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## TEMPLATE OF CROSS-LITERATURE REVIEW RESULTS

### *beFORE - Becoming-Oriented Entrepreneurs in universities and companies*

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Knowledge Alliances - Agreement n. 2016 - 2858 / 001 - 001 Project n. 515842-EPP-1-2016-1-PL-EPPKA2-KA

for top publications presenting core foresight and entrepreneurial competences excluding domestic publication  
Analysis of at least 10 publications

**We would like to direct your attention that filling the last page in this questionnaire is obligatory**

**Guidelines:** The aim of this template is to identify core foresight and innovation/entrepreneurship competences in relation to knowledge, skills and social competences that a future-oriented manager should possess. The source of data for the analysis are key books in the field and the other printed works on foresight and entrepreneurship (even popular-scientific studies), as well as peer review articles coming from leading journals such as *Technological Forecasting and Social Change*, *Futures*, *Long Range Planning*, to name but a few. Each partner involved in the task (universities) is free to select at least ten articles/books on the subject matter. The partners are also free to add any relevant articles/books. In the first place, we suggest to work on the publications which deal with the convergence among futures studies, entrepreneurship and innovation. In case of difficulty with the identification of core foresight and innovation/entrepreneurship competences in these sources, we suggest to work on the articles/books from three fields of expertise (namely foresight, entrepreneurship and innovation) separately.

<b>The authors with affiliations</b>	Jorge Gámez Gutierrez, Jossie Esteban Garzón Baquero, Univeristy of La Salle in Bogotá, Colombia
<b>Title of the publication</b>	New cross-proposal entrepreneurship and innovation in educational programs in third level (tertiary) education
<b>Journal title*</b>	Contaduria y Administracion
<b>Number of journal*/year of publication/pages</b>	/ 2016 / 239–261
<b>Database of the scientific article's retrieval*</b>	Science Direct
<b>Keywords (or phrases) by which the publication was identified</b>	Entrepreneurship, Education, University, Enterprise, creativity, innovation
<b>Main keywords/phrases of the publication</b>	
<b>Core foresight and entrepreneurial competences</b>	<p>1) <i>Creativity</i> 2) <i>Innovation</i> 3) <i>business plan</i> 4) <i>personality (high capacity to work, need for achievements, organizational skills, adaptation to context, confidence, desire for independence)</i> 5) <i>Developing a social or business activity</i> 6) <i>Identify business opportunities</i> 7) <i>design strategies (design production, purchasing, financing, marketing, organization, implementation, aimed at successful organization)</i> 8) <i>Foresee, establish and evaluate managing and control mechanisms</i> 9) <i>live organizational process with measured and calculated risk</i> 10) <i>Negotiating and conflict management skills</i> 11) <i>capacity for teamwork</i> 12) <i>receive and give feedback</i> 13) <i>sharing social and business activities to general and special public</i> 13) <i>risk taking skills</i> 14) <i>motivation</i></p>
<b>Convergence among futures studies and entrepreneurship</b>	According to the article an entrepreneur is characterized by finding problems and solving them, it settles objectives, controls his destiny, searches prestige and recognition, though his main goal is not to obtain economic benefit. He is worried more about present and future, the planarization, the organization, the efficiency and the technology.
<b>Convergence among futures studies and innovation</b>	
<b>Convergence among futures studies and entrepreneurship and innovation</b>	
<b>Main highlights of the article (in bullets, up to 2500 characters including spaces)</b>	Capitalism has promoted and requires the growing knowledge of entrepreneurs, creative people who have the ability to solve problems in the form of innovation. Entrepreneurship can be taught and an entrepreneurial spirit can be discovered and developed in an educational process that considers the characteristics of entrepreneur students, through a selection process. The proposed model allows developing skills and attitudes that enable a person to recognize and exploit opportunities



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**Other observations or comments**

Approach from educational perspective, how entrepreneurial skills and capacities could be taught. Reseach done in Colombia

\*Fill the following fields for the articles exclusively