

# Entrepreneurship and Challenge-based Learning Workshop

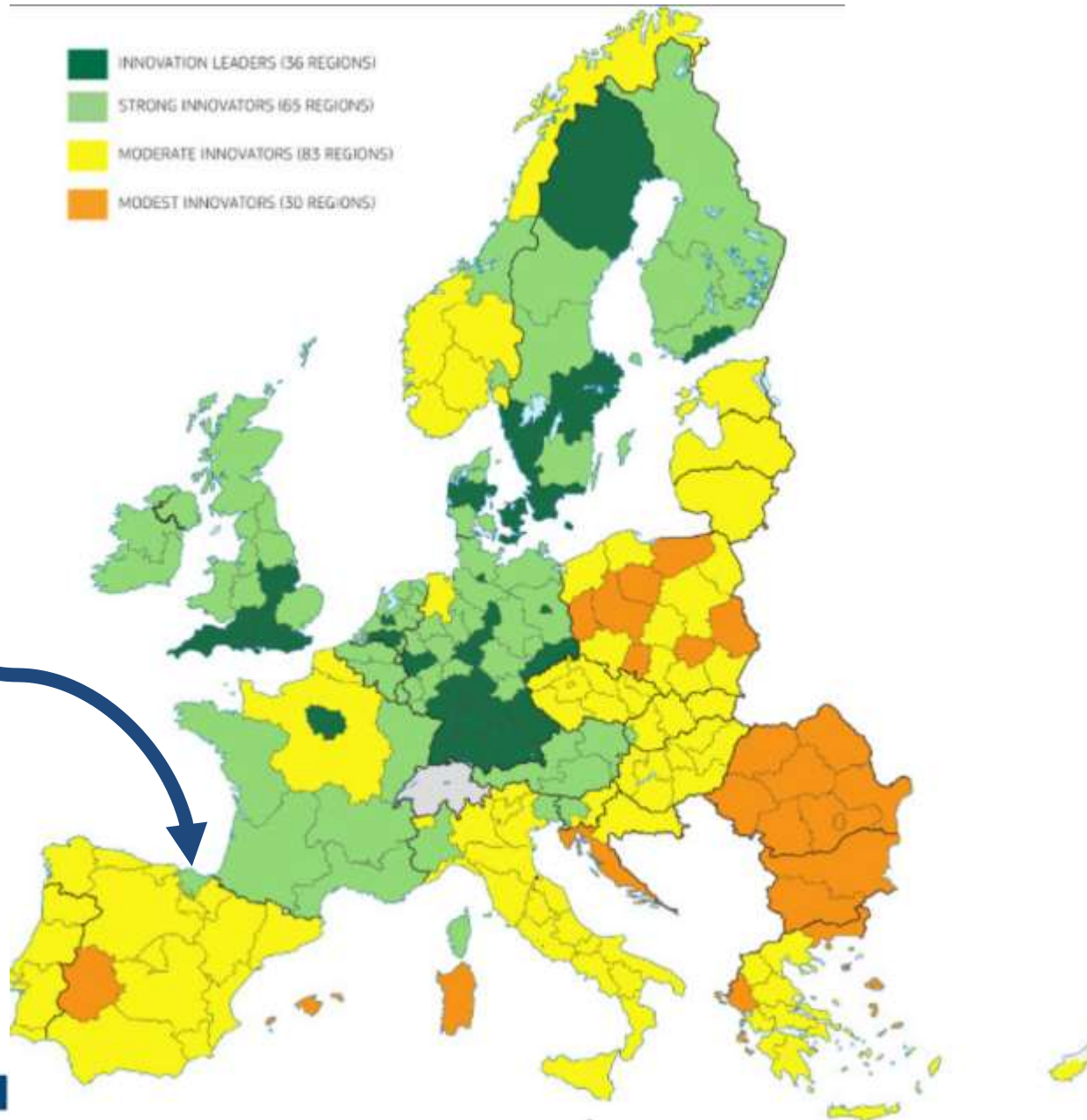
Friday, 12 October, 2018 | 9.30.00am - 1.00pm



## ETHAZI (High Performance Cycles) & IKASENPRESA (Learn-Company)

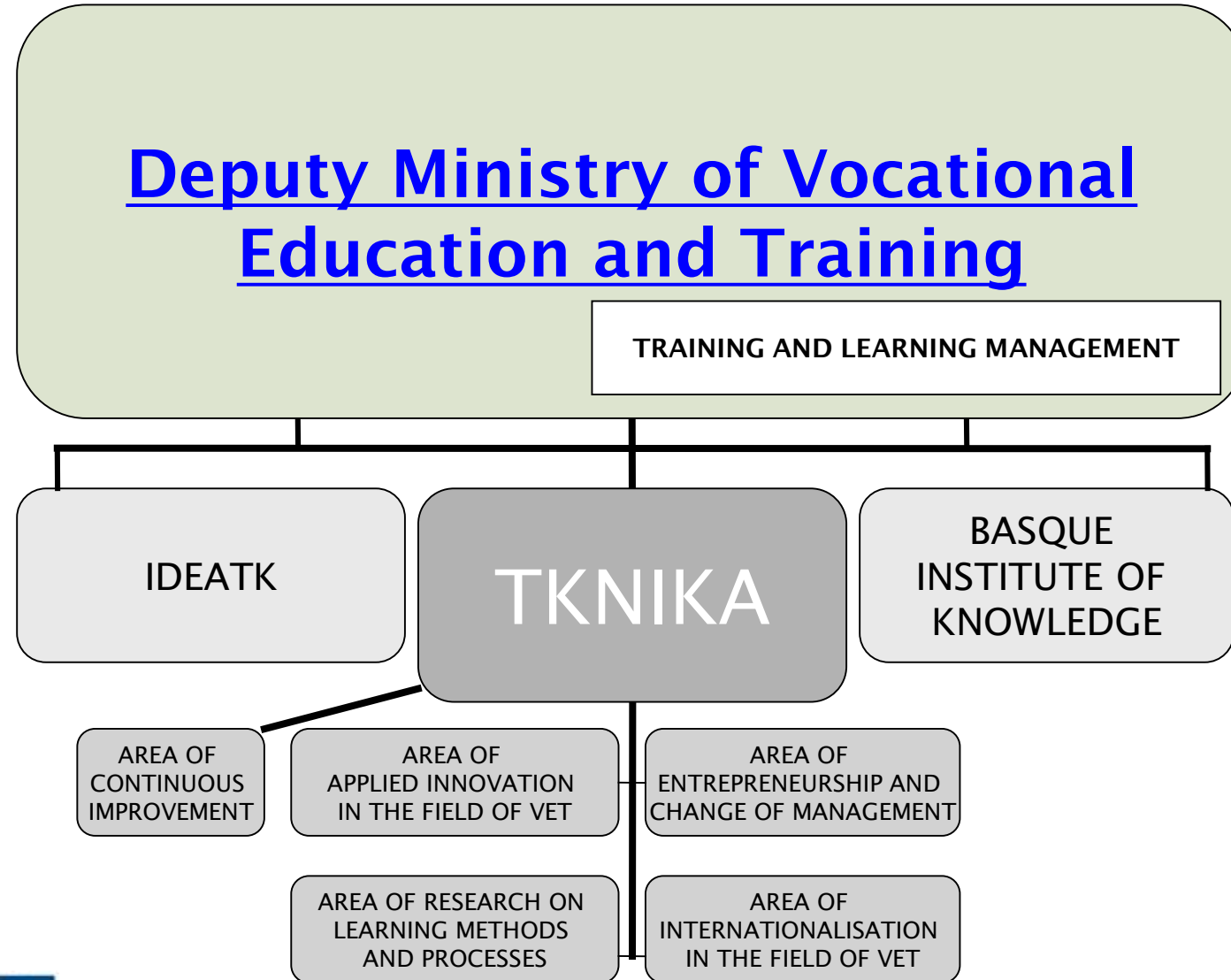
*The Basque experience*

- INNOVATION LEADERS (36 REGIONS)
- STRONG INNOVATORS (65 REGIONS)
- MODERATE INNOVATORS (83 REGIONS)
- MODEST INNOVATORS (30 REGIONS)



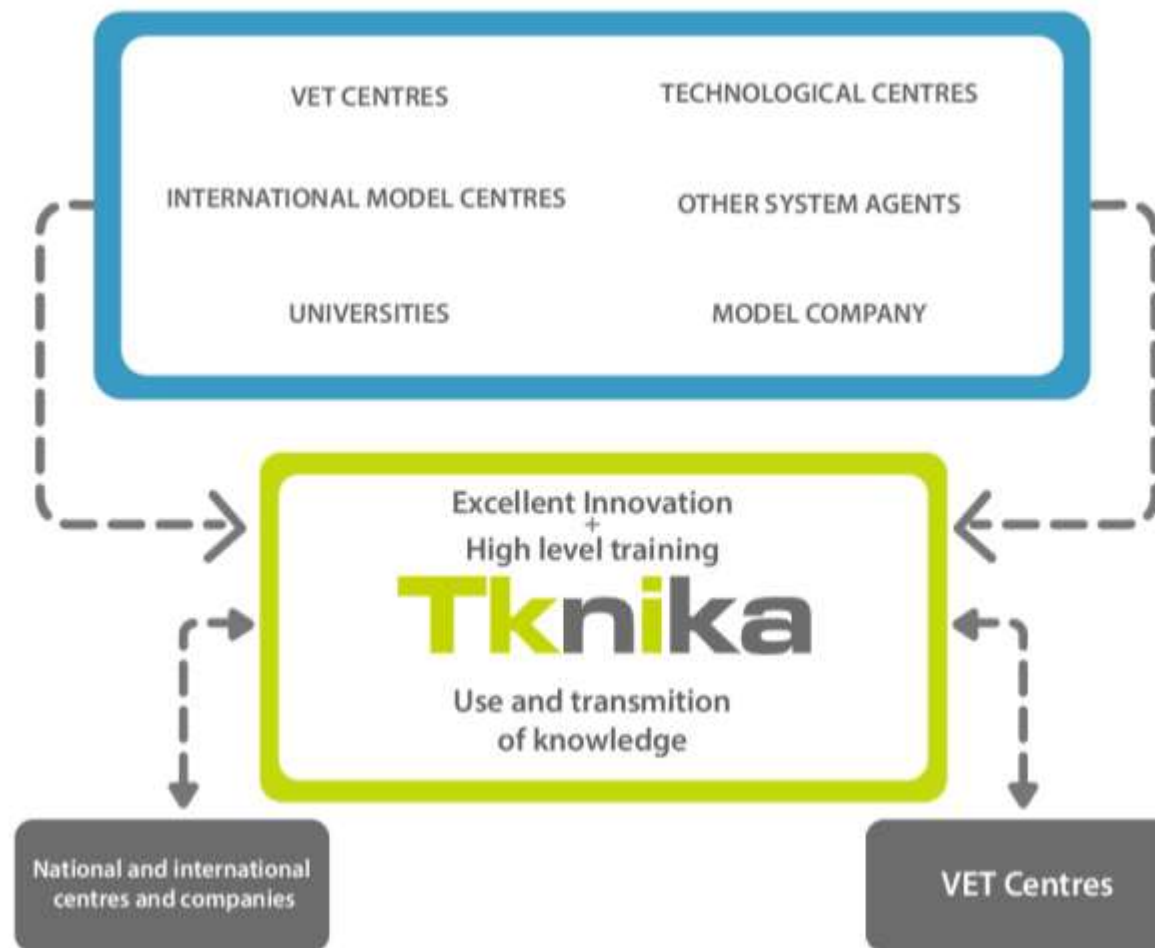


**Centre  
founded  
in 2005**

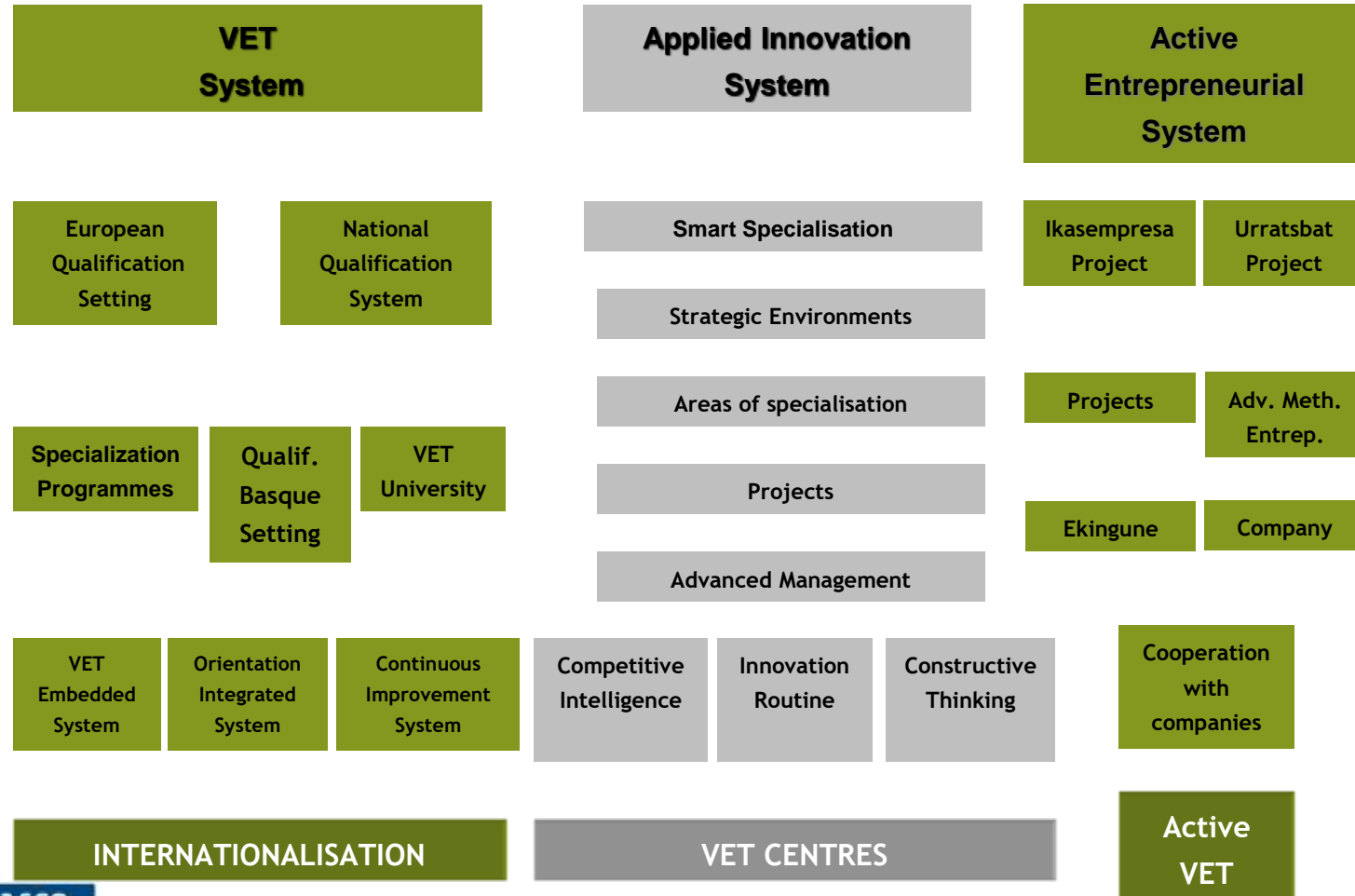




## Relationship with agents



# Combined Framework for Training, Innovation and Entrepreneurship





Research on  
learning  
Methods and  
Processes

*Ethazi*  
*We must be able to give clear*  
*answers to the challenges we*  
*will face in the future*







**What happens if we  
keep on doing always  
the same?**



BASQUE  
INDUSTRY

THIS PICTURE HAS  
CHANGED

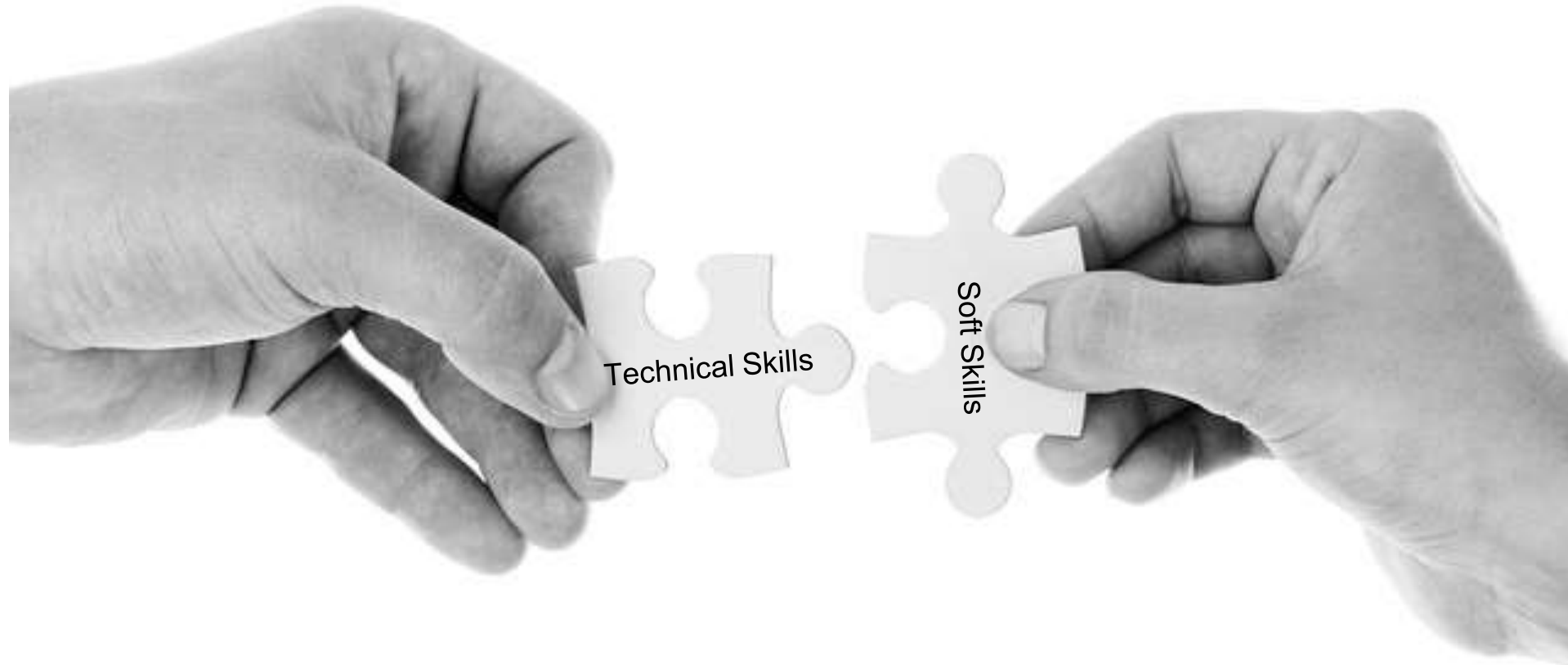


Fp  
EUSKADI  
IANRIDF HF7IKFTA

THIS ONE MUST CHANGE



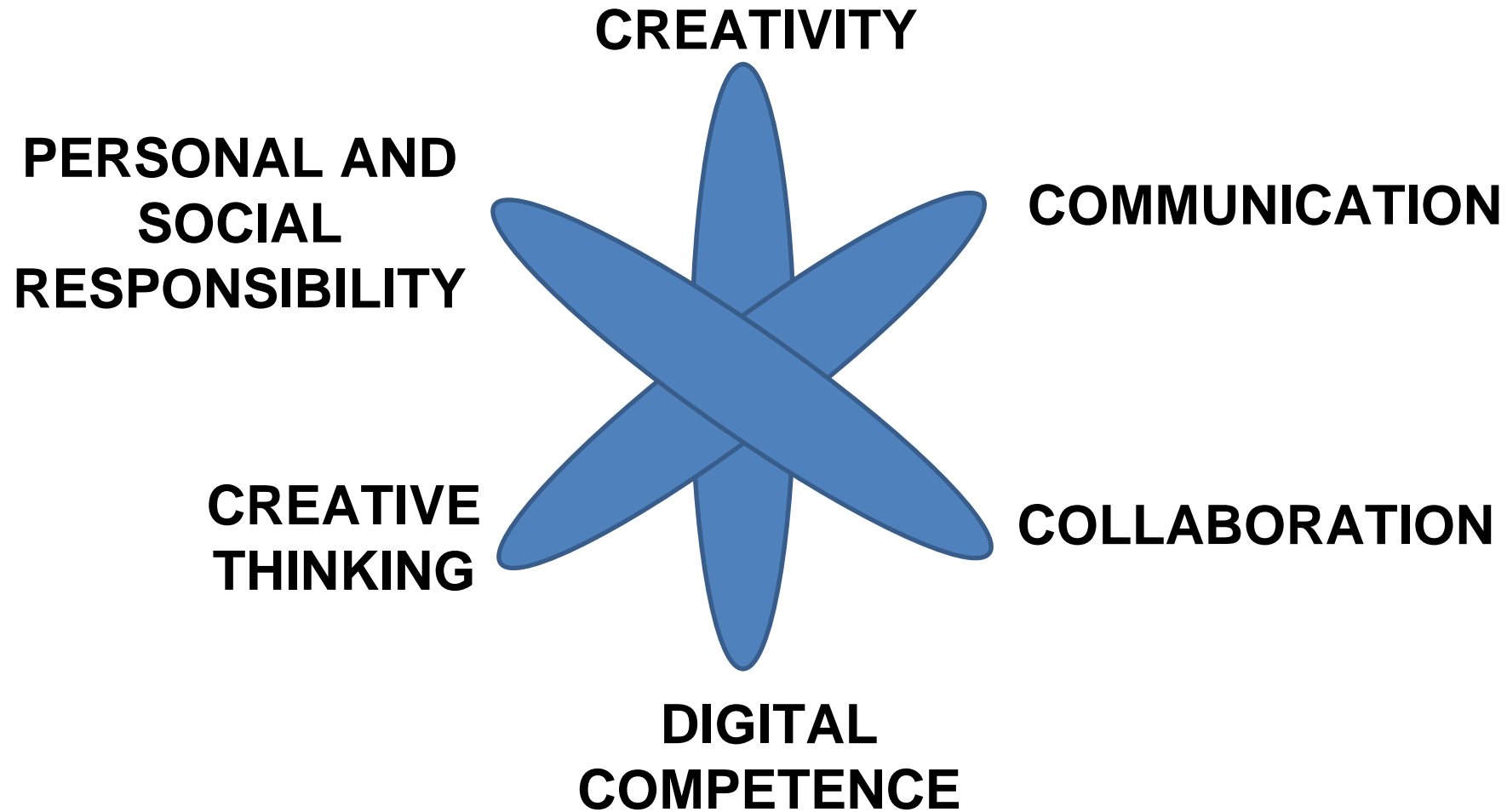
# GOOD PROFESSIONAL







# 21st CENTURY SKILLS





# Starting point

## Our first classification of Soft skills

### Working on skills for the Basque VET System



#### PERSONAL

- Autonomy
- Involvement
- Entrepreneurship



#### COMMUNICATION

- Oral communication
- Written communication



#### DIGITAL

- Safety
- Content creation
- Information processing
- Communication
- Problem solving



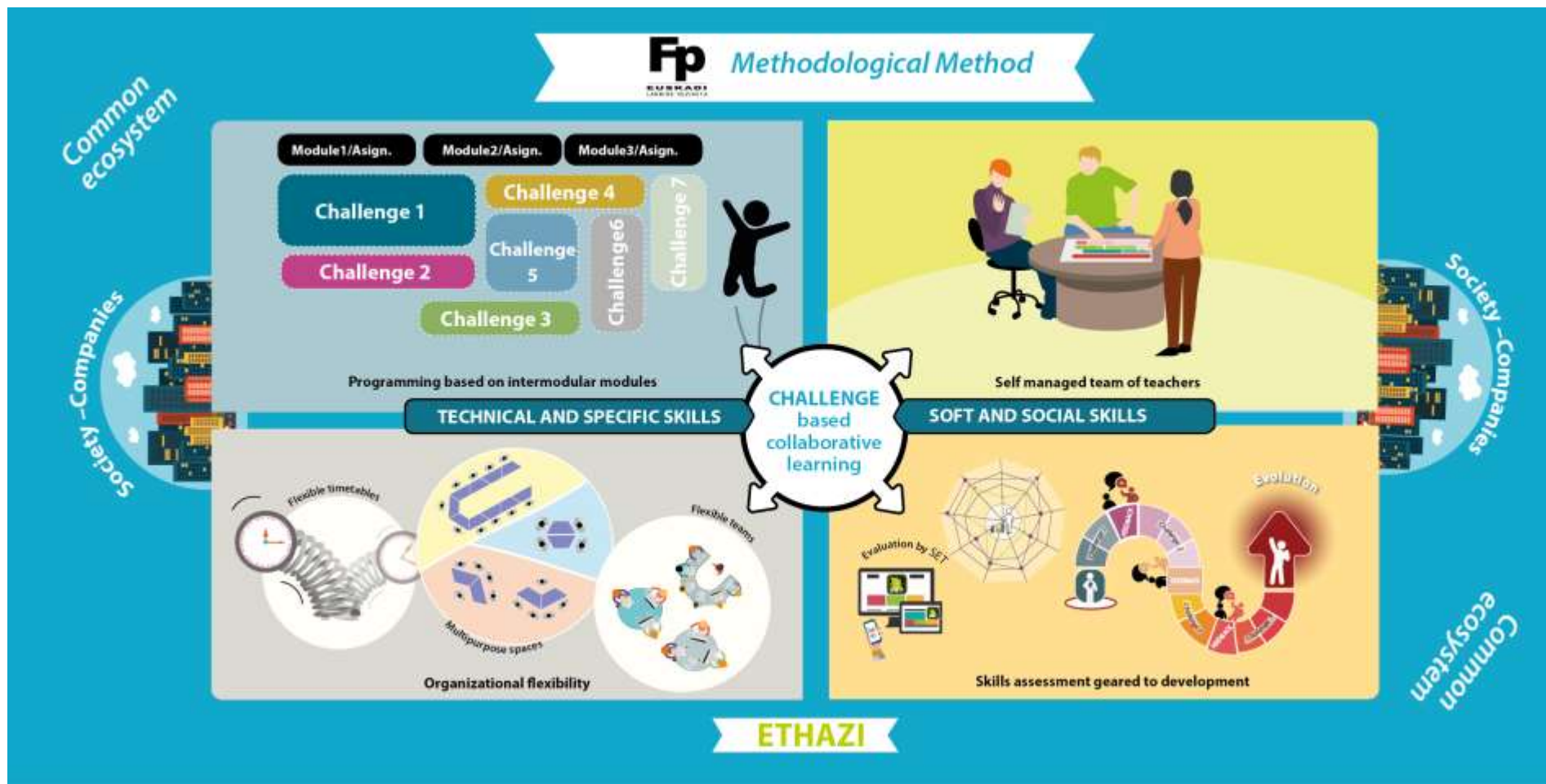
#### COLLABORATIVE

- Team work
- Problem solving
- Decision making

Personal field

Digital field





## ETHAZI (High Performance Cicles)

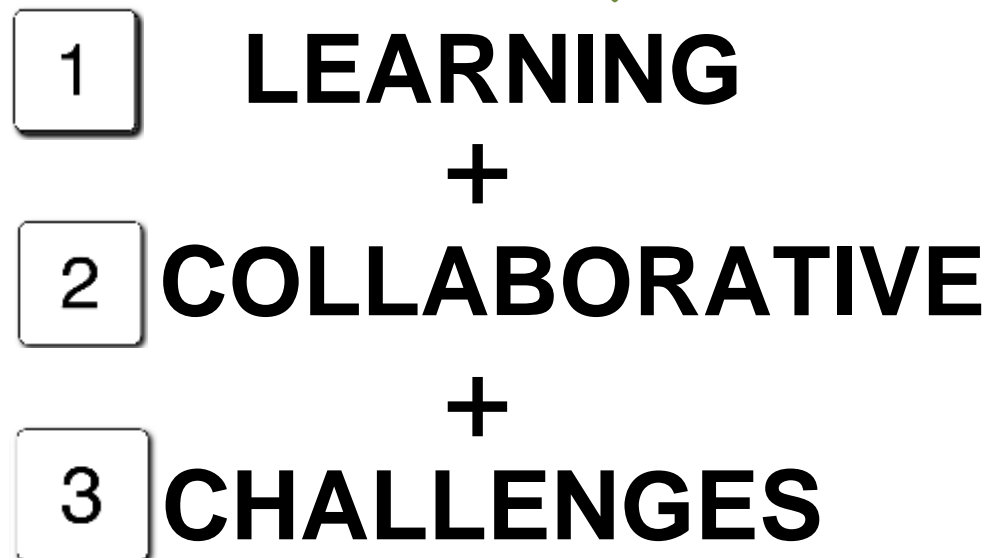


- **A disruptive methodological change** to adapt our students to the professional profile that the **industry needs to be competitive**
- To get the maximum learning potencial of the students **profesional competences** development (Technical skills + Soft skills)
- Team work, creativity, flexibility, digital skills, communication, social and personal responsibility,... to be able to analyse, understand, synthetize, transmit, judgement, decide,....

# THE CORE



# CHALLENGE BASED COLLABORATIVE LEARNING



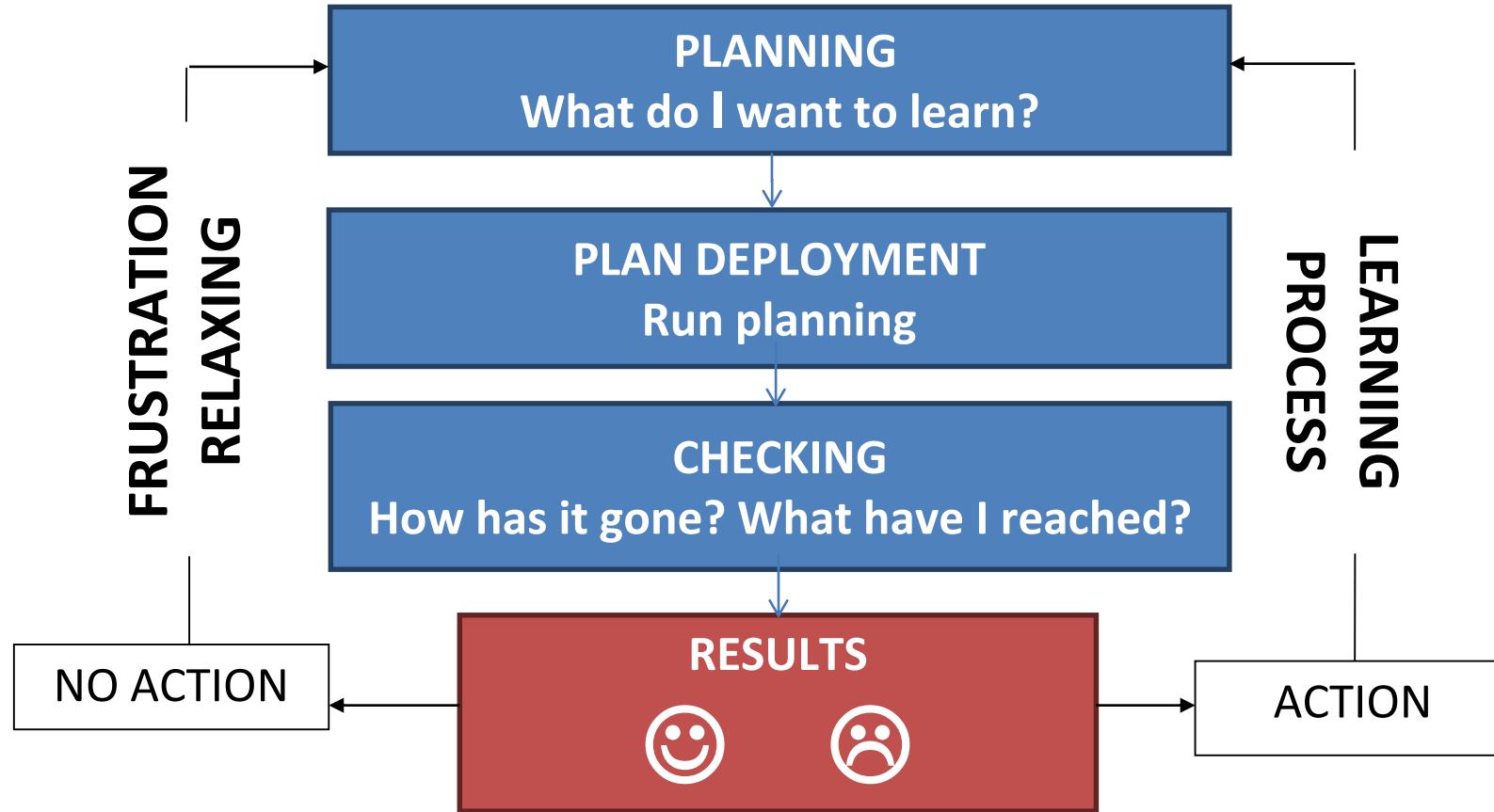
How do we learn?

Team working

Tool



## WHAT DOES LEARNING MEAN?



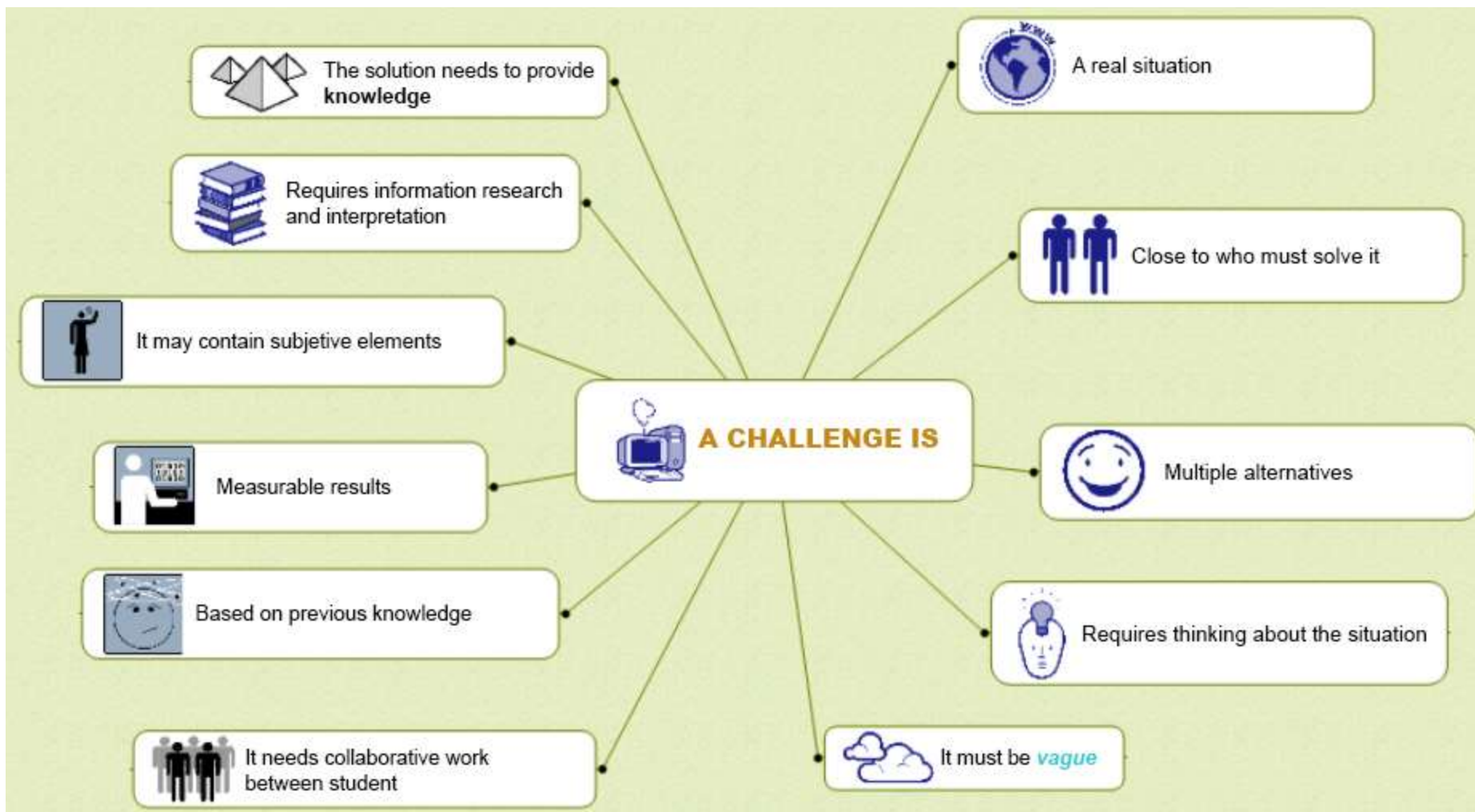
**LEARN BY EVOLVING**

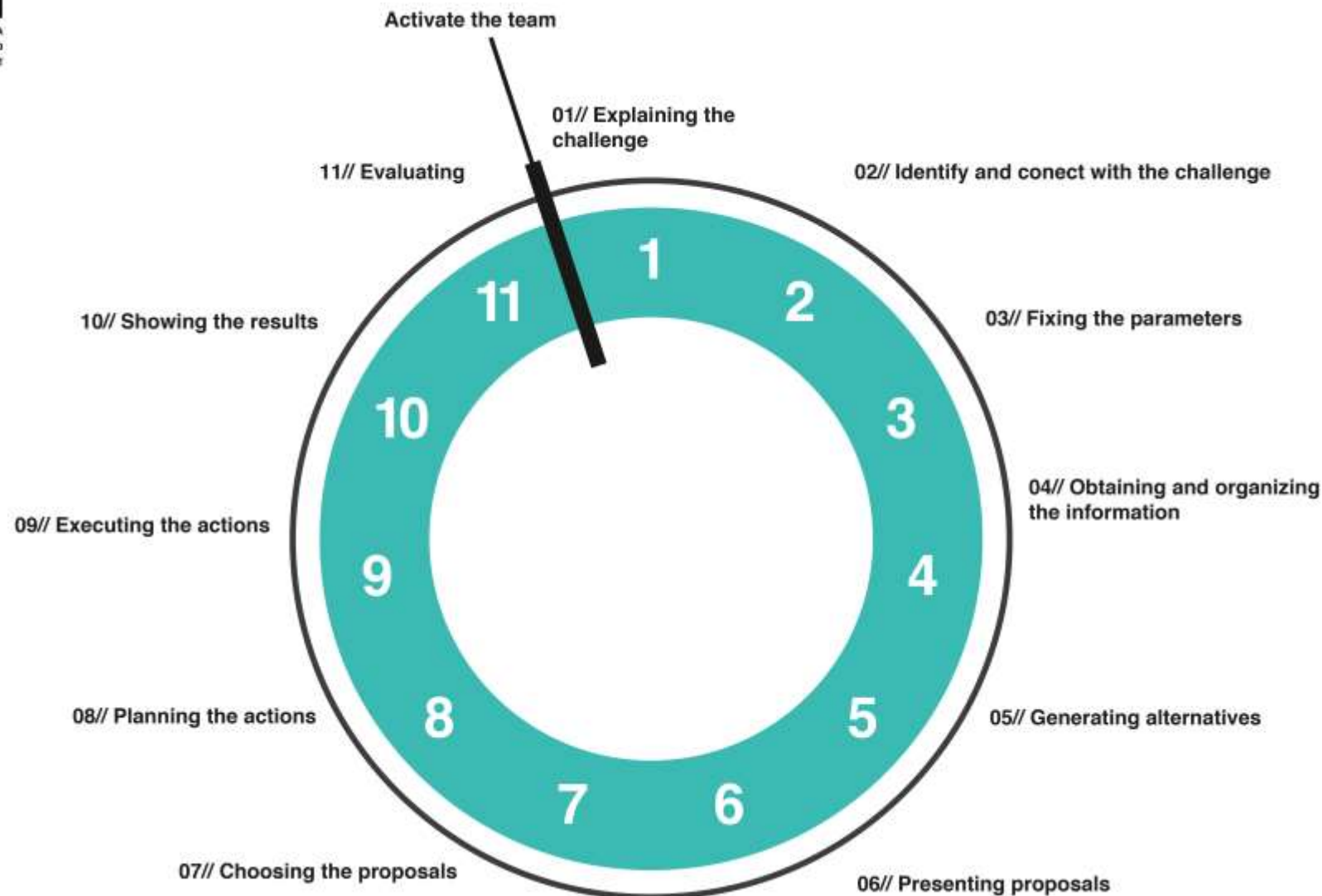


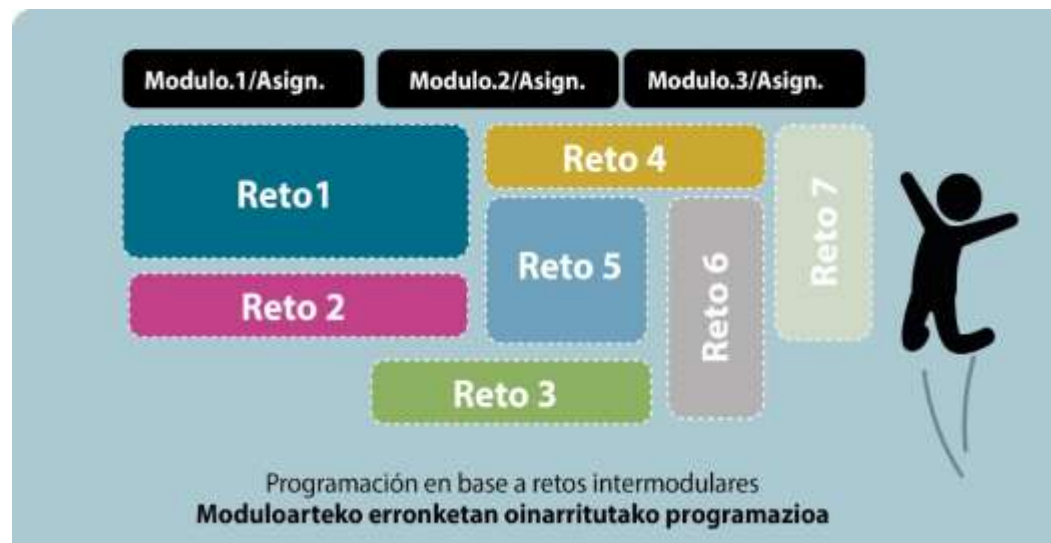
COLLABORATIVE = TEAMWORK

$1 + 1 + 1 = 4$  or greater









Based on real approaches on the tasks or performances of the  
 productive sector of each diploma

# Self-managed teaching teams



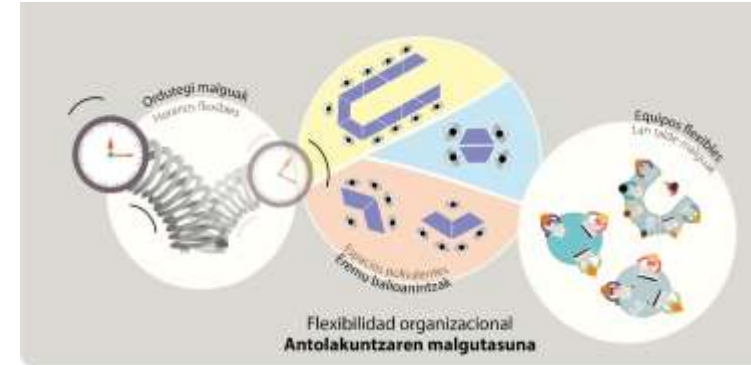
- ☐ Do we know how to work in a team?
- ☐ Do we work as a team?

We want our students to:

- Work and learn collaboratively
- Develop an autonomous skills
- Be responsible
- ...

Is it possible if we do not practice it?

# Organizational flexibility

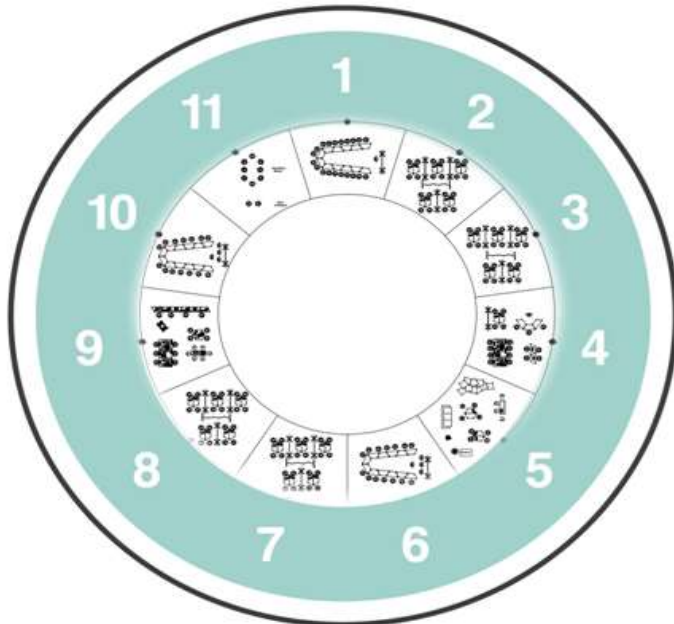


- ✓ **Training centers:** From rigid organizations “perfectly” organized to flexible organizations (schedules, spaces, roles and functions, ...)
- ✓ From High Performance CYCLES to High Performance CENTRES.
- ✓ **Challenge:** Lead and manage the change.



Spaces:

- INFORMATION
- CREATIVE
- CONSTRUCTION
- ANALYTICAL
- EXECUTION
- LEISURE



- Gives a wide vision
- Flexible furniture
- Acoustic comfort
- 360° Paintable walls
- Flexible connections
- Easy of ICT use







# Evaluate for the evolution of competences

- Definition of the competencies to work
- Rubrics
- Information, evidence and 360° assessment
- Mentoring and individual and groupal feedback
- Decisions and commitments for improvement

**SET** Tool (software and tool)  
Skills Evolution Tool



## ETHAZI – Some keys of the Model

- Challenges-based Collaborative Learning
- Inter-disciplinarity (Combination of contents from different modules)

**Technical Skills+ Transversal Skills = Professional Skills**

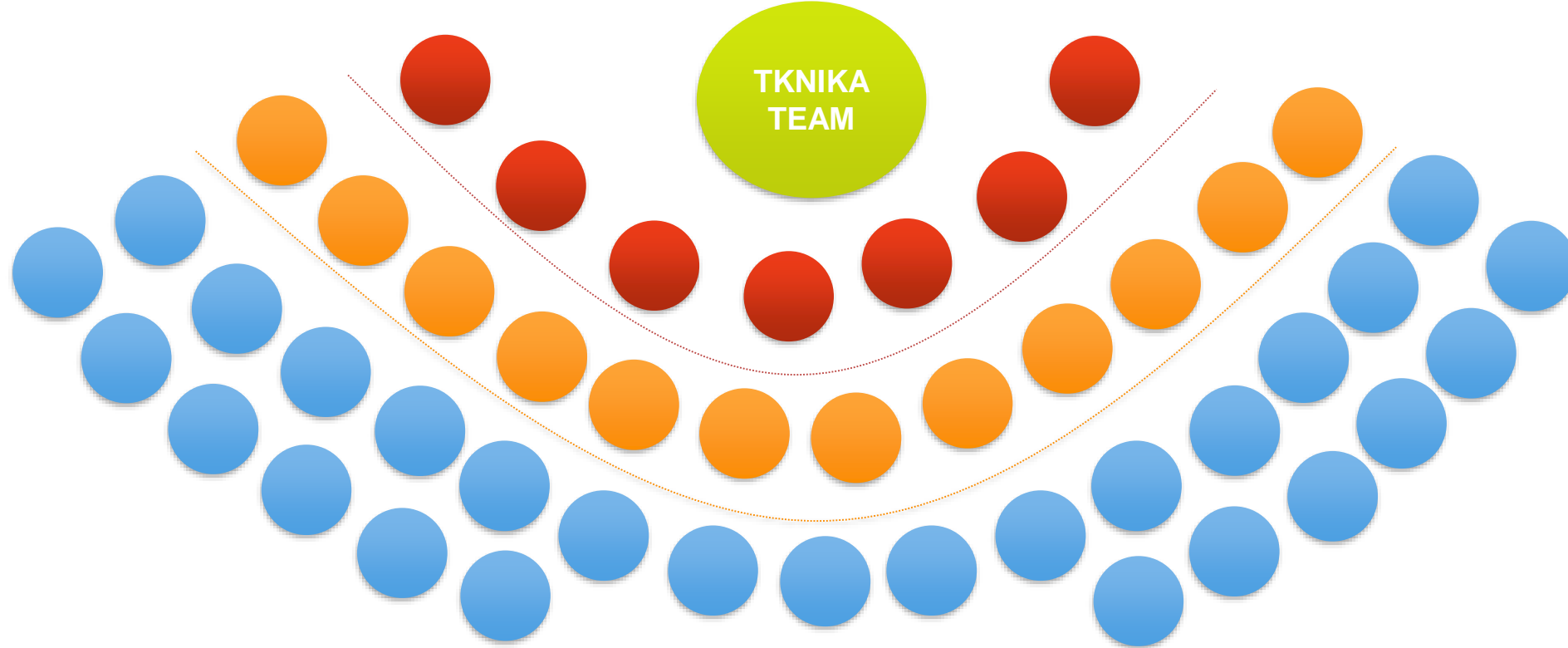
- Self-management by teachers
- Focused on the Student
- **Flexibility:**
  - Classroom
  - Programming
  - Situation of students (Modality)
- Competences Assessment
- Evolution: SET Tool: Rubrics
- Supported by ICTs
- Quality indicators

## SOME DATA ABOUT OUR PROGRAMME “ETHAZI”

	13-14	14-15	15-16	16-17	17-18
Number of cycles	5	18	91	142	<b>225</b>
Colleges involved (around 75 in total)	5	5	30	47	<b>52</b>
Teachers involved	25	90	455	1646	<b>1650</b>
Students involved	100	450	2275	3550	<b>5625</b>
Leaders trained		15	35	50	<b>63</b>
Cycles using SET	18	32	104	160	<b>201</b>

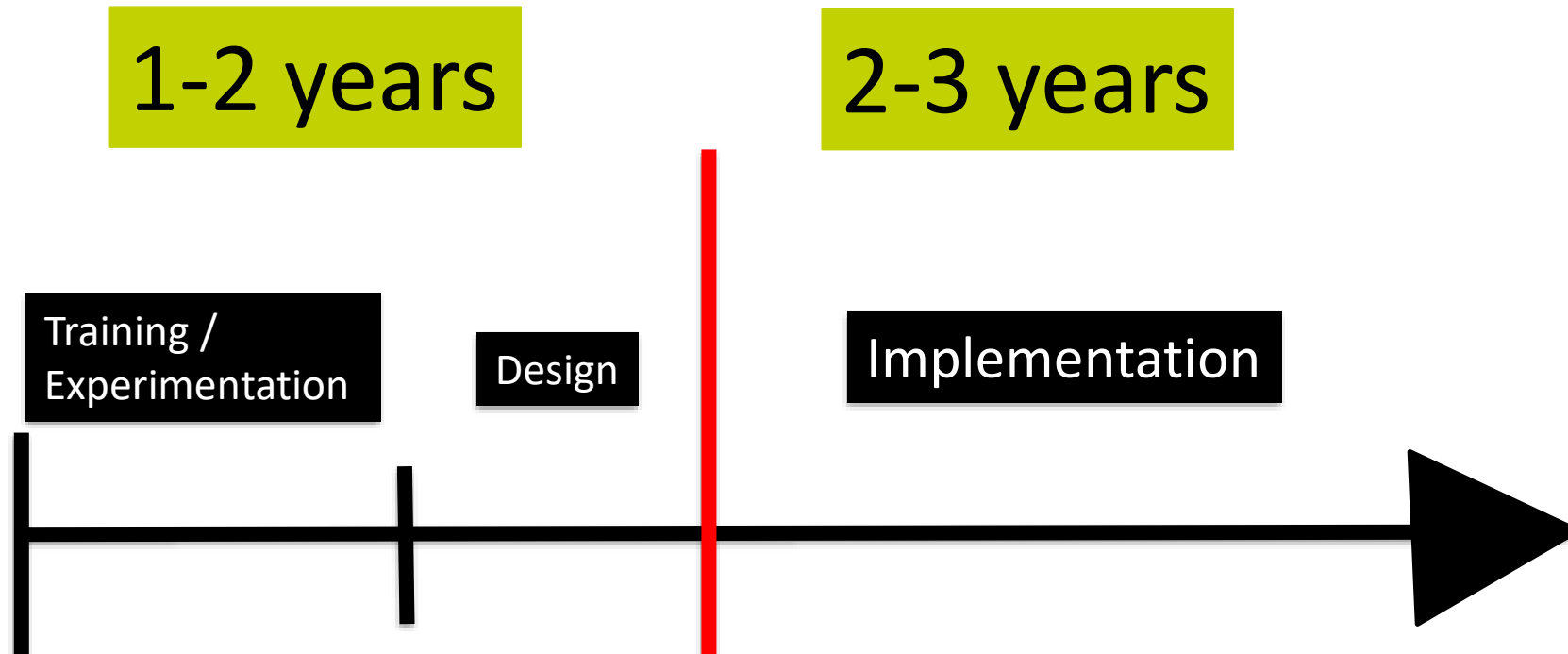
# HOW ARE WE DOING IT?

# Deployment through network nodes with learning and mentoring communities



Teachers with experience in implementation stimulate  
the implementation on new courses

# PROCESS



## Training program "learning coordinator" Leaders of the methodological change in the centers

### Aim

Develop the necessary skills to design and carry out the methodological change project in his/her center



- leadership and people management
- Methods and learning techniques
- Project management in the medium-long term



# Training programs for the methodological change in VET Euskadi



- Blended learning, experiential, collaborative and adjusted to the reality of the centers.
- Developed by teachers experienced in the implementation of the model

# Digital repository

[www.ethazi.tknika.eus](http://www.ethazi.tknika.eus)

- Strong community that is the engine of the change in our system
- Dynamic and collaborative repository
- Container of everything related to methodological change





- Diagnose the situation in which each course is in the process of implementing the ETHAZI model to propose improvement actions
- Validate the implementation of this methodology (ensure that what we do is doing well)



**ikasenpresa**  
Gaitasunak lantzen  
Trabajando capacidades

# WHAT IS IKASENPRESA?



**Educational Programme for VET students to promote THE ENTREPRENEURIAL CULTURE with four aims:**

- To create an Ikasenpresa: Awareness on what is necessary to start up.
- Start up as a learning tool
- Developing students skills to become professionals – employable – entrepreneurs – intraentrepreneurs.
- Self-employment as a valuable option for students.



**ikasenpresa**

Gaitasunak lantzen  
Trabajando capacidades



## ACTORS & RESOURCES

1. Vice-Ministry of VET
2. Teachers
3. Tknika

Provides:

- Training
- Materials and tools
  - Syllabus
  - Handbook
  - Evaluation
  - Network



4. Ekingune platform

**Tknika**

LIHRE APLIKATUTAKO IKERKETA ETA BERRIKUNTZAKO ERAIKO ZENTROA  
CENTRO DE INVESTIGACIÓN E INNOVACIÓN APLICADA DE LA FP DEL PAÍS VASCO  
BASQUE CENTRE OF RESEARCH AND APPLIED INNOVATION IN VET

EUSKO JAURLARITZA



GOBIERNO VASCO

HEZKUNTZA SAILA  
Lanbide Heziketako Sailburuordetza

DEPARTAMENTO DE EDUCACIÓN  
Viceconsejería de Formación Profesional

**Fp**  
EUSKADI  
LANBIDE IKERKETA





# ikasenpresa

Gaitasunak lantzen  
Trabajando capacidades

## EKINGUNE PLATFORM - [www.ekingune.tknika.net](http://www.ekingune.tknika.net)

**Ekintzailletza**  
Lanbide Heziketan  
Ekintzailletasun kultura garatzen dugu.  
Prestakuntza-tutoretza enpresa proiektuetan.

**PERSONA**  
HELBURUA

**EUSKO JAURLARITZA**  
HEZKUNTZA, HEZKUNTZA POLITIKA  
ETA KULTURA SAIALA  
Lanbide Heziketako Sailburuordetza

**COMPROMISO CON**  
LAS PERSONAS

**GOBIERNO VASCO**  
DEPARTAMENTO DE EDUCACIÓN,  
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Ekingune

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### What is Ekingune?

Welcome to *Ekingune*! the Entrepreneurship Community of the Vocational Training in the Basque Country. A project developed by TKNIKA (Centre for Investigation and Applied Innovation in VET) and the Vocational training centers, public, private and semi private centers, committed to entrepreneurship. We are focused on two projects:

Teknopolis - Ekintzailletza (esp)

i

**Participating centers**  
List of all the participating centers in the programs.

i

REPSOL FOUNDATION presents the 1st Call for Applied Energy Innovation in VET. **Rules / Leaflet**

**Practical Information**  
Documents and guides to help you

Soy Cortana. Pregunta lo que quieras.

11:40

27/09/2016



**ikasenpresa**

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Trabajando capacidades

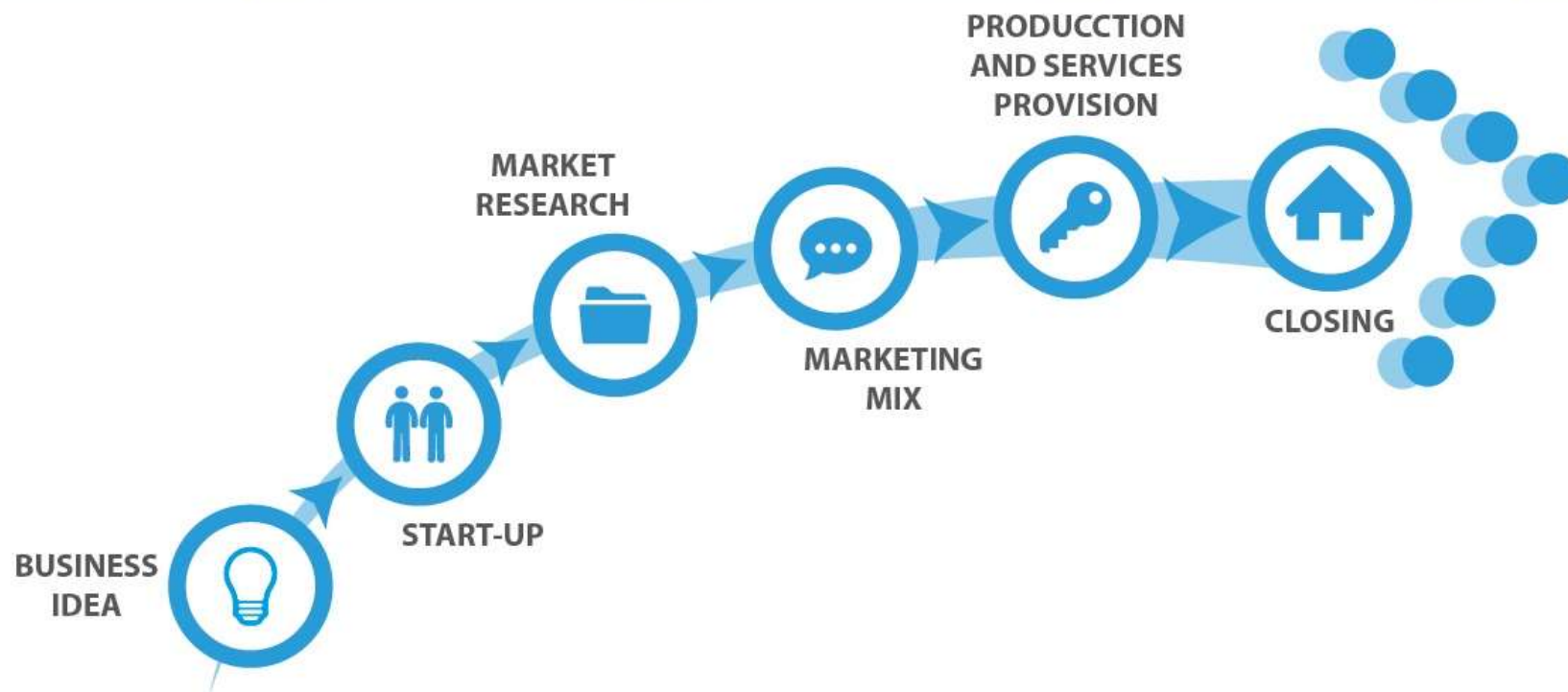
## CREATION IKASENPRESA

ENTREPRENEURIAL  
INITIATIVE

AUTONOMY

INVOLVEMENT

TEAM WORK



PROBLEM  
SOLVING

DECISION MAKING

COMUNICACION

DIGITAL

**Technical skills**

**Transversal skills**



**ikasenpresa**

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Trabajando capacidades

## Evolution



SCHOOL YEAR	VET SCHOOLS INVOLVED	STUDENTS COMPANIES CREATED
05-06	5	7
06-07	21	34
14-15	46	325
15-16	53	420
16-17	73	630
17-18	78	703

**Tknika**

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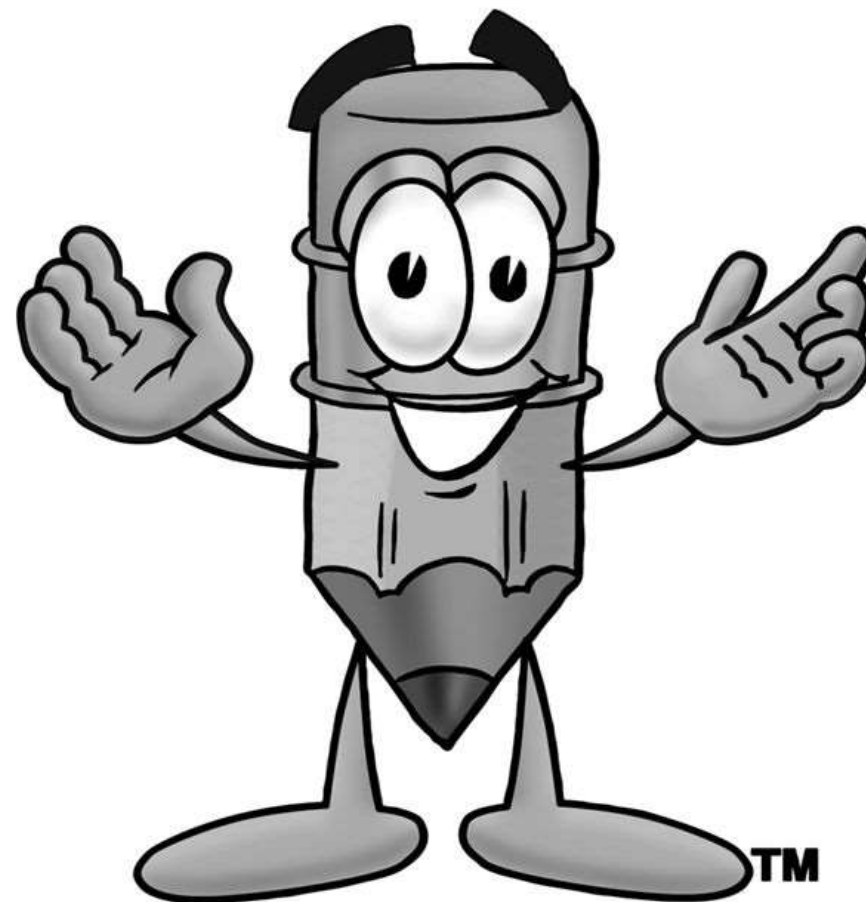


**ikasenpresa**

Gaitasunak lantzen  
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**LET'S  
TRY IT  
OUT!**



**Tknika**

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EUSKADI  
LANBIDE IKERKETA



# 1st Step: Business Idea

## Assignments

- ✓ Inspiration
- ✓ Brain Storming
- ✓ Team building
- ✓ Idea

## Transversal skills

- ✓ Team work
- ✓ Communication abilities
- ✓ Creativity
- ✓ Decision taking
- ✓ Problem solving

## Tools

- ✓ Belbin Test
- ✓ Canvas
- ✓ SWOT analysis



# 2nd Step: Start Up



## Assignments

- ✓ Company name
- ✓ Group picture
- ✓ Introduction test
- ✓ Resumé
- ✓ Skills definition
- ✓ NGO contact
- ✓ Organization Chart
- ✓ Internal regime handbook
- ✓ Gmail account
- ✓ Register the company in Ekingune platform
- ✓ Upload task to Ekingune deliverables

## Tools

- ✓ Empathy map
- ✓ Ekingune platform
- ✓ Resume model



## Transversal skills

- ✓ Team work
- ✓ Communication abilities
- ✓ Decision taking
- ✓ Problem solving



# 3rd Step: Market research



## Assignments

- ✓ Suppliers
- ✓ Competitors
- ✓ General surround

## Transversal skills

- ✓ Decision taking
- ✓ Information management

## Tools

- ✓ Ekingune Platform
- ✓ Internet



# 4th Step: Marketing mix

## Assignments

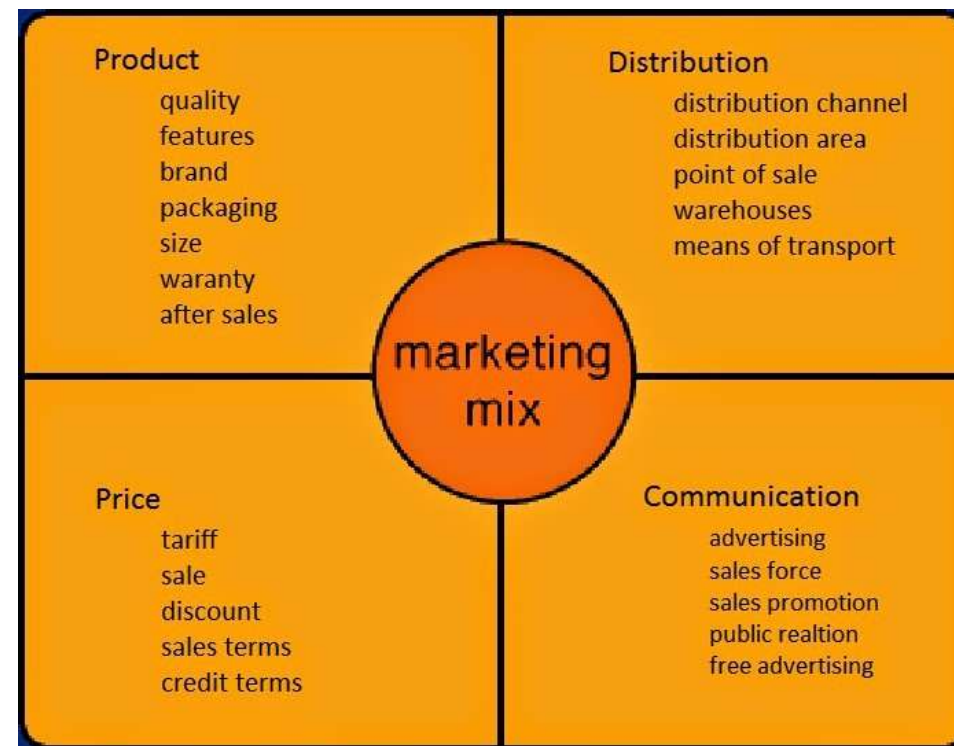
- ✓ Product definition
- ✓ Price
- ✓ Distribution
- ✓ Promotion
  - Flyers
  - Brochures
  - Online
  - Social Network
  - Logotype
  - Blog
  - Marketing campaign

## Transversal skills

- ✓ Decision taking
- ✓ Information management
- ✓ Team work
- ✓ Communication skills
- ✓ Problem solving
- ✓ Creativity
- ✓ Self learning

## Tools

- ✓ Marketing mix model
- ✓ Issuu
- ✓ Ekingune



# 5th Step: Production and Provision of Services



## Assignments

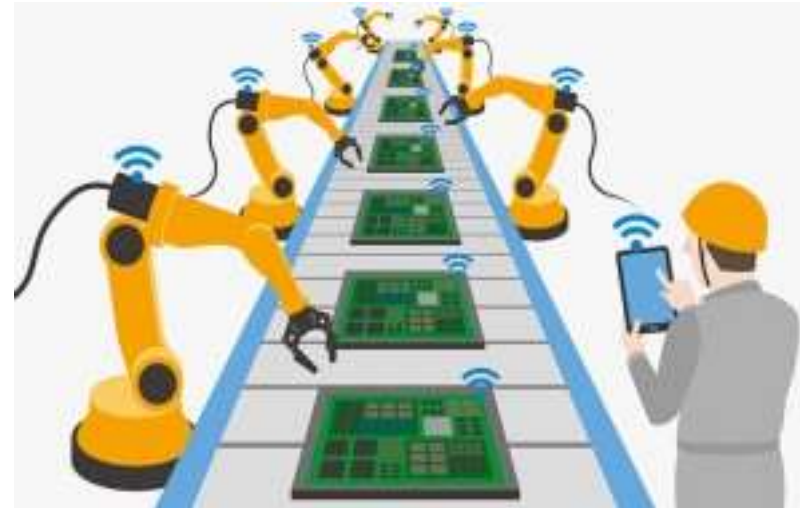
- ✓ Distribution
- ✓ Selling point presentation
- ✓ Buy-Selling documents
- ✓ Selling
- ✓ [Ikasenpresa](#) Fair

## Tools

- ✓ Ekingune Platform
- ✓ Social Network
- ✓ Movie maker

## Transversal skills

- ✓ Team work
- ✓ Communication abilities
- ✓ Decision taking
- ✓ Problem solving
- ✓ Information management
- ✓ Self Learning





# 6th Step: Closing I- Legal form

## Assignments

- ✓ Company legal concept
- ✓ Statutes of the company

## Tools

- ✓ Ekingune Platform
- ✓ Google

## Transversal skills

- ✓ Team work
- ✓ Communication abilities
- ✓ Decision taking
- ✓ Problem solving
- ✓ Information management
- ✓ Self Learning



# 6th Step: Closing II- Financial economic report



## Assignments

- ✓ Viability plan
- ✓ Credit account opening
- ✓ Accounting
- ✓ Result analysis
- ✓ Benefits sharing NGO
- ✓ Sell-shopping cycle

## Tools

- ✓ Ekingune Platform
- ✓ Microsoft excell

## Transversal skills

- ✓ Team work
- ✓ Problem solving
- ✓ Information management
- ✓ Self Learning





# 6th Step: Closing III-Conclusions



## Assignments

- ✓ Final report
- ✓ Dissolution
- ✓ Prepare the dossiers for the prizes
- ✓ Measure your evolution (entrepreneur test)

## Transversal skills

- ✓ Team work
- ✓ Information management

## Tools

- ✓ Ekingune Platform
- ✓ Post Motorola



