**For 2nd discussion**

**STRATEGY OF THE ENTREPRENEURS CENTER**

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DEVELOPMENT OF A MASTER PROGRAMME IN THE MANAGEMENT OF INDUSTRIAL ENTREPRENEURSHIP FOR TRANSITION COUNTRIES

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The Strategy was developed as part of the implementation of the international ERASMUS+ program «**Development of master program in the management of industrial entrepreneurship for transition countries**» **(MIETC)** and is intended for partner universities as a basis for the development of individual concepts of the Entrepreneurship Center.

The concept contains a definition of the purpose and objectives of the Entrepreneurship Center, a description of the structure and model of the Entrepreneurship Center, and the specifics of the interaction of target groups.

**1. GOALS OF THE CENTER**

The goals of the functioning of the Entrepreneur Center (hereinafter referred to as the Center) are:

- improvement of the educational process based on strengthening the relations of departments with public administration bodies, commercial and non-profit organizations,

- attracting highly qualified teachers and practitioners from the fields of science and business,

- increasing the efficiency of the use of scientific, pedagogical, and production personnel, educational, scientific, and production capacities to improve the process of professional training of students, undergraduates, and doctoral students based on the integration of science, education, and production.

**2. THE MAIN OBJECTIVES OF THE CENTRE**

**To achieve these goals, the Center's activities are aimed at solving the following tasks:**

2.1 improving the organization of the educational process, strengthening the practical training of students, undergraduates, and PhD-students through the development of strategic partnerships with enterprises, and organizations;

2.2 coordination of joint activities of all those willing to participate in the implementation of the educational program, including its member organizations (institutional structures) and enterprises for the training, retraining, and professional development of specialists ;

2.3 Support in improving the efficiency of educational and research work and the implementation of their results in production;

2.4 development of the research work in the field of activity of departments with the involvement of students, undergraduates, doctoral students, and university teachers;

2.5 organization and conducting of practical training for the purpose of vocational guidance of students, and assistance in the employment of graduates.

1. **FUNCTIONS OF THE CENTRE AND ITS PARTICIPANTS**

**3.1 The Center performs the following main functions:**

3.1.1 involvement of leading practitioners in the organization of the educational process to strengthen its applied orientation;

3.1.2 organizes and conducts master classes, platinum lectures, business training, and group consultations with students, and undergraduates;

3.1.3 conducts individual classes with students, undergraduates;

3.1.4 organizes review and consulting meetings with interested parties on the content of educational materials ;

3.1.5 participates in the work of the State classification board;

3.1.6 conducts professional orientation activities for applicants at all levels of education (bachelor's degree master's degree-PhD);

3.1.7 organizes internships for students, and undergraduates in specialized organizations;

3.1.8 attracts students, undergraduates, PhD-students, and teachers to the implementation of research and applied analytical projects;

3.1.9 organizes scientific seminars, round tables, and conferences, preparation of joint scientific publications: monographs, articles, textbooks, and workshops.

**3.2 The main functions of the department implementing the Master's degree educational program (hereinafter: graduating department, department) in the work of the Center:**

3.2.1 coordinates and organizes training sessions in the divisions of the enterprise (workshops, departments, and others) or organizations;

3.2.2 organizes the execution of course works, diploma projects (works) master's theses and projects (scientific and pedagogical and specialized areas), scientific work of students on topics related to the solution of research, experimental and production tasks facing the enterprise (organization);

3.2.3 carries out work on the implementation of the main provisions of the studied topic of students in the activities of enterprises (organizations, institutions) (acts of implementation);

3.2.4 conducts career guidance work among employees of enterprises (organizations) for admission to Master's degree and specialized Doctor’s degrees;

3.2.5 organizes field classes at enterprises for schoolchildren and students at fixed schools and colleges;

3.2.6 directs the teaching staff of the department to enterprises (organizations) to give lectures and conduct master classes, seminars, and training;

3.2.7 carries out work on the introduction of author courses by teachers of the department based on the results of industrial internships on the basis of enterprises (organizations);

3.2.8 performs research and experimental production work on the subject of the enterprise (organization) on a contractual basis;

3.2.9 invites experienced specialists of the enterprise (organization) to participate in the educational process on a part-time basis and hourly wage, as well as in work of scientific seminars;

3.2.10 according to the orders of the enterprise (organization) trains students and undergraduates to work on it after graduation;

3.2.11 organizes the preparation of joint scientific publications of specialists of the enterprise (employees of the organization) and teaching staff of the department.

**3.3 Functions of the enterprise (organization) that is part of the Center:**

3.3.1 organization and conducting of professional practice of undergraduates and doctoral students on the basis of partner enterprises;

3.3.2 organization and conducting of scientific internships for undergraduates and doctoral students on the basis of partner enterprises;

3.3.4 carrying out of custom theme from partner companies within the framework of research of undergraduates and their dissertations/projects;

3.3.5 participation of partner enterprises in the design, review, and approval of educational programs, curricula, and programs, catalogs of elective disciplines, themes of dissertations, and projects in the specialties of master's and doctoral studies implemented at KarUK;

3.3.6 implementation of the results of scientific/experimental research work of undergraduates and doctoral students in the activities of partner enterprises;

3.3.7 participation of partner enterprises as members of State classification board in Master's degree specialties;

3.3.8 other forms of cooperation related to the educational and scientific activities of undergraduates and doctoral students of the university;

3.3.9 participation in the development of professional competencies of graduates;

participation in the QS survey for the university rating;

3.3.10 sending of leading production specialists in accordance with the established procedure for conducting the educational process and participating in research activities according to joint plans and programs;

3.3.11 allocation of premises for the organization of a branch of the university department for conducting training sessions, as well as the assignment of employees of the enterprise to students and undergraduates during their professional practice;

3.3.12 reviewing and approving themes of course works, diploma, master's projects, and research activities and reviewing the works performed by students on the assignment of the enterprise;

3.3.13 participation in updating and examination of the content of curricula, and individual disciplines of the educational program (including the introduction of practice-oriented elective courses) to strengthen their practical orientation;

3.3.14 providing the opportunity for industrial internships by teachers of the department;

3.3.15 assistance in conducting excursions and familiarization with the production process at the enterprise for schoolchildren and students at the assigned schools and colleges of the department.

1. **STRUCTURE OF THE CENTRE**

4.1 The center can be created in two ways: the Center as a new structural unit and the Center on the basis of a previously existing center (coworking, career, employment, etc.).

The first method is advisable for those universities that did not have similar structural units before. The second method is more suitable for universities that have already established large career centers, employment centers, Additional Education Centers, Competence Development Centers, or other structures that perform a significant part of the functions related to the business environment.

4.2 The creation of the Center in CA partner universities will take place in accordance with the model developed within the framework of the MIETC project and the Standard Regulations of the Center. At the same time, the specifics, profile, and needs of each university, as well as the requests of employers and the requirements of academic committees should be taken into account.

4.3 Structurally, the Center may include the head of the center, offices, managers, tutors, instructors, and coaches. It can involve tutors, instructors, coaches, and other categories of specialists by contract.

4.4 The structure and staff of the Center of each specific university are determined by the staffing of the university and approved by the Rector. Functional duties, rights, responsibilities, and working conditions of each category of employees should be reflected in job descriptions approved by the Rector of the university.

4.5 The integration of the Center at the institutional level will manifest itself through the creation of new connections, the redistribution of authorities and responsibilities, and structural (merger, division), and personnel (assignment, reassignment) changes in other departments.

4.6 The Center closely cooperates with departments and faculties and also participates in various forms of integration of the university with the business environment (business incubators, coworking centers, educational, scientific, and production complexes, etc.) on the development of professional competencies.

**5. FINANCIAL SUPPORT FOR THE FUNCTIONING OF THE ENTREPRENEURSHIP CENTER**

5.1 Internal funds of the institution/organization on the basis of which the Center was established and operates, and the balance of which includes the remuneration of the Center's staff;

5.2 Funds received in the form of sponsorship from interested parties;

5.3 Funds of various foundations offering and organizing competitions of entrepreneurial projects, etc.;

5.4 Funds received from organizing and conducting professional development courses, and other image events aimed at popularizing the activities of the Center;

5.5 Funds of regional institutions for the development and support of entrepreneurship;

5.6 Customer funds for research and development in the field of technological entrepreneurship;

5.7 Funds gained from participation in grant topics and projects initiated by the relevant Ministries of the country.

**6. EVALUATION/QUALITY ASSURANCE**

6.1 Internal assessment (self-assessment):

6.1.1 The Center carries out regular monitoring and analysis of its activities, and provides revision of training programs, courses, and other products of its activities, including assessment:

- relevance of the content of the offered programs and services;

- compliance with the changing needs of all stakeholders and operating conditions;

- the effectiveness of the programs and services offered, as well as the activities in general.

6.1.2 The Center is subject to internal audit.

6.1.3 The Center plans and implements actions to resolve risks and realize opportunities. Risk management and the realization of opportunities create the basis for improving the effectiveness of the quality management system, obtaining improved results, and preventing negative effects. Opportunities may arise as a result of a situation favorable for achieving the desired results, for example, a set of circumstances that allow the Center to attract consumers, develop new products or services, reduce losses, or increase productivity. Actions to realize opportunities may also include taking into account the relevant risks. Risk is the influence of uncertainty and any such uncertainty can have both positive and negative effects. A favorable deviation caused by risk may lead to opportunities, but not all the positive effects of risks turn into opportunities.

6.2 External evaluation (monitoring, questionnaires, interviews, etc.):

6.2.1 External evaluation of activities is carried out by external experts at various organizational levels. Responsibility for the effectiveness and efficiency of the Center is assigned to the head of the center.

6.3. The work provided by the joint plans of departments and enterprises is carried out by the participants of the Centre free of charge, except in cases of scientific research and experimental work.

**Expected results from the creation of the Entrepreneur Center**

| **Intermediate outcomes** | **Final outcomes** |
| --- | --- |
| 1. The number of reviews from the enterprises (organizations) included in the Center on the curricula of the university's educational programs;  2. The number of custom themes from enterprises (organizations) included in the Center (diploma, master's, doctoral works (by profile);  3. The proportion of field classes conducted systematically on the basis of enterprises (organizations) included in the Center;  4. The number of industrial internships of the teaching staff of the department;  5. The number of author courses of the teaching staff of the department based on the results of industrial internships;  6. The number of training seminars conducted by teaching staff for employees of enterprises;  7. Number of round tables held with employers;  8. Number of joint publications of the Center's participants;  9. The number of platinum lectures and master classes held by representatives of enterprises (organizations);  10. Preparation of business projects by students. | 1. An increase in the percentage of employment of graduates of the Center's educational programs;  2. An increase in the percentage of implemented business projects by students;  3. An increase in the number of custom themes performed;  4. Improving the practice orientation and quality of the university's educational programs. |