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Welcome to the IDEATE Teacher Training!

The IDEATE Teacher Training course provides the participants with tools to deliver Entrepreneurial Education using interactive teaching methods. The training is designed to enable educators of all subjects and disciplines to enhance their abilities in realizing their students' potential through Entrepreneurial Education.

Our students need entrepreneurial skills in their future work life. First, they should take initiative and responsibility that is to be *enterprising*. Second, most of them will work in companies and they should know the rationale behind *enterprise*. Third, some of them even become *entrepreneurs* themselves. **These three topics are all perspectives to the Entrepreneurial Education.** The teacher can enhance the entrepreneurial skills of students in any subject or discipline by becoming themselves entrepreneurial and applying interactive entrepreneurial teaching methods. The teacher should give experiential learning and project work a main role in their teaching.

During the training you gain insight to:

- See the opportunities of entrepreneurship in your teaching
- Understand the key concepts of entrepreneurship and entrepreneurial teaching
- Get to know a range of entrepreneurial teaching techniques and methods
- Share and exchange your experience on teaching

You are expected to:

- Get familiar with the pre-readings
- Attend the full two intensive days
- Work supportively in small groups to share and exchange experiences
- Engage in mutually supportive shared learning

The program has two training elements:

- Pre-readings
- Two day intensive training

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The training program is a part of the IDEATE project financed by the Lifelong Learning Programme by the European Union. See more on the page 5.

Pre-readings and Preparation

The following pre-readings and questions are essential for your in-depth learning and the fluent progress of the two-day training. Please consider the following questions while reading the following articles:

1. Could you implement effectuation in your **teaching**?
Please read: Sarasvathy, S. D. (2001) What Makes Entrepreneurs Entrepreneurial? University of Washington. URL: http://papers.ssrn.com/sol3/papers.cfm?abstract_id=909038.
2. What are the characteristics of Entrepreneurial **Education**?
Please read: Palan, Peter & Metcalfe, Mike (2012) Identifying teaching methods that engage entrepreneurship students. Education + Training, Vol. 54, No 5, 2012. URL: <http://www.emeraldinsight.com/doi/full/10.1108/00400911211244678>
3. Do you have experience on a course which uses **Entrepreneurial** Education or do you have experience of using Entrepreneurial Teaching methods described in the IDEATE Teacher Training Toolkit (<http://ideate.me/project-results/>) or some other interactive teaching methods?

Additional readings:

The following articles are optional readings providing further understanding on Entrepreneurial Education.

1. Kyro, Paula (2008) A theoretical framework for teaching and learning entrepreneurship. International Journal of Business and Globalisation, Vol. 2, Nr 1. URL: <http://inderscience.metapress.com/content/n5842772472p1433/>
2. Dew, N., Sarasvathy, S. D. (2006) The Entrepreneurial Method How Expert Entrepreneurs Create New Markets. University of Virginia Darden School Foundation, Charlottesville, VA, USA. URL: http://papers.ssrn.com/sol3/papers.cfm?abstract_id=1278394
3. Entrepreneurship Education: Enabling Teachers as a Critical Success Factor. (2011) Entrepreneurship Unit, Directorate-General for Enterprise and Industry, European Commission. URL: http://ec.europa.eu/enterprise/policies/sme/promoting-entrepreneurship/files/education/teacher_education_for_entrepreneurship_final_report_en.pdf
4. Effects and impact of entrepreneurship programmes in higher education. (2012) Entrepreneurship Unit, Directorate-General for Enterprise and Industry, European Commission. URL: http://ec.europa.eu/enterprise/policies/sme/promoting-entrepreneurship/files/education/effects_impact_high_edu_final_report_en.pdf
5. Enterprise and entrepreneurship education: Guidance for UK higher education providers (2012) The Quality Assurance Agency for Higher Education 2012. September 2012 www.qaa.ac.uk/en/Publications/Documents/enterprise-entrepreneurship-guidance.pdf
6. Gibb, A. (2012) Exploring the Synergistic Potential in Entrepreneurial University Development: Towards the Building of a Strategic Framework, Annals of Innovation & Entrepreneurship 2012, Vol 3. URL: <http://www.innovationandentrepreneurship.net/index.php/aie/article/view/16742/pdf>



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Lifelong
Learning
Programme

Program - First Day

Time	Content	Pedagogy & Form	Literature & Material
9:00-9:30	Welcome	Introduction, learning diary & ice breaker	
9:30-10:45	About Entrepreneurship and Entrepreneurial Education – What makes an entrepreneur? Can you turn someone into an entrepreneur?	<ul style="list-style-type: none"> • Keynote • Group discussion • Reflection based on the pre-course task 1 	Sarasvathy, S. D. (2001) What Makes Entrepreneurs Entrepreneurial? University of Washington. URL: http://papers.ssrn.com/sol3/papers.cfm?abstract_id=909038
10:45-11:00	Break		
11:00-12:30	Entrepreneurial Pedagogy - Learning processes stimulating entrepreneurial behaviour and role of teacher in Entrepreneurial Education	<ul style="list-style-type: none"> • Keynote • Facilitated discussion in small groups • Wrap-up 	Palan, Peter & Metcalfe, Mike (2012) Identifying teaching methods that engage entrepreneurship students. Education + Training, Vol. 54, No 5, 2012
12:30-13:30	Lunch		
13:30-16:00	Teaching Entrepreneurship - Exercise for business idea generation and business development	<ul style="list-style-type: none"> • Keynote • Simulation exercise • Group work • Brainstorming • Business Model Canvas 	Generating Ideas - http://www.shell-livewire.org/business-library/generating-ideas/ A. Osterwalder & Y. Pigneur (2009) Business Model Generation: A Handbook for Visionaries, Game Changers and Challengers, OSF, 1st ed.

Program - Second Day

Time	Content	Pedagogy & Form	Literature & Material
9:00-10:15	Business idea pitching and its use in Entrepreneurship teaching	<ul style="list-style-type: none"> • Presentations • Feed-back • Discussion 	Tips on How to Pitch - http://www.slideshare.net/PPresentation/tips-on-how-to-pitch
10:15-10:30	Break		
10:30-12:00	Case example on how to implement Entrepreneurial Education and Pedagogics	<ul style="list-style-type: none"> • Introduction • 4 – 5 case presentations 	www.ideate.me
12:00-13:00	Lunch		
13:00-14:30	Entrepreneurship Education - How do I use Entrepreneurial approach in my teaching?	<ul style="list-style-type: none"> • Group discussion • Reflection based on the pre-course task 3 	Pihkola, Timo; Ruskovaara, Elena; Seikkula-Leino, Jaana & Rytkölä, Tiina (2011) Entrepreneurship Education – What is Really Happening in Class Rooms? http://developmentcentre.lut.fi/files/muut/YKTT_2011_Lappeenranta_E_E.pdf
14:30-15:00	End discussion	<ul style="list-style-type: none"> • Discussion • Learning diary 	

IDEATE project: Interdisciplinary Entrepreneurial Application for Transforming Education in High Technologies

This training was brought you by IDEATE project, which is described below. The project is financed by the Lifelong Learning Programme by the European Union.

The project aims to change higher education through the use of innovative, interdisciplinary teaching methods. Higher education often operates in "silo" mentality. Students and staff become focused on the technical side of their subject while less thought is given to application and exploitation of technology in the commercial world. HEIs and companies need to work together to improve our students' learning experience, and ultimately enhance their employability especially in the crisis-stricken geographical areas and disciplinary sectors of Europe.

This project will

1. Train academics and students to become engaged in developing entrepreneurial behaviors,
2. Develop university curricula that facilitates inter-disciplinary study,
3. Deliver an inter-disciplinary, trans-national intensive learning residential where students of different disciplines operate as scientific co-creative teams, responding to a task set by a real-life employer
4. Evaluate the model and refine for future use
5. Disseminate good practice in interdisciplinary, entrepreneurial education
6. Provide a legacy of materials and resources for exploitation of lesson learnt for future implementation of interdisciplinary, entrepreneurial education

The target audience for the IDEATE project are:

1. Students – raising awareness, developing entrepreneurial behaviours, increasing employability
2. Academic practitioners – how to deliver interdisciplinary, entrepreneurial education with innovative teaching models
3. Academic policy makers – how infrastructure and policies can facilitate this new style of learning
4. Employers – how to engage with HEIs in synergistic collaborations leading to innovation of products and services.

IDEATE will operate across four EU member states with four core university partners and one business partners:

- University of Nova Gorica, Slovenia
- Staffordshire University, United Kingdom
- University of Turku, Finland
- Vilnius Business College, Lithuania
- Domenca Labs d.o.o. (business partner)



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