

**Israel  
Griol  
Barres**

**israel.griol  
@gmail.com**

**@igriol**



# *Innovation Centre* **MENTORING**



**INNOCENS ENTREPRENEURSHIP COURSE**

**March 27th 2017**

# MENTORING

Having done the Mentoring Skills Questionnaire  
I think I need a mentor to mentor me in  
improving my mentoring





IDEAS UPV has a service to mentor startups:

- 7 mentors – staff (Week Meeting)
- Entrepreneurs in the ecosystem
- Network of external mentors

Entrepreneurs book an appointment to a first visit.

One of our staff members allocate each entrepreneur to each one of the mentors depending on the topic or the stage of the startup.

After the first meeting, the entrepreneur contacts again with their mentor.

In every stage, other mentors can join the party.

Shortcuts

- Create Contact
- Enter Business Card
- Create Account
- Create Lead
- Create Opportunity
- Create Quote
- Create Case
- Report Bug
- Schedule Meeting
- Schedule Call
- Create Task

New Contact

First Name:

Last Name: \*

Phone:

Email:

Save

My Sugar My Charts + Add Page

My Top Open Opportunities

Opportunity Name	Amount	Expected Close Date
<a href="#">White Cross Co 536796 - 1000 units</a>	\$50,000.00	10/02/2007
<a href="#">MTM Investment Bank F S B 999464 - 1000 units</a>	\$50,000.00	10/12/2007
<a href="#">Doggie Diner Co Ltd 610209 - 1000 units</a>	\$25,000.00	10/22/2007
<a href="#">Nw Bridge Construction 994636 - 1000 units</a>	\$50,000.00	11/02/2007
<a href="#">JAB Funds Ltd. 494196 - 1000 units</a>	\$10,000.00	11/12/2007

My Calls

Close	Subject	Duration	Start Date	Accept?
<input checked="" type="checkbox"/>	<a href="#">Bad time, will call back</a>	0h30m	07/30/2008 15:00	<input checked="" type="checkbox"/>
<input checked="" type="checkbox"/>	<a href="#">Bad time, will call back</a>	0h30m	11/09/2007 08:00	<input checked="" type="checkbox"/>
<input checked="" type="checkbox"/>	<a href="#">Bad time, will call back</a>	0h30m	03/09/2008 16:15	<input checked="" type="checkbox"/>
<input checked="" type="checkbox"/>	<a href="#">Get More information on the proposed deal</a>	0h30m	12/18/2007 15:30	<input checked="" type="checkbox"/>
<input checked="" type="checkbox"/>	<a href="#">Get More information on the proposed deal</a>	0h30m	09/26/2007 16:30	<input checked="" type="checkbox"/>

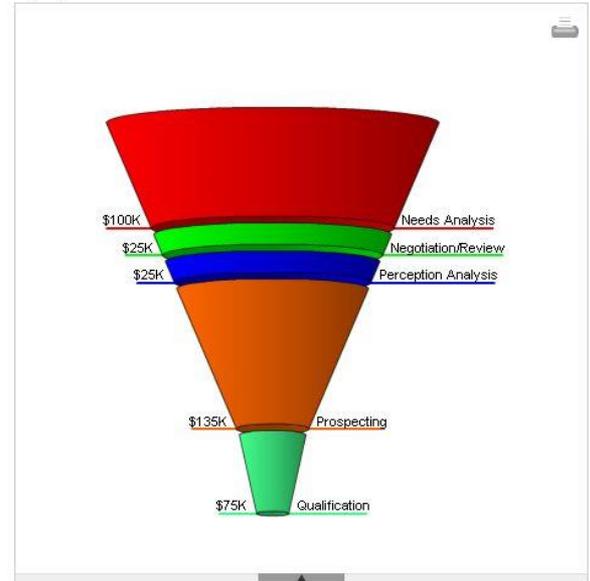
My Meetings

Close	Subject	Duration	Start Date	Accept?
<input checked="" type="checkbox"/>	<a href="#">Discuss pricing</a>	0h30m	07/16/2008 08:00	Accepted
<input checked="" type="checkbox"/>	<a href="#">Demo</a>	2h15m	04/18/2008 06:45	Accepted
<input checked="" type="checkbox"/>	<a href="#">Introduce all players</a>	2h00m	07/01/2008 16:30	Accepted
<input checked="" type="checkbox"/>	<a href="#">Follow-up on proposal</a>	2h30m	12/28/2007 08:00	Accepted
<input checked="" type="checkbox"/>	<a href="#">Review needs</a>	0h15m	11/28/2007 19:00	Accepted

My Accounts

Account Name	Phone	Date Entered
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My Pipeline



My Leads

Name	Office Phone	Date Created
<a href="#">Annmarie Plante</a>	(265) 909-7031	08/15/2007 12:03
<a href="#">Adele Tweed</a>	(761) 391-6458	08/15/2007 12:03
<a href="#">Nelson Eye</a>	(430) 239-4824	08/15/2007 12:03

**What qualities/profiles does a mentor need?**

- 1. Write at least 4-5 qualities/profiles in a piece of paper.**
- 2. We'll do a clasification with the results.**
- 3. Read Forbes article.**

**What qualities/profiles does a mentor need?**

# What qualities/profiles does a mentor need?

Willingness to share skills, knowledge, and expertise.

Entrepreneurial expertise.

Takes a personal interest in the mentoring relationship.

Values the opinions and initiatives of others.

Exhibits enthusiasm in the field.

Provides guidance and constructive feedback.

Respected by colleagues and employees in all levels of the organization.

Sets and meets ongoing personal and professional goals.

Demonstrates a positive attitude and acts as a positive role model.

**What qualities/profiles does a mentor need?**

- 1. Write at least 4-5 qualities/profiles in a piece of paper.**
- 2. We'll do a clasification with the results.**
- 3. Read Forbes article.**



**"NO!**

Try not!

**DO or DO NOT,**

There is no try!"