**CB851 ChangeMakers -
Start-ups for sustainable environment created by youngsters**

Schedule template based on the project study module 2021-2022

The study module timetable consists of lessons, workshops, student tasks (milestones) and online meetings for student teams. The table can be modified according to need.

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| **Contents of teaching 45min**  | **Teaching methodology**  | **Online meetings 45min**  |
| **September** |
| Introduction | Introduction to ChangeMakers-project, schedule, topics, student tasks (milestones) etc. |  |
| Circular economy I  | Lesson description: PowerPoint Circular Economy Lesson (slides 1-5) (10min) General discussion based on everyone’s personal experience and watched Circular economy videos. (15min) Natural cycles and waste (slides 7-13) (15 min) NB! The Teacher’s material also includes pages of concepts and definitions that are recommended to be explained.   | Participating students and schools meet online Presenting 2/10 real-life environmental Challenges |
| **October** |
| Circular economy II  | Lesson description:  PowerPoint Circular Economy Lesson (14-22) - Circular economy and sustainable design: Explain the circular economy idea further, using the slides and learning material provided (25min) - Circular economy exercise: hand out different products for students to assess their present impact and assess how this could be improved towards circularity (20min)   | Students and schools meet online Presenting 4/10 real-life environmental Challenges |
| Cross-cultural communication I  | Lesson description: Game playing activity to learn about miscommunication (15 min) PowerPoint on cross-cultural communication (20 min) Group discussion to reflect on the topics and share the own experiences (10 min) Task: Students choose three favourites from real-life environmental challenges   | Students and schools meet online Presenting 4/10 real-life environmental Challenges |
| Cross cultural communication II  |  Lesson description: Role Play Activity to learn more about cross-cultural communication (30 min) Group discussion to reflect and draft the “principles of ChangeMakers community” (15 min)   | No team meetings   |
| Milestone 1 | Students choose their favorite challenge |  |
| **November** |
| BootCamp  | Workshops:  ideation & cross-cultural teamwork skills Student teams are formed based on favorite challenges | Students meet face to face |
| Milestone 2 | Team rules |  |
| Innovation management   | Lesson description: Lesson is divided in two parts (two separate materials prepared): 1) Theoretical material for teachers 2) Practical material for students to use in team meeting online together with team mentor **Preparation:** students to do some warmup tasks and gain intriguing innovation literature **Introduction:** general discussion based on everyone’s personal experience and the homework students were invited to complete (see previous chapter) **Innovation management session:** presentation with practical tasks **Afterparty:** additional creative thinking method, idea evaluation and development method exploration that could help in innovation management  | Teams meet online for the first time as a team   |
| **December** |
| Entrepreneurship I        | Lesson description: Preparation: Discussion – what it means to be an entrepreneur?  (10min)  What Defines Entrepreneurship? What are the most important skills entrepreneurs need? (15min)  Business plan (15min) Questions and answers (5min)  | Team meeting/ Students meet online.  Student teams start working on the one-pager according to instructions. |
|  Entrepreneurship II    | Lesson description:  Lessons learned from the last time (5min)  What is The Strategy and why do you need it as entrepreneur? (15min)  Entrepreneurship and circular economy business models (15min)  Questions and answers (10min)    | Team meeting/ Students meet online.  Student teams finish their One-pager.  |
| Milestone 3 | One-pager |  |
| **January** |
| Further developing service/app/product/solution  | e.g. drawing with Tinker cad or Sketch-up,  making a product based on prototyping, creating a website for e-commerce, creating an app for service etc.   | Voluntary team meetings  |
| Prototyping workshop I  | Lesson description:  Each team will make their ideas prototype as a physical and tangible thing or do it online. The process helps to define the idea and the process how it works. After workshop each team validates the idea with potential customers and updates the prototype.  | No additional team meetings as the workshop lasts 90 min.   |
| Validating the prototype.   | Prepare a 5 min presentation in a team:  What is the problem you are solving?  How did you get to the solution of the problem?  What is the solution?  What kind of validation and with whom did you have?   | Team meeting prior to Proto workshop II. Teams will talk about the validation results and what improvements are needed for the prototype.   |
| Prototyping workshop II | Lesson description:  Each team presents their updated prototype after validation with potential customers.  | No additional team meetings as the workshop lasts 90 min.  |
| Milestone 4 | Prototype |  |
| **February** |
| Market research I  | Lesson description:  Preparation: interactive game on the importance of market research (10min) Market research (what is market research) (10min) Why do you need market research? (10min) Types of market research (5min) How to do market research for identifying your buyer persona? (10min) After the lesson the students have gained Instructions & template for questionnaire, they will then work in teams to come up with the questions/implementation plan.   | Team meeting /Students meet online. Preparing questions for market research.  Further developing prototype/ product/ service /e-commerce.   |
| Milestone 5 | Marketing plan |  |
| **March** |
| Pitching I  | Lesson description:  Preparation – Discuss pitching with your students and watch an introductory video. (10 min) Pitching (20 min) What is a pitch, different types of pitching.  Student tasks 1- 2.  The structure of a well-prepared pitch 1. (15 min)  | Team meeting /Students meet online. Students start working on the pitch template.   |
| Pitching II  | Learning material: Power point Pitching part Two Lesson description: The structure of a well-prepared pitch 2. (15 min) Student task 3. (30 min)   | Team meeting /Students meet online.  Students finish their pitch template.  |
| Milestone 6 | Lean business plan |  |
| **April** |
| Milestone 7 | Pitch |  |
| Challenges to Business camp  | Preparing for the Dragons Den. Students meet face to face to finalize and present their pitches.   | Students meet face to face |