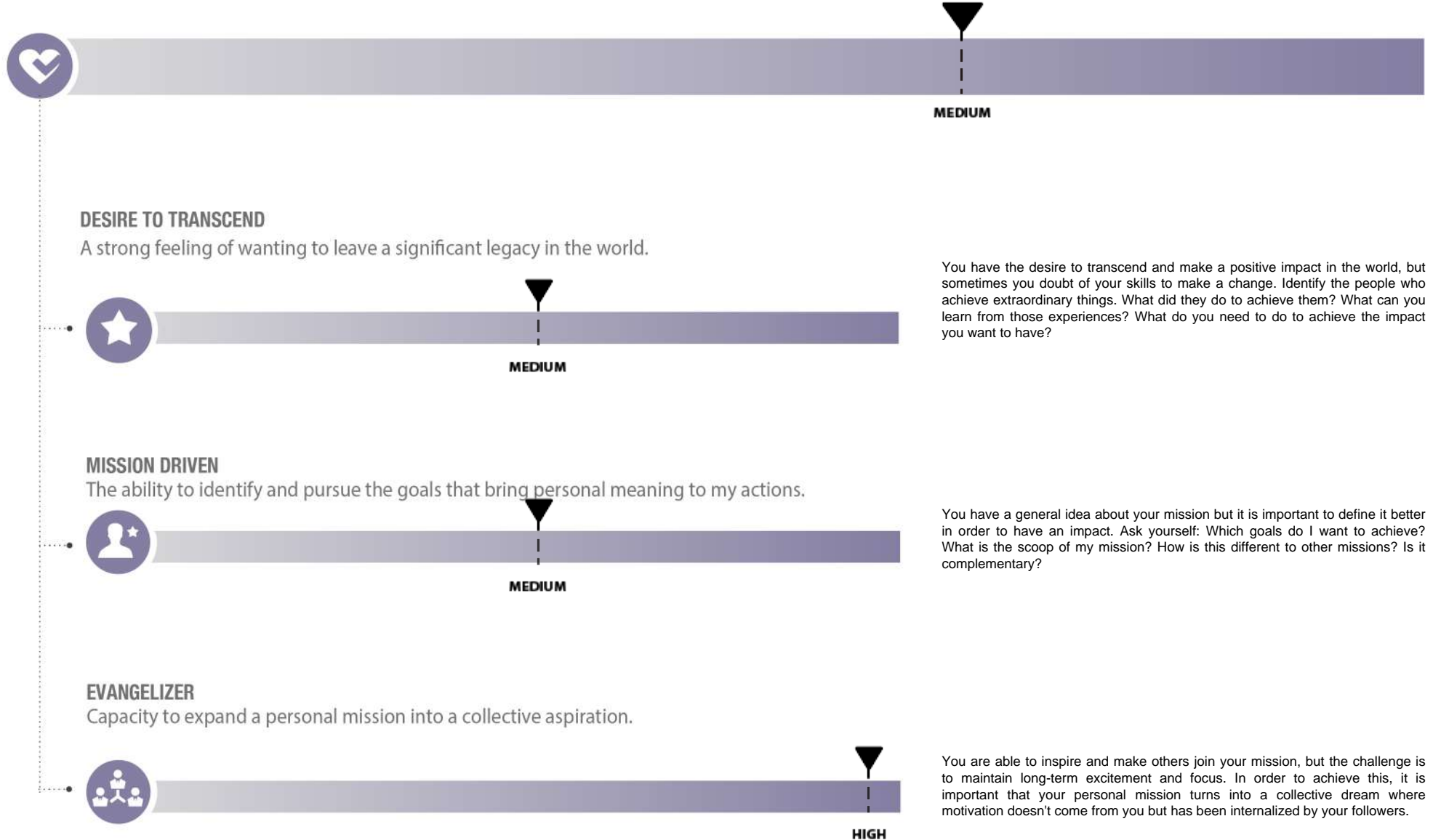
INNOVATION SKILLS

The ability to develop better solutions to important problems that have a relevant impact on the world.



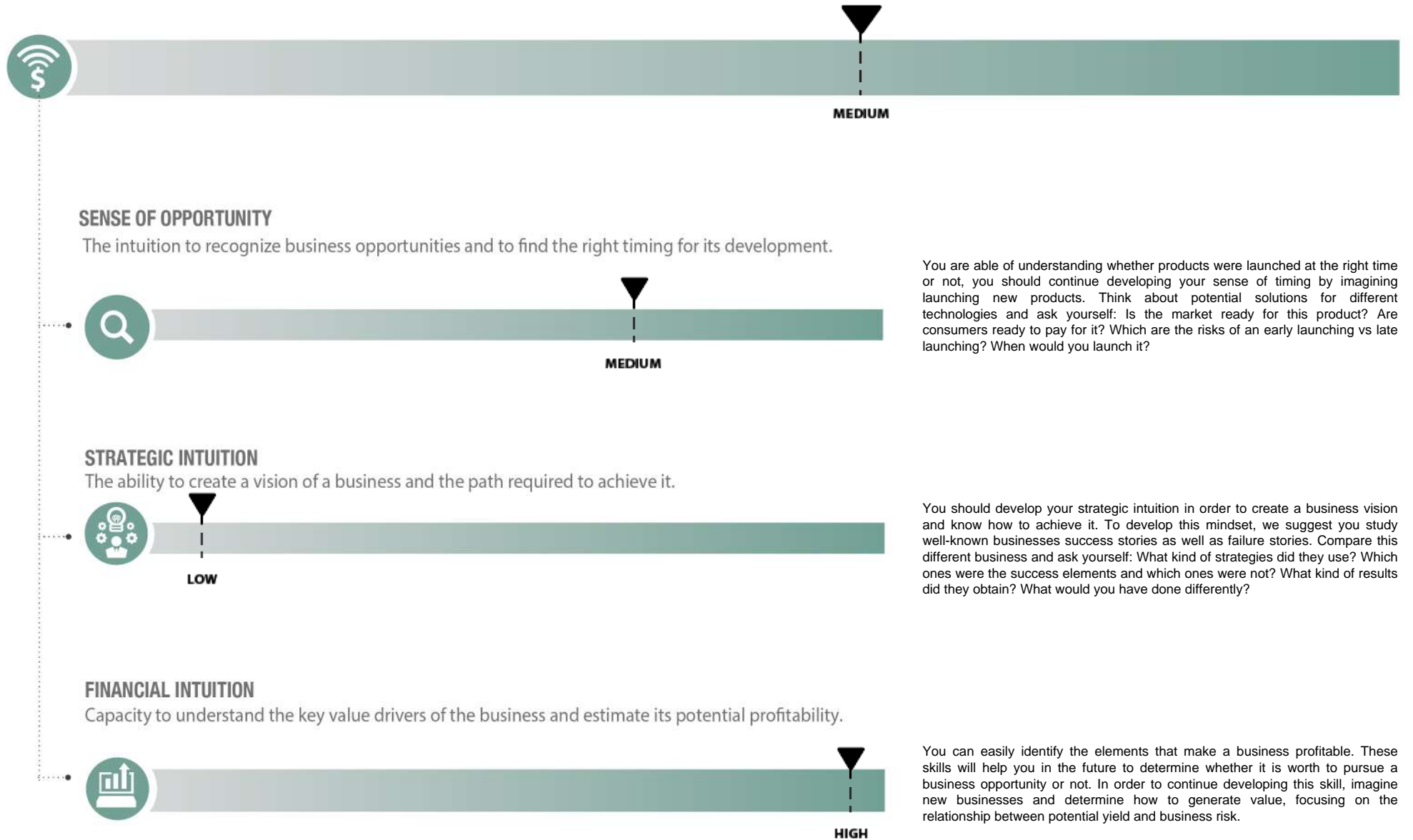
SENSE OF PURPOSE

The deeper motivation that brings personal meaning to my actions and has an impact in the world.



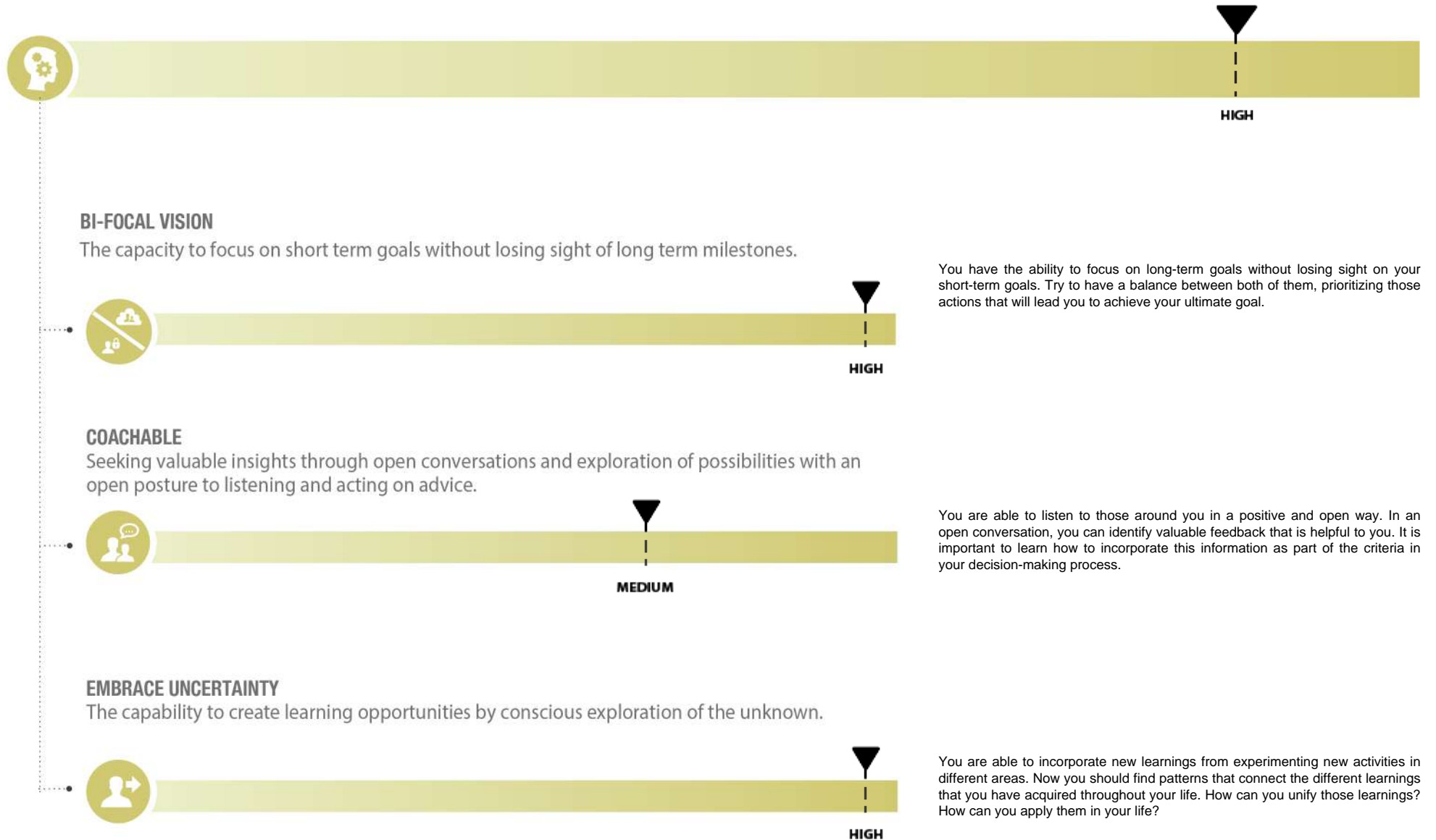
BUSINESS SENSE

The ability to detect business opportunities that are potentially profitable and to create a vision and a path for its execution.



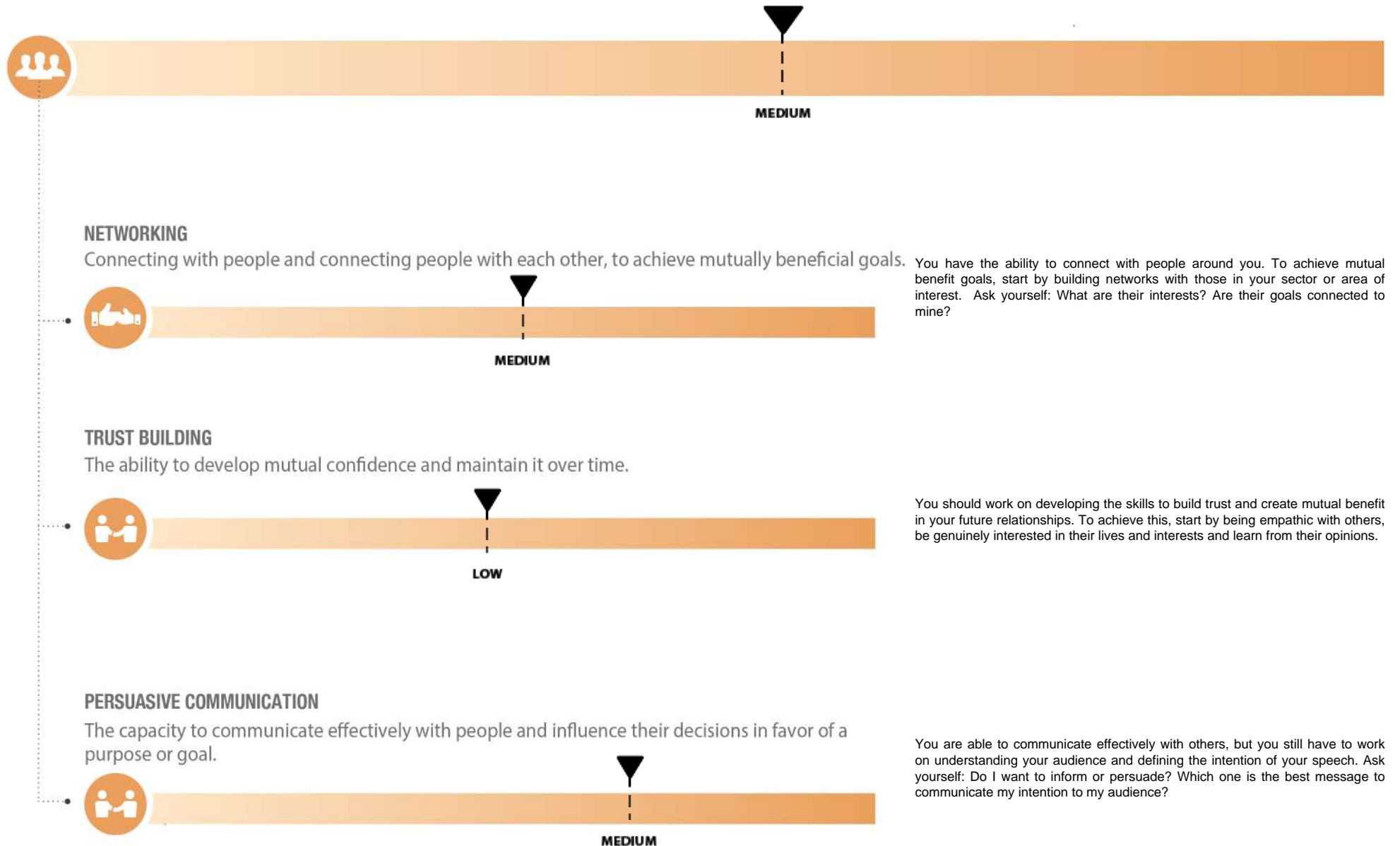
GROWTH DRIVEN MINDSET

The ability to understand success and failure as a learning opportunity to expand capabilities.



RELATIONSHIP BUILDING

The ability to create, develop and sustain trust-based relationships that are essential to achieve a purpose and goals



ENDURANCE

The ability to sustain focus and energy in spite of the ups and downs of the entrepreneurial journey.



EXECUTION SKILLS

The ability to get things done in an effective and efficient way achieving superior results that are sustainable over time.



MEDIUM

TEAM DEVELOPMENT

The ability to build and develop teams with complementary competencies and to foster effective collaboration.



HIGH

You are able to create complementary teams and to promote their mutual collaboration. Now you should strengthen the team's skills. How can I optimize the team's efforts? Which goals can they achieve as a team?

ALTO

RESULTS DRIVEN

The capacity to focus the team's energy on achieving the most important outcomes, and creating the right cadence of execution.



MEDIUM

You are able to plan and measure the team's progress, but you should follow up on taking corrective actions when needed. How often do I correct the team's mistakes? What are the best actions to take? Do I follow up with blunders constantly?

DECISIVENESS

The ability to make timely decisions in the face of uncertainty to move the organization forward.



LOW

It is important to start developing your decision-making skills in the face of uncertainty. You shouldn't act too fast but you should not delay too much either. Think if the consequences increase if you delay too much when taking a decision.

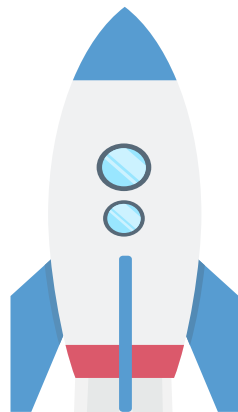
ADDITIONAL RECOURSES

In addition to the recommendations we previously gave you, we have shared with you a selection of books, movies, and speeches from the web page TED Talk, that can be interesting to reinforce your entrepreneurial competences.



Digital Library





ACTION PLAN

Finally, we present you the action plan; this is a space where you can define goals and specific actions. It will also help you to develop and strengthen the skills you want to improve in as short, medium, and long term.

In the end, you can find an example to help you complete your action plan.

Please print and fill out the format so you can have it at your convenience.

Which **competencies** are you interested in developing or strengthening?

INSTRUCTIONS

Choose a maximum of 3 competencies that you are most interested in strengthening.

These could be at any level of development: to be develop, medium or high. It's crucial that these correspond with what you want to achieve in your professional life. You can focus on developing a competency in which you don't feel well prepared, or maybe develop a strong one that you'd like to take advantage of.

The competencies that are most important for me to develop are:

- a** _____
- b** _____
- c** _____



WHAT DO I WANT TO ACHIEVE IN EACH **COMPETENCY** AND WHY?

INSTRUCTIONS

For every selected competency, start by brainstorming about everything you'd like to achieve. Afterwards, choose a priority goal for each competency and explain why.

Brainstorming

My priority goals selection

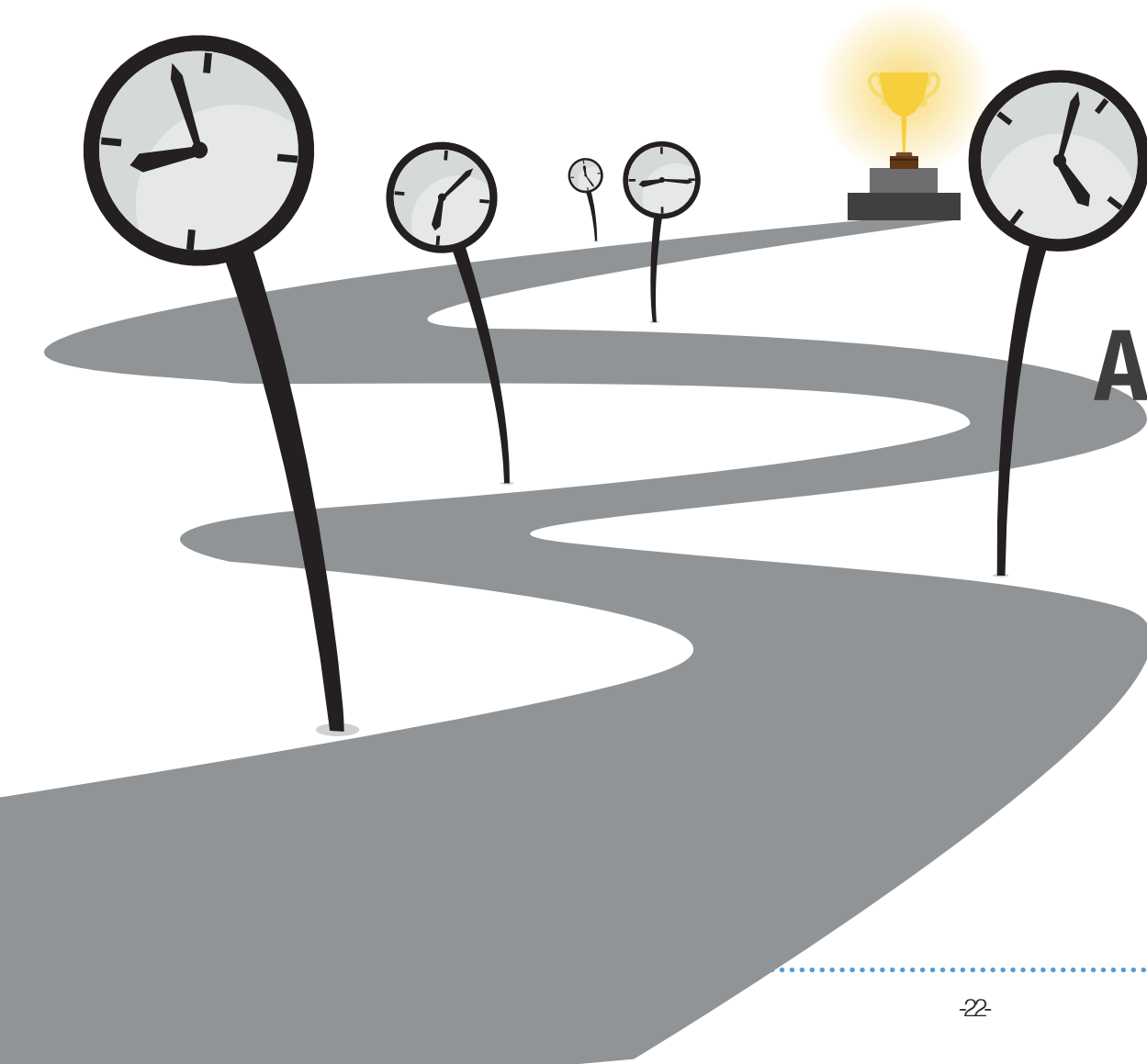
**Why did I choose
this goal?**

COMPETENCIES

a

b

c

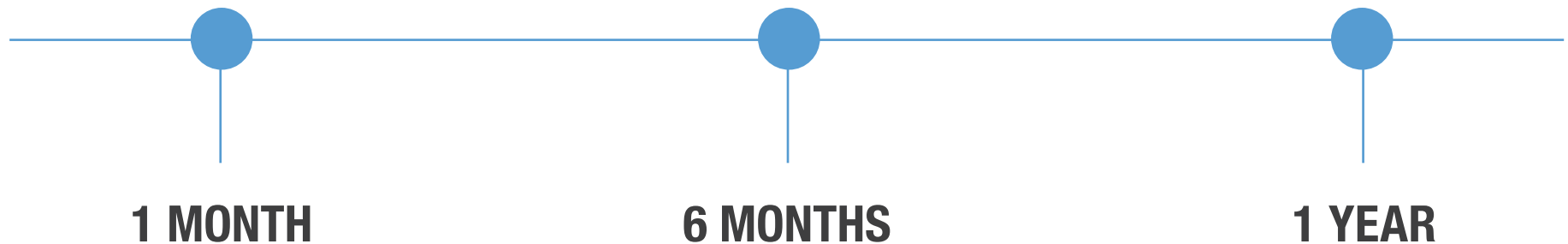


**HOW WILL I
ACHIEVE MY GOALS?**

INSTRUCTIONS

In this section, plan the milestones you need to overcome to achieve each goal and explain how you'll do it. We propose three different calendars for you to fill out and identify what you can do in a month, in 6 months and within a year.

Next to each calendar, there are follow-up sheets that allow you to compare what you have planned with your real progress. Analyze what happened during your journey; the best way for you to accomplish your goals is to regularly open your action plan so you can keep in mind those goals.



*It's possible that a goal you plan to achieve in 1 year requires you to start acting on it today.

WHAT WILL I DO TO ACHIEVE MY MONTHLY GOALS?

Stage 3
Planning and follow-up

	GOAL 1	GOAL 2	GOAL 3
ACTIVITIES What will I do this month as first steps to reach my goal?			
CHALLENGES What obstacles will I face to reach my goal?			
SUPPORT Who should I approach for help? Who can become my mentor?			
SACRIFICES What am I willing or unwilling to do to reach my goal?			

WHAT DID I DO TO ACHIEVE
MY **MONTHLY GOALS?**

Stage 3
Planning and follow-up

► How have I progressed?

► What have I learned?

► What did I plan to do but couldn't do? Why couldn't I?

► What would I like to change or add to my action plan? Why?

WHAT WILL I DO TO ACHIEVE MY 6 MONTHS GOALS?

Stage 3
Planning and follow-up

	GOAL 1	GOAL 2	GOAL 3
ACTIVITIES What will I do these 6 months as first steps to reach my goal?			
CHALLENGES What obstacles will I face to reach my goal?			
SUPPORT Who should I approach for help? Who can become my mentor?			
SACRIFICES What am I willing or unwilling to do to reach my goal?			

**WHAT DID I DO TO ACHIEVE
MY 6 MONTHS GOALS?**

Stage 3
Planning and follow-up

► How have I progressed?

► What have I learned?

► What did I plan to do but couldn't do? Why couldn't I?

► What would I like to change or add to my action plan? Why?

WHAT WILL I DO TO ACHIEVE MY 1 YEAR GOALS

Stage 3
Planning and follow-up

	GOAL 1	GOAL 2	GOAL 3
ACTIVITIES What will I do this year as first steps to reach my goal?			
CHALLENGES What obstacles will I face to reach my goal?			
SUPPORT Who should I approach for help? Who can become my mentor?			
SACRIFICES What am I willing or unwilling to do to reach my goal?			

**WHAT DID I DO TO ACHIEVE
MY 1 YEAR GOALS?**

Stage 3
Planning and follow-up

► **How have I progressed?**

► **What have I learned?**

► **What did I plan to do but couldn't do? Why couldn't I?**

► **What would I like to change or add to my action plan? Why?**

EXAMPLE

In this section, you will find a guide that will help you complete your action plan.

Remember that this is an example, you have to personalize your plan in order to reach your goals.

The competencies that are most important for me to develop are:

- a Vitality** _____
- b Sense of purpose** _____
- c Financial intuition** _____

COMPETENCIES

a

Brainstorming

1. Spread positive energy
2. Start sleeping the necessary hours, eating healthier and exercising to harness my positive attitude.
3. Not to be discouraged by losing streak.

My priority goals selection

Start sleeping the necessary hours, eating healthier and exercising to harness my positive attitude.

Why did I choose this goal?

I think this is the first step I have to follow. Once I master my positive attitude, I will spread my energy with other people, and I won't be discouraged by a bad experience.

b

1. Finding my life's purpose
2. Align my purpose with my company.

Finding my life's purpose

Because I have to know what my life purpose is before I'm able to align it with my company.

c

1. Knowing how to invest in the stock market and in financially healthy companies.
2. Developing the intuition needed to become a reference in financial analysis.
3. Having the ability to find profitable business opportunities.

Developing the ability to find profitable business opportunities.

I have always wanted to start my own company, so I must start developing this competency.

MY SCHEDULE THIS MONTH

WHAT WILL I DO TO ACHIEVE MY MONTHLY GOALS?

	GOAL 1
ACTIVITIES What will I do this month as first steps to reach my goal?	I will look for books about sense of purpose and other people's life mission. I will analyze the topics that engage and motivate me the most.
CHALLENGES What obstacles will I face to reach my goal?	Analyzing in an honest way what topics motivate me.
SUPPORT Who should I approach for help? Who can become my mentor?	I have to look for a social entrepreneur in the ecosystem that inspires me.
SACRIFICES What am I willing or unwilling to do to reach my goal?	I will dedicate at least 2 hours of my day to these tasks.

WHAT DID I DO TO ACHIEVE MY MONTHLY GOALS?

► How have I progressed?

I've found some books about sense of purpose and I've begun to read "I am Malala".

► What have I learned?

I've learned that I can't do everything for myself and must ask for support from experienced people.

► What did I plan to do but couldn't do?

Why couldn't I?

I still can't find a source of inspiration because I didn't take the time to deeply reflect on the topics that motivate me.

► What would I like to change or add to my action plan?

Why?

I will dedicate 3 hours a day to the tasks instead of only 2. Because I need to spend more time analyzing the ecosystem, and if I only dedicate 2 hours a day, it will be long before I find my life's mission.