



## ROLE OF THE MENTOR

A Mentor is not a free consultant or a project manager. A Mentor provides guidance and advice on business development and local business culture and one-on-one support to another business leader. The relationship between Mentor and Mentee is intended to be a personal one where both can freely express their thoughts, ideas and opinions.

### **Mentor Roles:**

- *Counsellor*: helps analyze the Mentee's strategy and imperatives, provides guidance on how to optimize the approach to business, gives advice and challenges the situation.
- *Objective observer*: Remains neutral, but considerate. Mentee can have frank discussions with a Mentor in order to better assess the situation and find appropriate solutions.
- *Guide*: A Mentor should use to his/her expertise in the field and knowledge of the local business environment to inform the Mentee's strategy and objectives.

### **Mentor Qualities:**

- Listens and questions
- Shares his/her experience
- Helps Mentee understand himself/herself and find the appropriate business solutions
- Provides moral support
- Motivates for action

**Mentors are volunteers. No reward or financial compensation should be offered to or accepted by Mentors for their services.**