

Dream Bigger

Developing An Entrepreneurial Mindset

Brought to you
by NatWest Entrepreneurship

Your Handbook



**Use your
workbook to...**

Make Notes

**Complete the exercises
during your digital session**

Develop your own skills

Continue your learning

“

Looking across the entrepreneurial journey, UK women are less likely to go from intention to starting a business and half as likely to scale their businesses

The Alison Rose Review of Female Entrepreneurship

”

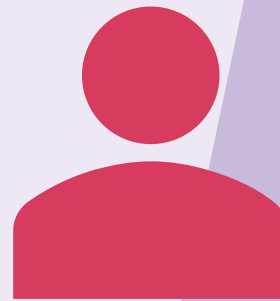


[Click here to find out more](#)

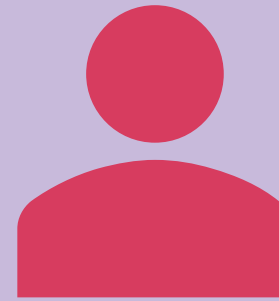


Future skills

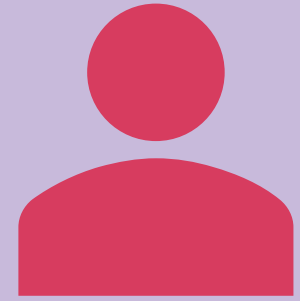
Key entrepreneurial skills for the future world of work



Mindset



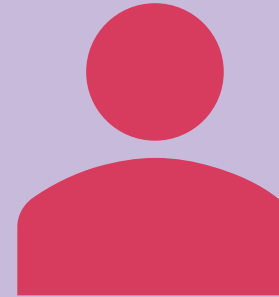
Pitching



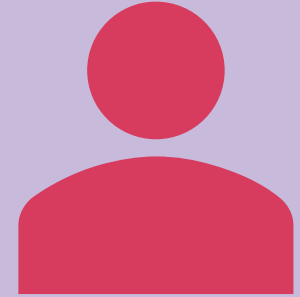
Vision



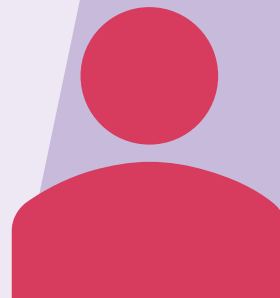
Creativity



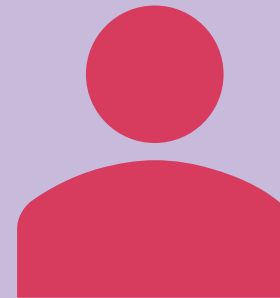
Resilience



Curiosity



Critical thinking



Reflection



Self awareness



Which skills do you already develop and how?

Pre-Work

Take some time to review questions below and bring them to your session...



What 3 words do you associate with mindset?

A large white rectangular area for writing answers to the first question. It features a light purple decorative corner element in the top-left and bottom-right corners.

How do you think mindset impacts and entrepreneur?

A large white rectangular area for writing answers to the second question. It features a light purple decorative corner element in the top-left and bottom-right corners.

How do you think mindset impacts you?

A large white rectangular area for writing answers to the third question. It features a light purple decorative corner element in the top-left and bottom-right corners.



Fixed Mindset

The perspective that character, intelligence, and creative ability are fixed.

You are not in control!

Growth Mindset

You can change and grow through effort, application and experience.

You are in control!



[Click here to find out more](#)

Mindset Check-in

Take a few minutes to answer the following questions and circle the option that relates to you most. There are no right or wrong answers.



Part A

Circle the option that relates to you.

1. The harder you work at something, the better you will be at it.



2. Learning new things can increase underlying intelligence.



3. I appreciate when people give me feedback about performance.



4. Creative talent can be learnt by anyone.



5. You can change the basic things about the kind of person you are.



6. No matter who you are, you can significantly change your talent.



7. You can change even your basic intelligence level considerably.



Part A Total

Part B

Notice we've changed the scoring in part B

8. Talent is something you're born with, not something you can develop.



9. Few people will be truly good at sports. You have to be "born with it."



10. Trying new things is stressful for me and I avoid it.



11. You are a certain kind of person, and there is not much that can be done to really change that.



12. Your intelligence is something that you can't change very much.



13. I often get angry when I get feedback about my performance.



14. You can learn new things, but you can't really change your basic level of talent.



Part B Total

Grand Total

Mindset Evaluation

Grand Total

What it means...

14-28

You believe that intelligent and talented people generally don't need to work as hard to be successful and that generally skills, abilities and talents are set traits that people are born with them. Day to day you look for tasks/ roles where you can excel and succeed, while often shying away from new or challenging situations so you don't fail or look stupid.

29-42

You believe that your abilities and skills are generally set, preferring situations where you can be successful and deliver to the required standard with relatively little effort and minimal problems or challenges. Generally your performance and the overall outcome are most important to you, so you can avoid mistakes and failures.

43-56

Your performance and the overall outcome is your key focus but you do believe that through learning you can develop your skills and abilities further. You often avoid difficult and challenging tasks to avoid failure or looking stupid but can see the personal growth these tasks can often bring.

57-70

Although, delivering objectives means a lot to you, you believe that personal development is more important than scoring highly and being perceived well. Learning is important to you as you believe your abilities and skills can (and should) be developed.

71-84

You wholeheartedly believe that you can grow and improve your skills, intelligence and talents through effort and hard work. You love challenges and don't mind making mistakes as this gives you an opportunity to learn and grow from these situations.



Did You Know...

That your mindset can change and develop? If you don't like where you are on the scale now, it's totally fine - you can change it!

#DreamBigger Mindset

I learn from failure

I take responsibility for my actions

I am always ready to pitch my ideas

I am open-minded and self aware

I make comments based on facts

I lead and motivate the people around me

I build a diverse network and collaborate with others

I am an effective communicator

I have a clear vision

I am focussed on my goals

I embrace challenge

I am always asking for feedback

I am resilient

Challenging you to think differently

Tips to develop your mindset...

Event + Response = Outcome

Believe that you can learn and place effort before talent

Words have power – “I can’t do that YET”

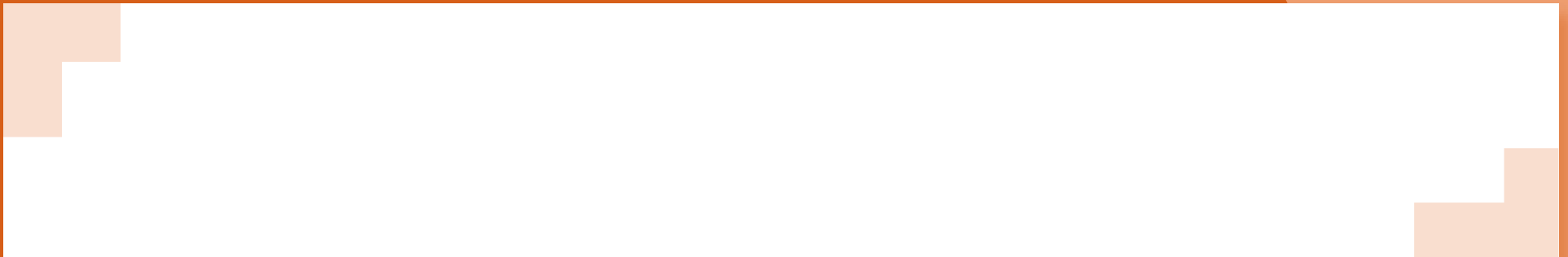
Step outside your comfort zone

Make a plan – choose a timeline and consider how you are going to hold yourself accountable

Reflect constantly and always ask for feedback

Relish failure and embrace the lessons learnt from doing so

Action 1.



Action 2.



Action 3.





Smart Goals

Initial Goal	Write the goal you have in mind?
S Specific	What do you want to accomplish? When do you want to do this by?
M Measurable	How can you measure progress and know when you are successful?
A Achievable	Do you have the skills/ resources needed to achieve this goal?
R Relevant	Is this goal aligned with my overall direction?
T Time-bound	What's the deadline and is it realistic?
Smart Goal	Review what you have written and craft a new goal statement based on the above

Continue your learning...



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- .

Videos



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Books & Articles



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Podcasts



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- .

Organisations

Continue your journey...

Early Careers

Search '**NatWest Early Careers**' to find out more about our Early Career programmes including;

- Insights Week
- Internships
- Apprenticeships
- Graduate Scheme



Business Builder

Search '**NatWest Business Builder**' to access our free online tool designed to support entrepreneurs through;

- Digital Learning
- Online Community
- Wrap Around Events



Back Her Business

Search '**NatWest Back Her Business**' to find out more about the first female-only crowdfunding programme that supports female entrepreneurs to raise funding to start a business.



Notes...



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