

# 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

## 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



## TABLE OF CONTENTS

<b>TRAINING CURRICULUM FOR COMPETENCE: 5. PERSONAL, SOCIAL AND LEARNING TO LEARN</b> .....	4
Aim of the workshop .....	4
Learning outcomes .....	4
Training methodology.....	5
Prerequisites.....	5
<b>SYNCHRONOUS ONLINE LEARNING</b> .....	5
Workshop duration.....	5
Training techniques .....	6
Necessary equipment and materials .....	6
Workshop programme breakdown .....	6
List of methodological tools .....	18
<b>SELF-DIRECTED LEARNING</b> .....	18
Resources.....	18



## 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, as well as 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 identification of opportunities 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:***

- *Define a positive self-image and well-being.*
- *Explain how social interaction is affected by cultural diversity and empathy.*
- *List methodologies and techniques that are suitable for different learning styles as well as resources and tools for career advice, development, and the identification of opportunities (professional growth) that can support a growth mindset.*

***In terms of skills:***

- *Identify personal capacities and potentials to establish a positive self-image and set goals for growth.*
- *Employ collaborative work based on breaking down stereotypes and using empathy techniques.*
- *Apply strategies for personal and professional growth.*

***In terms of competences:***

- *Address social needs and challenges that affect market needs and challenges by managing one's own personal (and professional) development pathway.*



- *Build positive relationships based on effective and constructive communication and maintaining them through conflict resolution.*
- *Utilise metacognitive strategies for learning.*

## 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): 21 hours**

Topic 1: 7 hours

Topic 2: 7 hours

Topic 3: 7 hours



## Training techniques

- Lecture (compulsory)
- Individual Exercise
- 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)
- ✓ YouTube videos
- ✓ Activity worksheets
- ✓ PowerPoint presentation templates
- ✓ Drawing software (of learners' preference)
- ✓ Paper sheets A4 size
- ✓ Coloured Sticky Notes
- ✓ Markers
- ✓ Pens
- ✓ Pencils and Coloured Pencils

## Workshop programme breakdown



## Personal, Social and Learning to Learn Competence

1. Learning about One's Self to Reach Full Potential		Workload in minutes
<b>1</b>	<b>Introduction to Learning about One's Self to Reach Full Potential</b>	<b>40 minutes</b>
	<b>Structure</b>	<b>Training Technique: Code of Methodological Tool</b>
	<ul style="list-style-type: none"> <li>The 'Self'</li> <li>Defining Ourselves</li> <li>Who am I? – Self-concept</li> <li>Unlocking our Potential – Self-concept</li> </ul>	Lecture: PPT5.1_1 Icebreaking Activity: My Own Superpower
<b>2</b>	<b>1.1 Prioritising a Healthy Lifestyle</b>	<b>90 minutes</b>
	<b>Structure</b>	<b>Training Technique: Code of Methodological Tool</b>
	<ul style="list-style-type: none"> <li>Well-being: Developing a Positive Self-image               <ul style="list-style-type: none"> <li>- Healthy Lifestyle – Well-being</li> <li>- Positive Self-image</li> <li>- Other Dimensions of Well-being</li> </ul> </li> <li>Self-Reflection: The Key to a Conscious Way of Living</li> </ul>	Lecture: PPT5.1_1 Individual Exercise - My Lifestyle... Mapped: MT5.1_1A Individual Exercise - My Lifestyle... Examined: MT5.1_1B



	<ul style="list-style-type: none"> <li>- Why, When, Where, How, 4 Basic Actions when Self-reflecting</li> <li>- Self-reflection Activity Examples</li> <li>• Building New Habits for a Better Life</li> </ul>		
<b>3</b>	<b>1.2 Identifying Capacities to Set Goals and Overcome Obstacles</b>		<b>165 minutes</b>
	<b>Structure</b>	<b>Training Technique/Code of Methodological Tool</b>	
	<ul style="list-style-type: none"> <li>• Self-assessment: Discovering Capacities               <ul style="list-style-type: none"> <li>- Identifying your Strengths</li> </ul> </li> <li>• Setting Goals based on Strengths: Unlocking Potentials               <ul style="list-style-type: none"> <li>- Setting Goals... aligned with your Strengths</li> </ul> </li> <li>• Addressing Challenges of Today (Time, Information, Change, and Stress Management)               <ul style="list-style-type: none"> <li>- Challenges of our Time</li> <li>- Time Management</li> <li>- Prioritisation</li> <li>- Information Management</li> </ul> </li> </ul>	Lecture: PPT5.1_1 Questions and Answers (Quiz) – Time for Skills!: MT5.1_2 Individual Exercise – ‘I Feel Strong When...’: MT5.1_3A Individual Exercise – Knowing Your Strengths – Orienting Your Goals: MT5.1_3B Video Projection and Analysis – The Key to Success in Today’s World: MT5.1_4 Group Exercise – Help John and Sarah!: MT5.1_5	



	<ul style="list-style-type: none"> <li>- The New Time Management</li> <li>- Resilience</li> <li>- Cultivating Resilience</li> <li>- Embracing Change</li> <li>- Problem Solving</li> <li>- Managing Stress</li> </ul>		
<b>3</b>	<b>1.3 Motivating One's Self</b>		<b>60 minutes</b>
	<b>Structure</b>	<b>Training Technique/Code of Methodological Tool</b>	
	<ul style="list-style-type: none"> <li>• Getting and Remaining Motivated               <ul style="list-style-type: none"> <li>- Motivation</li> <li>- Get Motivated</li> <li>- Stay Motivated</li> </ul> </li> </ul>	Lecture: PPT5.1_1 Group Exercise – Our Self-motivational Collage: MT5.1_6	
<b>4</b>	<b>Summary-Revision and Q&amp;A</b>		<b>20 minutes</b>
	<b>Structure</b>	<b>Training Technique/Code of Methodological Tool</b>	
	<ul style="list-style-type: none"> <li>• Summary of Key Points</li> <li>• Revision Questions</li> <li>• Questions and Answers</li> </ul>	Lecture: PPT5.1_1	
<b>Breaks</b>			<b>45 minutes</b>

<b>2. Learning about Others for Personal and Professional Growth</b>	<b>Workload in minutes</b>
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<b>1</b>	<b>Introduction to Learning about Others for Personal and Professional Growth</b>		<b>40 minutes</b>
	<b>Structure</b>	<b>Training Technique: Code of Methodological Tool</b>	
	<ul style="list-style-type: none"> <li>• The Social Nature of Humans</li> <li>• Being Together</li> <li>• Acting Together</li> <li>• ‘The Other’</li> <li>• ‘Otherness’</li> <li>• ‘Otherness’ as a Pro</li> </ul>	Lecture: PPT5.2_1 Energising Activity: My Ideal Interviewee	
<b>2</b>	<b>2.1 Social Interaction and Forming Teams</b>		<b>85 minutes</b>
	<b>Structure</b>	<b>Training Technique: Code of Methodological Tool</b>	
	<ul style="list-style-type: none"> <li>• Social Rules and Social Well-being               <ul style="list-style-type: none"> <li>- Societal Development</li> <li>- Social Interaction</li> <li>- Social Rules or Norms</li> <li>- Social Well-being</li> <li>- The Issue of Motivation</li> <li>- From Groups to Teams</li> <li>- Forming Teams</li> <li>- Collaborative Work</li> </ul> </li> </ul>	Lecture: PPT5.2_1 Group Exercise – I Am a Scriptwriter: MT5.2_1	



	<ul style="list-style-type: none"> <li>• Working as a Team</li> </ul>		
<b>3</b>	<b>2.2 Developing Inclusive and Supporting Environments</b>		<b>110 minutes</b>
	<b>Structure</b>	<b>Training Technique: Code of Methodological Tool</b>	
	<ul style="list-style-type: none"> <li>• Understanding and Respecting Cultural Diversity               <ul style="list-style-type: none"> <li>- Cultural Diversity</li> <li>- Culture as an ‘Umbrella Term’</li> <li>- Culture Beyond Nations and Religions</li> <li>- Challenges of Cultural Diversity</li> </ul> </li> <li>• Unlocking the Power of Understanding Others: Empathy and How to Become Empathetic               <ul style="list-style-type: none"> <li>- The Key to Become Empathetic: Be an ACTIVE Listener</li> </ul> </li> </ul>	Lecture: PPT5.2_1 Video Projection and Analysis – A Short Story about Empathy: MT5.2_2A Video Projection and Analysis – Understanding Empathy: MT5.2_2B Role Play – How Are you Coping?: MT5.2_3	



	- What is NOT Empathy		
<b>3</b>	<b>2.3 Building Healthy Relationships through Constructive Interaction</b>		<b>110 minutes</b>
	<b>Structure</b>	<b>Training Technique: Code of Methodological Tool</b>	
	<ul style="list-style-type: none"> <li>• The Stake of Positive Interpersonal Relationships               <ul style="list-style-type: none"> <li>- Building Relationships</li> <li>- The Five Stages of Interpersonal Relationships</li> <li>- Positive Relationships</li> </ul> </li> <li>• The Key Role of Communication               <ul style="list-style-type: none"> <li>- The Paramountcy of Effective Communication</li> <li>- How to Overcome Communication Barriers</li> </ul> </li> <li>• Conflict Resolution               <ul style="list-style-type: none"> <li>- When Relationships are Tested</li> </ul> </li> </ul>	Lecture: PPT5.2_1 Video Projection and Analysis (in the form of Individual Activity) – How Miscommunication Happens (and How to Avoid it): MT5.2_4 Group Exercise – We Did it Well – We Mess It Up: MT5.2_5	



	<ul style="list-style-type: none"> <li>- Conflict Resolution</li> <li>- Conflict Management: Compromising</li> </ul>		
<b>4</b>	<b>Summary-Revision and Q&amp;A</b>		<b>20 minutes</b>
	<b>Structure</b>	<b>Training Technique/Code of Methodological Tool</b>	
	<ul style="list-style-type: none"> <li>• Summary of Key Points</li> <li>• Revision Questions</li> <li>• Questions and Answers</li> </ul>	Lecture: PPT5.2_1	
<b>Breaks</b>			<b>45 minutes</b>

<b>3. Learning How to Learn for a Meaningful Life</b>			<b>Workload in minutes</b>
<b>1</b>	<b>Introduction to Learning How to Learn for a Meaningful Life</b>		<b>40 minutes</b>
	<b>Structure</b>	<b>Training Technique: Code of Methodological Tool</b>	
	<ul style="list-style-type: none"> <li>• What Does it Mean to Learning How to Learn?</li> <li>• Learning to Learn – A Meta-Competence</li> <li>• Benefits of Learning to Learn</li> <li>• How do We LEARN to LEARN?</li> </ul>	Lecture: PPT5.3_1 Energising Activity: Lessons Learned	



2	3.1 Personal Learning Strategies		160 minutes
	Structure	Training Technique: Code of Methodological Tool	
	<ul style="list-style-type: none"> <li>• Forms of Learning and Types of Learners (Learning Styles)               <ul style="list-style-type: none"> <li>- Learning</li> <li>- Forms of Learning</li> <li>- Learning Styles</li> <li>- Main Learning Styles</li> <li>- Tips for Different Types of Learners</li> </ul> </li> <li>• Managing One's Own Learning: Building on Prior Learning &amp; Learning Styles, Selecting Learning Methods &amp; Techniques, and Assessing Learning               <ul style="list-style-type: none"> <li>- Personal Growth through Learning</li> <li>- Managing Learning: The Journey</li> <li>- The Basics: Before You Get Started</li> <li>- The Background</li> <li>- The Kick-off: Growth or Learning Mindset</li> <li>- The Steps in Between</li> </ul> </li> </ul>	<p>Lecture: PPT5.3_1            Individual Exercise – What Type of Learner are You?: MT5.3_1            Group Exercise – What Suits Best My Learning Style?: MT5.3_2            Individual Exercise – My New Learning Plan: MT5.3_3</p>	



	<ul style="list-style-type: none"> <li>- Curiosity for Learning</li> <li>- Learning Planning and Developing a Learning Plan</li> <li>- Managing Learning: Methods and Techniques</li> <li>- Learning Planning and Developing a Learning Plan</li> <li>- Keep Practising</li> <li>- Post-Learning Self-Assessment and How-To</li> <li>- Learning Validation: A Plus</li> </ul>		
<b>3</b>	<b>3.2 Learning to Learn for Professional Growth</b>		<b>145 minutes</b>
	<b>Structure</b>	<b>Training Technique: Code of Methodological Tool</b>	
	<ul style="list-style-type: none"> <li>• Career Development and the Challenges to Professional Growth               <ul style="list-style-type: none"> <li>- Growing Professionally</li> <li>- Professional Growth in Today's World</li> <li>- The High Five Principles of Professional Growth</li> <li>- Career Development</li> </ul> </li> </ul>	Lecture: PPT5.3_1 Group Exercise – Could you Advise them?: MT5.3_4	



	<ul style="list-style-type: none"> <li>• Managing One’s Own Career: Resources and Tools for Professional Growth and the Identification of Entrepreneurial Opportunities             <ul style="list-style-type: none"> <li>- Career Development: Career Guidance and Career Advice or Counseling</li> <li>- Resources &amp; Tools for Professional Growth</li> <li>- Taking Initiative and Innovating</li> <li>- Identifying Entrepreneurial Opportunities</li> <li>- Entrepreneurial Opportunities Identification Resources</li> </ul> </li> </ul>		
<b>3</b>	<b>3.3 Keeping Up with Learning</b>		<b>30 minutes</b>
	<b>Structure</b>	<b>Training Technique: Code of Methodological Tool</b>	
	<ul style="list-style-type: none"> <li>• Embracing a Learning Culture             <ul style="list-style-type: none"> <li>- Motivation for Learning</li> <li>- Becoming and Staying Motivated to Learn</li> </ul> </li> </ul>	Lecture: PPT5.3_1	



	<ul style="list-style-type: none"> <li>• Current Learning Trends               <ul style="list-style-type: none"> <li>- Current Learning Trends</li> </ul> </li> </ul>		
<b>4</b>	<b>Summary-Revision and Q&amp;A</b>		<b>20 minutes</b>
	<b>Structure</b>	<b>Training Technique/Code of Methodological Tool</b>	
	<ul style="list-style-type: none"> <li>• Summary of Key Points</li> <li>• Revision Questions</li> <li>• Questions and Answers</li> </ul>	Lecture: PPT5.3_1	
<b>Breaks</b>			<b>45 minutes</b>



## 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	Group Exercise	MT5.2_1
12	Video Projection and Analysis	MT5.2_2A
13	Video Projection and Analysis	MT5.2_2B
14	Role Play	MT5.2_3
15	Video Projection and Analysis	MT5.2_4
17	Group Exercise	MT5.2_5
18	Individual Exercise	MT5.3_1
29	Group Exercise	MT5.3_2
20	Individual Exercise	MT5.3_3
21	Group Exercise	MT5.3_4

## SELF-DIRECTED LEARNING

### Resources

N o .	Resource	Att ach me nt (if ap plic

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



1 9	<a href="https://geniusfood.com/en-gb/genius/8-brilliant-ways-to-unlock-your-potential/">https://geniusfood.com/en-gb/genius/8-brilliant-ways-to-unlock-your-potential/</a>	
2 0	<a href="https://www.youtube.com/watch?v=tkbHfxSboMo&amp;t=51s">https://www.youtube.com/watch?v=tkbHfxSboMo&amp;t=51s</a>	
2 1	<a href="https://extension.uga.edu/publications/detail.html?number=C1042&amp;title=time-management-10-strategies-for-better-time-management">https://extension.uga.edu/publications/detail.html?number=C1042&amp;title=time-management-10-strategies-for-better-time-management</a>	
2 2	<a href="https://corporatefinanceinstitute.com/resources/management/time-management-list-tips/">https://corporatefinanceinstitute.com/resources/management/time-management-list-tips/</a>	
2 3	<a href="https://www.indeed.com/career-advice/career-development/what-is-information-management">https://www.indeed.com/career-advice/career-development/what-is-information-management</a>	
2 4	<a href="https://paulspector.com/information-management-is-the-new-time-management/">https://paulspector.com/information-management-is-the-new-time-management/</a>	
2 5	<a href="https://www.everydayhealth.com/wellness/resilience/">https://www.everydayhealth.com/wellness/resilience/</a>	
2 6	<a href="https://www.calm.com/blog/how-to-be-resilient">https://www.calm.com/blog/how-to-be-resilient</a>	
2 7	<a href="https://www.verywellmind.com/problem-solving-2795008">https://www.verywellmind.com/problem-solving-2795008</a>	
2 8	<a href="https://www.webmd.com/balance/stress-management/what-is-stress">https://www.webmd.com/balance/stress-management/what-is-stress</a>	
2 9	<a href="https://www.webmd.com/balance/stress-management/stress-management">https://www.webmd.com/balance/stress-management/stress-management</a>	
3 0	<a href="https://www.healthdirect.gov.au/motivation-how-to-get-started-and-staying-motivated">https://www.healthdirect.gov.au/motivation-how-to-get-started-and-staying-motivated</a>	
3 1	<a href="https://mgiep.unesco.org/article/humans-are-social-and-emotional-beings">https://mgiep.unesco.org/article/humans-are-social-and-emotional-beings</a>	
3 2	<a href="https://www.managementstudyguide.com/understanding-team.htm">https://www.managementstudyguide.com/understanding-team.htm</a>	
3 3	<a href="https://www.youtube.com/watch?v=fUXdrI9ch_Q&amp;t=99s">https://www.youtube.com/watch?v=fUXdrI9ch_Q&amp;t=99s</a>	
3 4	<a href="https://ethics.org.au/ethics-explainer-the-other/">https://ethics.org.au/ethics-explainer-the-other/</a>	
3 5	<a href="https://link.springer.com/chapter/10.1057/9781137321312_3">https://link.springer.com/chapter/10.1057/9781137321312_3</a>	
3 6	<a href="https://socialsci.libretexts.org/Bookshelves/Sociology/Introduction%20to%20Sociology/Sociology%20(Boundless)/05%3A%20Social%20Interaction/5.01%3A%20Understanding%20Social%20Interaction/5.1A%3A%20Understanding%20Social%20Interaction#:~:text=A%20social%20interaction%20is%20an,which%20they%20seek%20to%20live.">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.</a>	
3 7	<a href="https://study.com/academy/lesson/social-interactions-definition-types-quiz.html">https://study.com/academy/lesson/social-interactions-definition-types-quiz.html</a>	



3 8	<a href="https://www.simplypsychology.org/social-norms-examples.html#:~:text=Norms%20are%20implicit%20(unwritten)%20social,in%20society%20(societal%20standards).">https://www.simplypsychology.org/social-norms-examples.html#:~:text=Norms%20are%20implicit%20(unwritten)%20social,in%20society%20(societal%20standards).</a>	
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