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**THE MEDIATING ROLES OF ENTREPRENEURIAL SKILLS BETWEEN  
ENTREPRENEURSHIP TRAINING AND ENTREPRENEURIAL  
READINESS : THE CASE OF UNIVERSITY GRADUATES IN  
TUNISIAN**

**Abstract:**

A review of the literature on the relationship between, on the one hand, entrepreneurship training and entrepreneurial skills, and on the other hand, entrepreneurial skills and entrepreneurial readiness, seems to support the idea that the link between training and readiness towards new venture creation may be mediated by entrepreneurial skills. However, there is no empirical evidence that analyzes this suggestion. The aim of this study is to contribute to filling this research gap and to explore the impact of training on entrepreneurial readiness through mediating effects of a range of entrepreneurial skills, including skills, as well as personality characteristic and Big Five dimensions . Based on a sample of 300 Tunisian university graduates , the results revealed that entrepreneurship training has a positive and statistically significant relationship with skills, personality dimensions, personality characteristics and entrepreneurial readiness. Moreover, skills, personality dimensions and personality characteristics positively affect entrepreneurial readiness. However, of the these entrepreneurial skills , only personality dimensions partially mediate the relationship between training and entrepreneurial readiness. The findings of this study can have significant implications for the design and focus of entrepreneurship training.

**Keywords:**

Entrepreneurial readiness, entrepreneurship training, entrepreneurial skills, Sfax Business Center.

**JEL Classification:** A00