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:

5. PERSONAL, SOCIAL AND LEARNING TO LEARN COMPETENCE

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

PARTNER RESPONSIBLE FOR THIS ACTIVITY: DIMITRA EDUCATION & CONSULTING

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

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

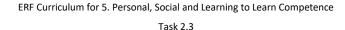ERF Curriculum for 5. Personal, Social and Learning to Learn Competence

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TRAINING CURRICULUM FOR COMPETENCE:
5. PERSONAL, SOCIAL AND LEARNING TO LEARN

Aim of workshop

The aim of the workshop is to promote learning about one's self to make the best out of personal capabilities, learning about others to effectively collaborate in the work environment and within social contexts, and learning to learn to develop both personally and professionally. The trainees will learn to: a) reflect upon themselves to maintain physical and mental health, identify and set goals based on their capacities and potentials to stay motivated, and effectively manage their time and available information to remain resilient; b) work with others in a constructive and non-conflictual way by embracing cultural diversity and employing empathy that establish positive relationships; and c) manage their own learning and career through critical thinking, the application of prior learning, and the identification of opportunities to learn and develop, including with the use of resources and tools for career advice and entrepreneurship and by applying strategies for professional growth.

Learning outcomes

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

In terms of knowledge:
- *Explain what a positive self-image and a growth mindset are.*
- *Define cultural diversity and empathy.*
- *List resources and tools for career advice and development (professional growth) as well as for entrepreneurship.*

In terms of skills:
- *Identify personal capacities and potentials to establish a positive self-image and develop a growth mindset.*
- *Employ collaborative work based on constructive communication and by using empathy techniques.*
- *Apply strategies for personal well-being and professional growth.*

In terms of competences:
- *Address market needs and challenges, as well as social needs and challenges, by managing one's own learning pathway.*
- *Build and maintain positive relationships.*
- *Utilise metacognitive strategies for learning.*

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Training methodology

☒ Synchronous Online Learning

☒ Self-Directed Learning

Prerequisites

☒ Beginner level

☐ Specific skills required

☐ Participation in previous workshops required

If the Workshop requires specific skills or participation in previous workshops, please explain (indicating specific Topics, if required):

N/A

SYNCHRONOUS ONLINE LEARNING

Workshop duration

Workshop (Competence Level): 20 hours
Topic 1: 7 hours
Topic 2: 6 hours
Topic 3: 8 hours

Training techniques

☒ Lecture (compulsory)
☒ Individual Exercise

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☒ Group Exercise

☒ Group Discussion

☒ Brainstorming

☐ Case Study

☐ Role Play

☐ Experiential Workshop

☒ Questions and Answers (closed-ended and/or open-ended questions)

☒ Video Projection and Analysis

☐ Other (Please indicate): _____

Necessary equipment and materials

Equipment:
- ✓ Laptop/PC (compulsory)
- ✓ Projector

Materials:
- ✓ PowerPoint presentation (compulsory)
- ✓ Flipchart
- ✓ Flipchart paper sheets
- ✓ Paper sheets A4 size
- ✓ Activity worksheets
- ✓ YouTube videos
- ✓ Colourful Sticky Notes
- ✓ Markers
- ✓ Pens

Workshop programme breakdown

Personal, Social and Learning to Learn Competence

	1. Learning about One's Self to Reach Full Potential		Workload in minutes
1	**Introduction to Learning about One's Self to Reach Full Potential**		**40 minutes**
	Structure	**Training Technique: Code of Methodological Tool**	
	• The 'Self' • Defining the 'Self' • Defining Our-selves • Who am I? – Self-concept • Unlocking our Potential – Self-concept	Lecture: PPT5.1_1 Icebreaking-activity: My Own Superpower	
2	**1.1 Prioritising a Healthy Lifestyle**		**100 minutes**
	Structure	**Training Technique: Code of Methodological Tool**	

	• Well-being: De-veloping a Posi-tive Self-image
	  - Healthy Lifestyle – Well-being
	  - Positive Self-image
	  - Other Di-mensions of Well-being
	• Self-Reflection: The Key to a Conscious Way of Living
	  - Why, When, Where,
		Lecture: PPT5.1_1
		Individual Exercise - My Lifestyle…
		Mapped: MT5.1_1A
		Individual Exercise - My Lifestyle…
		Examined: MT5.1_1B	

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	How, 4 Basic Actions when Self-reflecting - Self-reflection Activity Examples • Building New Habits		
3	**1.2 Identifying Capacities and Setting Goals**		**80 minutes**
	Structure	**Training Technique/Code of Methodological Tool**	
	• Self-assessment: Discovering Capacities - How to Identify your Strengths • Setting Goals based on Strengths: Unlocking Potentials - Setting Goals… aligned with Your Strengths	Lecture: PPT5.1_1 Questions and Answers (Quiz) – Skills' Time!: MT5.1_2 Individual Exercise – 'I Feel Strong When…': MT5.1_3A Individual Exercise – Knowing Your Strengths – Orienting Your Goals: MT5.1_3B	
3	**1.3 Addressing Challenges**		**90 minutes**
	Structure	**Training Technique/Code of Methodological Tool**	
	• Challenges of our Time	Lecture: PPT5.1_1	

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		Video Projection and Analysis – The Key to Success in Today's World: MT5.1_4 Group Exercise – Help John and Sarah!: MT5.1_5	
	• Time Management - Prioritisation • Information Management - The New Time Manangement • Resilience - Cultivating Resilience - Embracing Change - Problem Solving - Managing Stress		
4	**1.4 Staying Motivated**		**60 minutes**
	Structure	**Training Technique/Code of Methodological Tool**	
	• Getting and Remaining Motivated	Lecture: PPT5.1_1 Group Exercise – Our Self-motivational Vision Board: MT5.1_6	
4	**Summary-Revision and Q&A**		**20 minutes**
	Structure	**Training Technique/Code of Methodological Tool**	
	• Recap of key points • Questions and Answers	Lecture: PPT5.1_1	

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	2. Learning about Others for Personal and Professional Growth		Workload in minutes
1	**Introduction to Learning about Others for Personal and Professional Growth**		**40 minutes**
	Structure	**Training Technique: Code of Methodological Tool**	
	- The Social Nature of Humans - Being Together - Working Together 'The Other' 'Otherness' 'Otherness' as a Con	Lecture: PPT5.2_1 Energiser: My Ideal Interviewee	
2	**2.1 Social Participation and Forming Teams**		**120 minutes**
	Structure	**Training Technique: Code of Methodological Tool**	
	- Social Rules and Social Well-being - Societal Development - Social Interaction - Social Rules or Norms - Social Well-being - The Issue of Motivation - From Groups to Teams	Lecture: PPT5.2_1 Group Exercise – I Am a Scriptwriter: MT5.2_1 Group Exercise – Debate Duel*: Best Team Wins!:* MT5.2_2	

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3	**2.2 Respecting Cultural Diversity and Employing Empathy**		**120 minutes**
	Structure	**Training Technique: Code of Methodological Tool**	
	- Forming Teams - Collaborative Work - Working as a Team		
	- Cultural Diversity and the Development of Inclusive Environments - Cultural Diversity - Culture as an 'Umbrella Term' - Culture Beyond Nations and Religions - Challenges of Cultural Diversity - Empathy and How to Become Empathetic - Unlocking the Power of Understanding Others - What is NOT Empathy	Lecture: PPT5.2_1 Video Projection and Analysis – The Importance of Empathy: MT5.2_3 Role Play – *How Are you Coping?*: MT5.2_4	

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	- Be an Active Listener -		
3	**2.3 Building Positive Relationships through Constructive Interactions**		**60 minutes**
	Structure	**Training Technique: Code of Methodological Tool**	
	- The Stake of Interpersonal Relationships: Supportive and Inclusive Environments - Building Relationships - The Five Stages of Interpersonal Relationships - Positive Relationships - Conflict Resolution and the Key Role of Effective Communication - When Relationships are Tested - Conflict Resolution - Conflict Management: Compromising	Lecture: PPT5.2_1 Video Projection and Analysis – The Paramountcy of Effective Communication (How to Avoid Miscommunication): MT5.2_5 Group Exercise – *We Did it Well – We Mess It Up*: MT5.2_6	

	- The Paramountcy of Effective Communication - How to Avoid Miscommunication in a Nutshell	
4	**Summary-Revision and Q&A**	**20 minutes**
	Structure	**Training Technique/Code of Methodological Tool**
	• Recap of key points • Questions and Answers	Lecture: PPT5.2_1

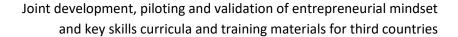| **3. Learning to Learn for a Meaningful Life**		**Workload in minutes**
1	**Introduction to Learning to Learn for a Meaningful Life**	**50 minutes**
	Structure	**Training Technique: Code of Methodological Tool**
	• What does it mean to Learning to Learn? • How do you Learn to Learn? • Lifelong Learning	Lecture: PPT5.3_1 Energiser: The Road to Success
2	**3.1 Learning for Personal Growth**	

Structure	Training Technique: Code of Methodological Tool	180 minutes

• Learning Styles/Types of Learners
  - Learning Styles
  - Main Learning Styles
  - Tips for Different Learning Styles
• Managing One's Own Learning: Prior Learning Experiences, Learning Methods & Techniques, and Learning Evaluation
  - Personal Growth through Learning
  - Managing Learning: The Background
  - Managing Learning: The Journey
  - Managing Learning: Methods and Techniques
  - Learning Planning
	Lecture: PPT5.3_1
	Group Exercise – Quescussion: MT5.3_1
	Individual Exercise – What Type of Learner are You?: MT5.3_2
	Group Exercise – Let's Organise Them!: MT5.3_3
	Individual Exercise – Create your Own Learning Plan: MT5.3_4	

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		- Developing a Learning Plan - Goal Setting - Identifying Strengths - Evaluating Skills - Personal SWOT Analysis - Learning Evaluation - Learning Validation -		
3	**3.2 Learning for Professional Growth**		**180 minutes**	
	Structure	**Training Technique: Code of Methodological Tool**		
	• Managing One's Own Career: Resources and Tools for Professional Growth and the Identification of Entrepreneurial Opportunities - Professional Growth - Fifty People, One Question - High 5 Principles of	Lecture: PPT5.3_1 Group Exercise – Could you Advise them?: MT5.3_5		

	Professional Growth - Career Development - Resources & Tools for Professional Development - Other Resources and Tools - Career Advice or Counseling - Career Advice or Counseling Supporting Platforms - Taking Initiative and Innovating - Identification of Entrepreneurial Opportunities - Entrepreneurial Opportunities Identification Platforms		
3	**3.3 Learning as the Cornerstone of a Meaningful Contemporary Life**		**50 minutes**
	Structure	**Training Technique: Code of Methodological Tool**	

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	• Motivation for Learning - Becoming and Stay-ing Moti-vated to Learn • Current Learn-ing Trends - The Role of Learn-ing in 2030 • Learning as the Solution to So-cial and Market Challenges - Social and Market Challenges	Lecture: PPT5.3_1 Group Exercise – Successful Life Portraits: MT5.3_6		
4	**Summary-Revision and Q&A**		**20 minutes**	
	Structure	**Training Technique/Code of Methodological Tool**		
	• Recap of key points • Questions and Answers	Lecture: PPT5.3_1		

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List of methodological tools

No.	Training Technique	Code of Methodological Tool
1	Lecture	PPT5.1_1, PPT5.2_1, PPT5.3_1
2	Individual Exercise	MT5.1_1A
4	Individual Exercise	MT5.1_1B
5	Questions and Answers	MT5.1_2
6	Individual Exercise	MT5.1_3A
7	Individual Exercise	MT5.1_3B
8	Video Projection and Analysis	MT5.1_4
9	Group Exercise	MT5.1_5
10	Group Exercise	MT5.1_6
11	Individual Exercise	MT5.2_1
12	Individual Exercise	MT5.2_2
13	Video Projection and Analysis	MT5.2_3
14	Role Play	MT5.3_4
15	Video Projection and Analysis	MT5.3_5
16	Group Exercise	MT5.3_6
17	Group Exercise	MT5.3_1
18	Individual Exercise	MT5.3_2
19	Group Exercise	MT5.3_3
20	Individual Exercise	MT5.3_4
21	Group Exercise	MT5.3_5
22	Group Exercise	MT5.3_6

SELF-DIRECTED LEARNING

Resources

No.	Resource	Attachment

		(if applicable) an d/ or Lin k
1	https://www.studysmarter.co.uk/explanations/psychology/personality-in-psychology/the-self/	
2	https://www.slideshare.net/cristelmaybesin/understanding-the-selfpptx-253425159	
3	https://positivepsychology.com/self-concept/#:~:text=Self%2Dconcept%20is%20the%20perception,skills%2C%20and%20areas%20of%20weakness.	
4	https://thewrightinitiative.com/misc/what-is-self-concept-definition.html	
5	https://sadbhavnapublications.org/ppt/bed/sem1/Growth-and-Development/UNDERSTANDING-DEVELOPMENT-OF-SELF-CONCEPT.pdf	
6	https://www.lifebulb.com/blogs/understanding-self-concept	
7	https://health.nzdf.mil.nz/your-health/body/physical-health-and-fitness/what-is-physical-health	
8	https://www.who.int/news-room/fact-sheets/detail/mental-health-strengthening-our-response	
9	https://www.linkedin.com/pulse/self-awareness-self-reflection-david-alcock/	
10	https://positivepsychology.com/self-image/#:~:text=A%20positive%20self%2Dimage%20is,you%20look%20in%20the%20mirror.	
11	https://www.bu.edu/studentwellbeing/what-is-wellbeing/	
12	https://productive.fish/blog/self-reflection/	
13	https://productive.fish/blog/how-to-build-a-habit/	
14	https://www.leaderonomics.com/articles/personal/why-its-important-to-know-your-strengths-and-weaknesses	
15	https://nationalcareers.service.gov.uk/discover-your-skills-and-careers/	
16	https://barclayslifeskills.com/i-want-to-choose-my-next-step/school/5-ways-to-find-out-what-you-re-good-at/	

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17	https://ca.indeed.com/career-advice/finding-a-job/what-am-i-good-at	
18	https://www.simplystrongteams.com/identify-strengths-exercise	
19	https://geniusfood.com/en-gb/genius/8-brilliant-ways-to-unlock-your-potential/	
20	https://www.youtube.com/watch?v=tkbHfxSboMo&t=51s	
21	https://extension.uga.edu/publications/detail.html?number=C1042&title=time-management-10-strategies-for-better-time-management	
22	https://corporatefinanceinstitute.com/resources/management/time-management-list-tips/	
23	https://www.indeed.com/career-advice/career-development/what-is-information-management	
24	https://paulspector.com/information-management-is-the-new-time-management/	
25	https://www.everydayhealth.com/wellness/resilience/	
26	https://www.calm.com/blog/how-to-be-resilient	
27	https://www.verywellmind.com/problem-solving-2795008	
28	https://www.webmd.com/balance/stress-management/what-is-stress	
29	https://www.webmd.com/balance/stress-management/stress-management	
30	https://www.healthdirect.gov.au/motivation-how-to-get-started-and-staying-motivated	
31	https://mgiep.unesco.org/article/humans-are-social-and-emotional-beings	
32	https://www.managementstudyguide.com/understanding-team.htm	
33	https://www.youtube.com/watch?v=fUXdrl9ch_Q&t=99s	
34	https://ethics.org.au/ethics-explainer-the-other/	
35	https://link.springer.com/chapter/10.1057/9781137321312_3	
36	https://socialsci.libretexts.org/Bookshelves/Sociology/Introduction_to_Sociology/Sociology(Boundless)/05%3A_Social_Interaction/5.01%3A_Understanding_Social_Interaction/5.1A%3A_Understanding_Social_Interaction#:~:text=A%20social%20interaction%20is%20an,which%20they%20seek%20to%20live.	

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37	https://study.com/academy/lesson/social-interactions-definition-types-quiz.html	
38	https://www.simplypsychology.org/social-norms-examples.html#:~:text=Norms%20are%20implicit%20(unwritten)%20social,in%20society%20(societal%20standards).	
39	https://positivepsychology.com/social-wellbeing/	
40	https://aithor.com/essay-examples/understanding-the-importance-of-cultural-diversity-in-todays-global-society	
41	http://www.maxwideman.com/musings/culture.htm	
42	https://bccie.bc.ca/wp-content/uploads/2020/09/cultural-iceberg.pdf	
43	https://www.youtube.com/watch?v=UzPMMSKfKZQ	
44	https://www.themedicportal.com/blog/whats-the-difference-between-sympathy-and-empathy/	
45	https://www.verywellmind.com/what-is-active-listening-3024343	
46	https://www.wikihow.com/Social-Norms-Examples	
47	https://philarchive.org/archive/HAUSPA-3	
48	https://hbr.org/2011/06/turn-your-group-into-a-true-te#:~:text=A%20common%2C%20worthwhile%20purpose%20creates,But%20they're%20not%20enough.	
49	https://courses.lumenlearning.com/suny-introductiontocommunication/chapter/defining-groups-and-teams/	
50	https://filestage.io/blog/collaborative-working/	
51	https://aithor.com/essay-examples/understanding-the-importance-of-cultural-diversity-in-todays-global-society	
52	http://www.maxwideman.com/musings/culture.htm	
53	https://bccie.bc.ca/wp-content/uploads/2020/09/cultural-iceberg.pdf	
54	https://www.youtube.com/watch?v=UzPMMSKfKZQ	

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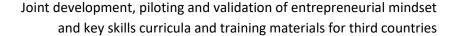|		
55	https://www.themedicportal.com/blog/whats-the-difference-between-sympathy-and-empathy/	
56	https://www.healthline.com/health/interpersonal-relationships#relationship-stages	
57	https://www.rogerkallen.com/build-positive-relationships/	
58	https://www.torrens.edu.au/stories/blog/employability/7-tips-to-build-strong-interpersonal-relationships	
59	https://www.freshminds.co.uk/candidates/skills-hub/how-to-manage-conflict-in-a-project-team?source=google.com	
60	https://www.youtube.com/watch?v=gCfzeONu3Mo	
61	https://www.youtube.com/watch?v=6akIgN4fS54	
62	https://dictionary.cambridge.org/dictionary/english/meta	
63	https://www.testgorilla.com/blog/meta-skills/	
64	https://study.com/academy/lesson/what-is-learning-understanding-effective-classroom-strategies.html#:~:text=The%20learning%20process%20involves%20an,components%20interact%20with%20each%20other.	
65	https://www.coe.int/en/web/lang-migrants/formal-non-formal-and-informal-learning	
66	https://education.ec.europa.eu/education-levels/adult-learning	
67	Department of Education and Science (2000). Learning for Life: Paper on Adult Education. Dublin: Stationery Office.	
68	Commission of the European Communities: Adult learning: It is never too late to learn. COM (2006) 614 final. Brussels, 23.10.200	
69	https://education.ec.europa.eu/education-levels/vocational-education-and-training/about-vocational-education-and-training6	
70	https://arden.ac.uk/what-type-learner-are-you	
71	https://www.linkedin.com/pulse/starting-your-learning-journey-eweje-oyeniyi-cmc/	
72	https://mentorloop.com/blog/growth-mindset-vs-fixed-mindset-what-do-they-really-mean/	
73	http://www.russellsarder.org/?p=1027	
74	https://fastercapital.com/topics/developing-a-learning-plan.htm	

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75	https://articles.noodlefactory.ai/5-steps-to-developing-an-individual-learning-plan	
76	https://www.youtube.com/watch?v=LP7pdAn3foE	
77	https://brainstorminternational.co.in/understanding-the-difference-between-career-guidance-and-career-counseling/#:~:text=While%20career%20guidance%20provides%20valuable,goal%20setting%2C%20and%20overcoming%20barriers	
78	https://www.linkedin.com/pulse/top-5-online-career-counselling-consultant-platforms-solve-zone-e91ic/	
79	https://karakuleli.medium.com/step-up-stand-out-how-taking-initiative-can-transform-your-business-journey-7e73cfc88d42	
80	https://www.linkedin.com/pulse/how-identify-entrepreneurial-opportunities-kennedy-mulenga-mba/	
81	https://theeducationhub.org.nz/motivation/#:~:text=In%20short%2C%20intrinsic%20motivation%20fosters,motivated%20treat%20learning%20like%20play.	
82	https://www.21kschool.com/in/blog/success-stories/#7_Michael_Jordan	
83	https://www.cypherlearning.com/blog/business/learning-and-development-trends-2024	
84	https://www.youtube.com/watch?v=G-pM_Ou6Awo	
85	https://www.dreamstime.com/illustrations-depicts-lack-education-poverty-climate-change-public-health-water-food-security-jobless-high-morbidity-image103132147	
86	https://www.weforum.org/stories/2024/01/8-global-issues-shaping-and-driving-job-creation/	
87	https://fastercapital.com/topics/challenges-in-the-job-market.html	

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