



Deakin Hallmark: Entrepreneurial thinking

This Hallmark requires the submission of a digital portfolio containing:

- Evidence of achievement of the Hallmark standards
- Written reflection on that evidence of achievement
- A one-minute video pitching strongest evidence of entrepreneurial thinking

The evidence submitted must meet all of the Hallmark standards (by meeting all of the criteria) and must include activities and reflection completed wholly or substantially during course candidature.

Standard 1: Demonstrates ability for advanced entrepreneurial thinking	Achieved
<p>Provides evidence of abilities and behaviours that characterise successful entrepreneurs. For example, this might include, but need not be limited to evidence of:</p> <ul style="list-style-type: none"> • Ability to identify and clearly define relevant problems • Ability to identify solutions or resource requirements and execute ideas • Resilience and persistence in the pursuit of goals • Ability to navigate risk and make decisions about the viability of ventures • Application of creative or strategic thinking to create value • Ability to judge and leverage customer, client or consumer behaviour • Resourcefulness e.g. ability to innovate or think beyond the obvious • Ability to judge their own limitations and utilise collaborations to achieve a greater outcome <p>Evidence <u>does not need to include all of the examples above</u>, but must be substantial enough to demonstrate sustained engagement in entrepreneurial behaviours so as to convince the assessment panel that they have the capacity to be a successful entrepreneur.</p>	
<p>Evidence of entrepreneurial ability and behaviours is demonstrated within and beyond the requirements of their degree</p>	
Standard 2: Evidences capacity to create commercial value through the execution of an idea	
<p>Evidence of having identified a problem or gap in the market and developed a solution</p>	
<p>Evidence of having proven the likely value of a product, concept or project to others</p> <p>This could include evidence of having sold or gained support (financial or otherwise) to develop a new product, concept or project - within an existing enterprise or through the creation of a new one.</p>	