

# Joint development, piloting and validation of entrepreneurial mindset and key skills curricula and training materials for third countries



Entrepreneurial Mindset and Key Skills for All

## ENTRECOMP CURRICULUM

### 3.5 LEARNING THROUGH EXPERIENCE

#### **TASK ID AND TITLE 2.2: JOINT DEVELOPMENT OF THE CURRICULA AND TRAINING MATERIALS FOR ENTRECOMP**

PARTNER RESPONSIBLE FOR THIS ACTIVITY: MMC MEDITERRANEAN MANAGEMENT CENTER LTD

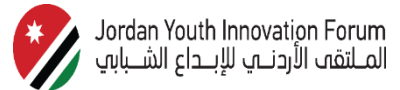
## PROJECT MAIN DETAILS

<b>Programme:</b>	Erasmus+
<b>Key Action:</b>	Lump Sum Grants
<b>Project title:</b>	Joint development, piloting and validation of entrepreneurial mindset and key skills curricula and training materials for third countries
<b>Project Acronym:</b>	EMSA
<b>Project Agreement Number:</b>	101092477
<b>Start Date:</b>	01/01/2023
<b>End Date:</b>	31/12/2025

## COORDINATED BY



## PROJECT PARTNERS



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## TRAINING CURRICULUM FOR COMPETENCE: LEARNING THROUGH EXPERIENCE

### Aim of the workshop

The aim of the workshop is to equip participants with the knowledge, skills, and competences necessary to effectively engage in learning through experience, fostering personal and professional growth. Through interactive sessions and practical exercises, participants will gain a deep understanding of the concept of learning through experience, identifying diverse learning opportunities and recognizing their significance in individual development.

Participants will develop practical skills in designing, implementing, and evaluating experiential learning activities, enabling them to facilitate meaningful learning experiences for themselves and others. They will enhance their ability to extract insights from these experiences through reflective practices and group discussions, fostering critical thinking and effective communication.

Furthermore, the workshop aims to empower participants with competences such as collaboration, adaptability, and leadership. They will learn to collaborate with peers to create impactful learning environments, adapt learning strategies based on feedback and outcomes, and demonstrate leadership by guiding others through the experiential learning process.

Overall, the workshop seeks to provide participants with a comprehensive toolkit for harnessing the power of learning through experience, enabling them to thrive in diverse personal and professional contexts. Through active participation and engagement, participants will emerge from the workshop empowered to apply their newfound knowledge, skills, and competences to drive continuous growth and development.

## Learning outcomes

After the end of the workshop the participants will be in a position to:

In terms of knowledge:

Articulate the concept of learning through experience, identify various types of learning experiences, and explain the significance of experiential learning in personal and professional growth.

In terms of skills:

Design, implement, and evaluate experiential learning activities, facilitate group discussions and debriefs to extract insights from experiential learning, as well as adapt learning strategies based on feedback and outcomes.

In terms of competences:

Demonstrate competence in analyzing and synthesizing insights gained from experiential learning, share learning outcomes with others, collaborate to create meaningful learning experiences, apply lessons learned across contexts, and guide others through the experiential learning process.

## Training methodology

- ☒ Synchronous Online Learning
- ☒ Self-Directed Learning

## Prerequisites

- ☒ Beginner level
- ☐ Specific skills required
- ☐ Previous workshops required

## SYNCHRONOUS ONLINE LEARNING

### Workshop duration

6 hours.

### Training techniques

- ☒ Lecture (compulsory)
- ☐ Individual Exercise
- ☐ Group Exercise
- ☐ Role play
- ☐ Experiential workshop
- ☒ Group discussion
- ☐ Brainstorming
- ☒ Case Study
- ☐ Questions and Answers (multiple choice and open questions)
- ☒ Other (Please indicate): Ice-Breaker activity, Simulation Games, Demonstration, Problem-Solving Activity, Hands-on Activity

### Equipment and materials necessary

#### Equipment:

- ✓ Laptop/PC
- ✓ Projector
- ✓ Wi-Fi or internet access
- ✓ Whiteboard or Flipchart

- ✓ Markers
- ✓ Audio Equipment (larger groups)

**Materials:**

- ✓ Power Point presentation
  - ✓ Large paper pads
  - ✓ Workshop Handouts (or agenda)
- Creativity Tools (sticky notes, coloured markers, index cards)
- ✓ Name Tags (group names' tags)

## Workshop program breakdown

No.	Theme/Content		Workload in minutes
1	<b>Introduction to Learning Through Experience</b>		100 minutes
	<b>Structure</b>	<b>Technique/Title of methodological tool</b>	
	<ul style="list-style-type: none"> <li>Overview of Experiential Learning</li> <li>Key Principles of Experiential Learning</li> <li>Benefits of Learning Through Experience</li> <li>Learning by Experience VS Learning by Example</li> <li>Learning from Success and Failure</li> </ul>	<p><b>Lecture:</b> PPT3.5_1 (Slides 12_27)</p> <p><b>Ice Breaker Activity:</b> MT3.5_1 (Slide 9)</p> <p><b>Group Exercise:</b> MT3.5_2 (Slide 27)</p>	
2	<b>Experiential Learning Models</b>		100 minutes
	<b>Structure</b>	<b>Technique/Title of methodological tool</b>	
	<ul style="list-style-type: none"> <li><b>Kolb's Experiential Learning Cycle</b></li> </ul>	<b>Lecture:</b> PPT3.5_1 (Slides 29-34)	

	<ul style="list-style-type: none"> <li>– Reflective Observation</li> <li>– Abstract Conceptualization</li> <li>– Active Experimentation</li> <li>– Concrete Experience</li> </ul>	<b>Simulation Games:</b> MT3.5_3 (Slide 34)	
<b>3</b>	<b>Implementing Experiential Learning in Various Settings</b>		100 minutes
	<b>Structure</b>	<b>Technique/Title of methodological tool</b>	
	<ul style="list-style-type: none"> <li>• In Education</li> <li>• In Workplace</li> <li>• Learning Organization</li> <li>• In Training Programs</li> <li>• Incorporating Technology</li> <li>• Challenges of Experiential Learning</li> </ul>	<p><b>Lecture:</b> PPT3.5_1 (Slides 35-)</p> <p><b>Case Study:</b> MT3.5_4 (Slide 39)</p> <p><b>YouTube Projection:</b> MT3.5_5 (Slide 47)</p> <p><b>Group Exercise MT3.5_6: Problem Solving Activity</b> (Slide 50)</p>	
<b>4</b>	<b>Wrap-up and Evaluation</b>		45 minutes + (15 minutes' breaks)
	<b>Structure</b>	<b>Technique/Title of methodological tool</b>	
	<ul style="list-style-type: none"> <li>• Recap of Key Takeaways</li> </ul>	<p><b>Lecture:</b> PPT3.5_1 (Slide 51_55)</p> <p><b>Group Discussion:</b> Hands-on Activity: MT3.5_7 (Slide 52)</p>	
	<b>Total Duration</b>		<b>360 minutes</b>

## List of methodological tools

No.	Training Technique	Title of Methodological Tool
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1	Lecture with Slides	PPT3.5_1
2	Ice-Breaker Activity	MT3.5_1
3	Group Exercise	MT3.5_2
4	Simulation Games	MT3.5_3
5	Case Study	MT3.5_4
6	YouTube Projection and Demonstration	MT3.5_5
7	Problem-Solving Activity	MT3.5_6
8	Group Discussion: Hands-on Activity	MT3.5_7

## SELF-DIRECTED LEARNING

### Resources

No	Title and Reference	Attachment (if applicable)
1	Coursera - Offers courses on experiential learning and related topics, often taught by university professors	<a href="https://www.coursera.org">https://www.coursera.org</a>
2	Khan Academy - Provides free, world-class education to anyone, anywhere, including topics that can be learned through experience.	<a href="https://www.khanacademy.org">https://www.khanacademy.org</a>
3	TED-Ed - Features educational videos on a wide range of topics that inspire experiential learning.	<a href="https://ed.ted.com">https://ed.ted.com</a>
4	"The Importance of Experiential Learning" - An article that discusses the significance of learning through experience in both educational and professional settings.	<a href="https://www.abingtonfriends.net/blog/news/the-importance-of-experiential-learning/">https://www.abingtonfriends.net/blog/news/the-importance-of-experiential-learning/</a>
5	Article: "Kolb's Experiential Learning Theory" - A detailed exploration of David Kolb's theory, including its four-stage cycle of learning.	<a href="https://educationaltechnology.net/kolbs-experiential-learning-theory-learning-styles/">https://educationaltechnology.net/kolbs-experiential-learning-theory-learning-styles/</a>
6	Article: "Experiential Learning in the Digital Age" - Discusses how experiential learning can be adapted and enhanced using digital tools and platforms.	<a href="https://www.academia.edu/38540399/Experiential_Learning_in_the_Digital_Age_Why_it_Matters">https://www.academia.edu/38540399/Experiential_Learning_in_the_Digital_Age_Why_it_Matters</a>

7	"Experiential Learning: Experience as the Source of Learning and Development" by David A. Kolb	
8	"The Power of Experiential Learning" by K. Beard and J.P. Wilson	
9	"Learning to Learn: The Skill and Will of College Success" by Skip Downing	
10	"Teaching for Experiential Learning: Five Approaches That Work" by Scott D. Wurdinger and Julie A. Carlson	
11	LinkedIn Learning	<a href="https://www.linkedin.com/learning">https://www.linkedin.com/learning</a>
12	Project-Based Learning: ex.: <b>Edutopia</b>	<a href="https://www.edutopia.org/project-based-learning">https://www.edutopia.org/project-based-learning</a>
13	Learning from Success and Failure by Robert I. Sutton	<a href="https://hbr.org/2007/06/learning-from-success-and-fail">https://hbr.org/2007/06/learning-from-success-and-fail</a>
14	What is it that entrepreneurs learn from experience? By Frank Martin and Ronnie Smith	<a href="https://journals.sagepub.com/doi/pdf/10.5367/ihe.2010.0016">https://journals.sagepub.com/doi/pdf/10.5367/ihe.2010.0016</a>