

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

ERF CURRICULUM: 1. LITERACY

TASK ID AND TITLE 2.3: JOINT DEVELOPMENT OF THE CURRICULA AND TRAINING MATERIALS FOR ERF

PARTNER RESPONSIBLE FOR THIS ACTIVITY: DIMITRA EDUCATION & CONSULTING

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ERF Curriculum for 1. LITERACY

Task 2.3





PROJECT MAIN DETAILS

Programme: Erasmus+

Key Action: Lump Sum Grants

Project title:Joint development, piloting and validation of

entrepreneurial mindset and key skills curricula

and training materials for third countries

Project Acronym: EMSA

Project Agreement Number: 101092477

Start Date: 01/01/2023

End Date: 31/12/2025

COORDINATED BY



PROJECT PARTNERS













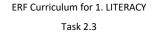






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TRAINING CURRICULUM FOR COMPETENCE: LITERACY

Aim of the workshop

The primary goal of this workshop is to equip participants with the essential knowledge, skills, and competencies required to excel in verbal communication, critical thinking, and socially responsible language use. Upon completing this workshop, participants will have a solid understanding of the key types of verbal interactions, including conversation, negotiation, presentation, and debate, and will be able to identify and differentiate between various language styles and registers. They will also develop critical thinking skills, allowing them to assess, analyze, and generate alternative solutions to challenges in both business and daily life.

In addition to building a foundation in communication, participants will gain the ability to understand the profound impact of language on interpersonal dynamics, fostering more positive and socially responsible communication practices. The workshop will include practical exercises that enable participants to apply their knowledge in real-world scenarios, where they will learn to adapt their communication styles and assess their effectiveness in different contexts. These hands-on activities will empower participants to enhance their verbal communication, foster clearer understanding in professional settings, and contribute to a more respectful and inclusive communication environment.

In essence, this workshop aims to provide participants with the comprehensive tools and strategies necessary to navigate and excel in a wide range of verbal communication scenarios. By applying and refining their skills in critical thinking and responsible language use, participants will be well-prepared to create positive and meaningful communication experiences, both in personal and professional contexts.

Learning outcomes

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

- ➤ Participants will develop an awareness of the main types of verbal interaction, such as conversation, negotiation, presentation, and debate, and understand the main features of different styles and registers of language.
- Participants will develop critical thinking skills and the ability to assess and work with information, enabling them to generate and explore alternative solutions to challenges in both business and daily life.
- Participants will enhance their ability to understand and analyze the impact of language on others, fostering positive and socially responsible communication practices.



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In terms of knowledge:

- Understand and describe the main types of verbal interaction and the features of different language styles and registers, including formal, informal, technical, and persuasive.
- Identify different and alternative solutions to challenges, applying critical thinking to evaluate their feasibility and effectiveness.
- Describe the impact of tone, body language, and intentions on the effectiveness of communication and interpersonal relationships.

In terms of skills:

- Apply various types of verbal interaction effectively in different contexts, such as conducting a negotiation or delivering a presentation.
- Employ critical thinking strategies to explore and generate solutions to real-world challenges, using a variety of information sources.
- Develop and apply strategies for using language responsibly and ethically in various contexts, with a focus on improving communication effectiveness and emotional intelligence.

In terms of competences:

- Evaluate and select appropriate language styles and registers to enhance the clarity and effectiveness of communication in different verbal interactions.
- Demonstrate the ability to critically assess and select the most appropriate solutions to challenges, considering their potential impact and practicality.
- Assess and refine personal communication practices to ensure they are positive, respectful, and socially responsible, especially in cross-cultural and conflict resolution situations.

Training methodology

☑ Synchronous Online Learning☑ Self-Directed Learning
Prerequisites
□ Beginner level
\square Specific skills required

☐ Previous workshops required







If the workshop requires specific skills or participation in previous workshops, please explain:		
SYNCHRONOUS ONLINE LEARNING		
Workshop duration		
20 hours		
Training techniques		
□ Lecture (compulsory)		
□ Lecture (compulsory)		
☑ Lecture (compulsory)☑ Individual Exercise		
☑ Lecture (compulsory)☑ Individual Exercise☑ Group Exercise		
 ☑ Lecture (compulsory) ☑ Individual Exercise ☑ Group Exercise ☑ Role play 		
 ☑ Lecture (compulsory) ☑ Individual Exercise ☑ Group Exercise ☑ Role play ☑ Experiential Workshop 		
 ☑ Lecture (compulsory) ☑ Individual Exercise ☑ Group Exercise ☑ Role play ☑ Experiential Workshop ☑ Brainstorming 		

Necessary equipment and materials

Equipment:

- ✓ Laptop/PC
- ✓ Video conferencing platform
- ✓ Webcam and microphone
- ✓ Digital whiteboard tool
- ✓ Headphones or speakers



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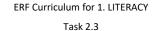
Materials:

- ✓ PowerPoint presentation
- ✓ Online handouts (PDFs or Google Docs with worksheets, case studies)
- ✓ Chat feature (for additional discussion and Q&A)
- ✓ Feedback forms and Note-taking tools.
- ✓ Digital role-play scenarios (shared through breakout rooms or online collaboration tools)
 Online quizzes or polls.

Workshop programme breakdown

COURSE MODULE No.1	Theme/Content Introduction to the course COURSE MODULE 1:		Workload in minutes
1	Introduction to Literac	cy .	45 minutes
	Structure	Training Technique/Code of Methodological Tool	
	 Introduction to the three course Modules. Introduction to Literacy 	Lecture: PPT1.1_1 Ice Break Activity MT1.1_1	
	Topic 1.1 Verbal Interaction		100 minutes
	Structure	Training Technique/Code of Methodological Tool	
	 Definition and Overview of Ver- bal Interaction Factors Influenc- ing Verbal Inter- action 	Lecture: PPTC1.1_1 YouTube video presentation MT1.1-2	

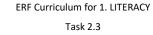




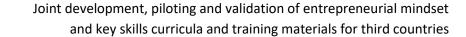




2	 Types of Verbal Interaction (Conversation, Negotiation, Presentation, Debate) Topic 1.2 Understanding 	ng Language Styles and Registers	110 minutes
	Structure	Training Technique/Code of Methodological Tool	
	 Formal, Informal, Consultative, Intimate and Frozen Language Styles Factors Influencing Language Style Choices Impact of Choosing the Right Language Style Evaluating Real-Life Communication Scenarios 	Lecture: PPTC1.1_1 Group Discussion: MT1.1_3	
3	Topic 1.3 Application o	f Verbal Interaction in Contexts	180 minutes
	Structure	Training Technique/Code of Methodological Tool	
	 Practicing Conversations, Negotiations, and Presentations Assessing the Use of Language Styles in Interactions 	Lecture: PPTC1.1_1 Role-play Activity: MT1.1_4 Group Exercise: MT1.1_5 Case Study Analysis: MT1.1_6	







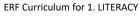


	 Analyzing Negotiations and Presentations in Professional Settings Adapting Language Styles to Different Contexts 		
4	Summary and Q&A		45 minutes
	Structure	Training Technique/Code of	
		Methodological Tool	





COURSE MODULE No.2	Theme/Content COURSE MODULE 2		Workload in minutes
1	Introduction to Develo	ping Critical Thinking Skills	80 minutes
	Structure	Training Technique/Code of Methodological Tool	
	 Introduction to Critical Thinking Definition of Critical Thinking Importance of Critical Thinking in Business and Daily Life 	Lecture: PPTC1.2_1 Ice Breaker: MT1.2_1 Group Exercise: Puzzle MT1.2_2	
	Topic 2.1 Assessing and Working with Information		90 minutes
	Structure	Training Technique/Code of Methodological Tool	
	 Identifying Reliable vs. Unreliable Sources of Information Evaluating Information from Various Sources 	Lecture: PPTC1.2_1 Group Discussion: MT1.2_3	
2	Topic 2.2 Generating and Exploring Alternative Solutions		90 minutes
	Structure	Training Technique/Code of Methodological Tool	
	 Problem- Solving Through 	Lecture: PPTC1.2_1 Individual Exercise: Game: MT2.2_4	



Task 2.3





3	Critical Thinking • Evaluating Solutions Based on Critical Thinking Criteria Topic 2.3 Critical Thinking	ng in Business and Everyday Life	100 minutes
	Structure	Training Technique/Code of Methodological Tool	
	 Impact of Technology on Critical Think- ing Cultural Awareness in Critical Think- ing 	Lecture: PPTC1.2_1 Group Exercise: MT2.2_5 Case Study: MT2.2_6	
4	Summary and Q&A		60 minutes
	Structure	Training Technique/Code of Methodological Tool	
	 Recap of key points Addressing Participants' Questions 	Q&A Session: MT2.2_7 Open Discussion	

COURSE MODULE No.3	Theme/Content COURSE MODULE 3	Workload in minutes
1	Understanding and Analyzing the Impact of Language on Others	60 minutes

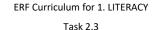
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	 Definition of Socially Responsible Communication Importance of Language in Social Contexts Impact of Language and Social Responsibility 	Training Technique/Code of Methodological Tool Lecture: PPTC1.3_1 Ice Break Activity M1.3_1 Group Activity M1.3_2	
	Topic 3.1 Tone, Body Langunication	uage, and Intentions in Commu-	90 minutes
	Structure	Training Technique/Code of Methodological Tool	
	 Understanding the Role of Tone and Body Language Analyzing the Impact of Tone and Body Language on Audience Perception 	Lecture: PPTC1.3_1 Role-Playing: MT1.3_3 Group Exercise: Feedback Session: MT1.3_4	
2	Topic 3.2 Language and Cro	oss-Cultural Communication	90 minutes
	Structure	Training Technique/Code of Methodological Tool	
	 How Cultural Differences Impact Language and Communication Identifying Cultural Nuances 	Lecture: PPTC1.3_1 Video Analysis: MT1.3_5	







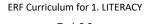


3	in Communication Across Cultures. Topic 3.3 The Power of Wo	ords – Positive and Negative Lan-	90 minutes
	Structure	Training Technique/Code of Methodological Tool	
	 Understanding the Emotional and Social Impact of Positive and Negative Language Scenario Writing Using Positive and Negative Language and Reflect on the Outcomes 	Lecture: PPTC1.3_1 Individual Exercise: MT1.3_6	
4	Summary and Q&A		60 minutes
	Structure	Training Technique/Code of Methodological Tool	
	 Recap of key points Addressing Participants' Questions 	Q&A Session: MT1.3_7 Open Discussion	

List of methodological tools

No.	Training Technique	Code of Methodological Tool
1	Lecture	PPTC1.1_1
		PPTC1.1_2
		PPTC1.1_3
2	Individual Exercise	MT2.2_4
3	Group Exercise	MT1.1_5

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Task 2.3





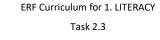
		MT2.2_5
		MT1.3_2
5	Group Discussion	MT1.1_3
		MT1.2_3
		MT1.3_3
6	Role play	MT1.1_4
		MT1.3_2
7	Video Analysis	MT1.1_2
		MT1.3_5
8	Simulation	MT1.3_6
9	Case Study	MT1.1_6
10	Questions and Answers (multiple-choice and	MT1.1_7
	open-ended questions)	MT2.2_7
		MT1.3_8
11	Other (Ice Break)	MT1.1_1
		MT1.2_1
		MT1.3_1
12	Feedback Session	MT1.3_4

SELF-DIRECTED LEARNING

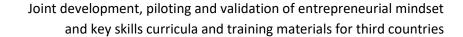
Resources

No.	Resource Title	Attachment
		(if applicable)
1	Gee, J. P. (2014). An	https://www.routledge.com/An-Introduction-to-Discourse-Analysis-
	Introduction to	Theory-and-Method/Gee/p/book/9780415725543
	Discourse Analysis:	
	Theory and Method	
	(4th Edition).	
	Routledge.	
2	Vygotsky, L. S. (1978).	https://www.hup.harvard.edu/catalog.php?isbn=9780674576292
	Mind in Society: The	
	Development of Higher	
	Psychological	
	Processes. Harvard	
	University Press.	





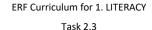






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9 International Literacy https://www.literacyworldwide.org/ Association (ILA) —			
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Promoting global		Promoting global	
literacy efforts and			
providing resources.		providing resources.	
10 Reading Rockets – A https://www.readingrockets.org/	10	_	https://www.readingrockets.org/
comprehensive site for			
improving literacy,		improving literacy,	









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

	offering strategies, tips,	
	and resources.	
11	ProLiteracy – A	https://www.proliteracy.org/
	nonprofit that provides	
	resources and advocacy	
	for literacy education	
	globally.	
12	The Literacy Shed – A	https://www.literacyshed.com
	collection of visual	
	literacy resources for	
	teaching reading and	
	writing.	

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