

## Welcome to ELIE online learning materials!

These materials will help you to develop the skills needed for self-employment as well as interaction with new cultures. The materials are targeted at both students and SMEs across Europe. Some content is more relevant for beginners, some for more advanced users. All of the materials are available in English. They consist of six modules as follows. All modules also provide some links to additional information about each topic.

The first module, "How to identify and develop cross cultural skills?", gives you a basic insight into identifying and developing your cross-cultural skills.. Cross-cultural skills are important not only if you are living and working in a new country but also if you are planning to develop business links in another country. The topics to be covered in this module include identifying important cross-cultural skills, making use of cross cultural skills and the role of cross-cultural skills in business.

The "How to communicate in a new culture?" module gives you a basic understanding of the best ways to effectively communicate with other people and also why this skill is so important. The focus is on aspects related to communication skills in a foreign country, but the information offered is applicable for everyday life and can be used in your home country. The topics to be covered in this module include language skills, effective communication and negotiation skills.

The "How to network effectively?" module offers advice on how to build a network that is beneficial to your business and how to maximise the benefits of that network. Effective networking is key to generating business at low cost and can take place in person/face-to-face, online, via the telephone - anywhere where there is contact between two people.

The "How to boost your entrepreneurial intentions?" module aims to answer the following questions: What are the psychological elements needed for entrepreneurship? Entrepreneurship, and more specifically business start-ups in a foreign country, benefit from careful planning and premeditation. In other words, international entrepreneurship is an intentional behaviour. By identifying the elements related to entrepreneurship the entrepreneurs are able to boost their business activities. The topics to be covered in this section include attitudes towards business venturing, entrepreneurial self-efficacy, risk-taking skills and creativity.

The "How to start up a business in a new country?" module equips you with a basic understanding of the different aspects involved in starting a business. The focus is on issues related to setting up a business in a foreign country, but the information offered is applicable also if you are planning to start a business in your home country. The topics to be covered in this module include formalities of business start-up, market information, business planning skills and funding.

The last module, "How to expand your business to a foreign country?", provides basic information on the possible ways and potential benefits of expanding your existing business abroad. The topics cover: methods of expansion, information on regulations and taxation, sources of funding and market information.

You can access the online learning materials [here](#). You can meet our ELIE project team and give your feedback in our [LinkedIn](#) group.