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Training of entreprenurship education

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1) Entrepreneurial working culture

Duration of the training: 1-3 days
Target groups: companies, organisations in the public sector, administration of education in municipalities, headmasters, teachers, other developers of entrepreneurship education

The course on developing an entrepreneurial working culture is based on a stable theoretical backround, as well as on the best practices and up-to-date methods in the field. During the course, participants will reflect on the working culture in their own organisation or workplace - whether it is a company, a division in a municipality, an educational institution, or other organisation. To serve the needs of each organisation or workplace, individual development plans will be created during the course. The actual execution of the plan may also be guided and assessed, according to the participants' needs. Working methods during the course include participatory team work and learning from experience.

GOALS
1) develop an entrepreneurial working culture in the workplace, based on a positive atmosphere and interaction that works - "it's good to come to work"
2) develop the target setting and detecting of opportunities in the workplace
3) move from target setting to action, for example by problem solving and supporting the workers' sense of competence
4) create a positive "treadmill" in which the satisfaction and sense of competence provide a ground for an entrepreneurial working culture
5) create a basis for an entrepreneurial working mode: creation and experimentation of new things and ideas in an open interaction.

+ monitoring and assessing the development of an entrepreneurial working culture

CONTENTS

The duration of the course is three days. The course is divided into three separate modules (training days) of one day each. Participants can choose to particate in one or two training days, or accomplish the course on the whole. The course may take place on a specific three-day period, or it can be spread over a longer period of time, allowing the participants to have time for accomplishing given tasks.

In the beginning, the theoretical foundation of the course is presented from a practical point of view. During the first training day (A), participants will receive material and instructions for making a preliminary survey in their workplace.

Themes of the training days:
A - It's good to come to work
B - Towards new goals and opportunities
C - Satisfaction and sense of competence lead to true results

Effects of the training, as well as the results of development achieved in the workplace, may be assessed with a measurement tool designed for this specific purpose. Based on the results, participants will be given additional suggestions and recommendations for further development.

2) Entrepreneurship education as a part organisational/educational development

Duration of the training: 1 day / 3 hours
Target groups: administrators of education in municipalities, headmasters, other developers of entrepreneurship education

2a. Entrepreneurship education provides a foundation for dynamic development

Goals:
-   gain more motivation for developing entrepreneurship education within the municipality and/or educational institution
-   understand, through practical examples, how goals may be achieved and development plans implemented.

Contents:
Phenomenon-based development in teams, in which different levels of development may be chosen (Tiikkala 2013, see also Annala & Mäkinen 2011 for the phenomenon-based development)

Method: Participatory teamwork

2b. Streamlined development of entrepreneurship education: planning - implementation - assessment

Goals:
- understand how planning is essential in entrepreneurship education (as well as the random measures we sometimes take!)
- obtain practical ideas for development of planning, implementation and assessment

- learn about implementation by experimentation, and strengthening of multi-level assessment
- learn about self-assessment tools for entrepreneurship education (in YVI Virtual Learning Environment for Entrepreneurship Education, for example) and entrepreneurial working modes.

Contents:
The following questions will be answered during the day:
- how to develop planning, implementation and assessment?
- how can I assess entrepreneurship education in both individual and collective levels?

Methods: discussive lectures, brainstorming, teamwork, learning from experience

3) Entrepreneurship education in curricula

Duration of the training: 1 day / 3 hours
Target groups: teaching staff, other developers of curricula

Goals:
- understand the significance of curriculum development in development of teaching practices
- know more about practical ways and concepts for effective curriculum development
- create ideas for developing a curriculum that serves the needs of the teacher/educational institution in question
- be enthusiastic about curriculum development!

Contents:
During the training, participants will acquire knowledge about effective entrepreneurship education curricula development.

A practical working plan for curricula development, described and implemented in Anne Tiikkala's (2013) doctoral research, is used during the training.

Participants will understand the significance of entrepreneurship education in the curriculum, and above all, learn about implementing the curriculum in practice.

Method: based on Sarasvathy's (2011) method of effectuation

Background material: Jaana Seikkula-Leino's (2006, 2007, 2010, 2012) research on entrepreneurship education curricula development in different levels: regional, municipal, and in educational institutions.

4) Coaching and mentoring of entrepreneurial skills
Duration of the training: 1 day / 3 hours
Target groups: teachers, headmasters, other developers of entrepreneurship education

4a. Values as a basis for educating towards enterprising actions and behaviour

Goals:
- understand why entrepreneurial skills are needed
- understand the teacher's responsibility to implement entrepreneurship education
- raise ideas for discussing values linked to entrepreneurship education.

Contents:
The concept of enterprisingness was defined in Anne Tiikkala's dissertation. Educating towards enterprisingness should stem from the values of entrepreneurship education (Tiikkala 2013). During the training, values related to entrepreneurship education are presented and explained through practical examples. Values are treated as goals that steer the choice of methods in coaching towards enterprising actions and behaviour. This approach provides an excellent basis for staff meetings and parent meetings, when discussing the significance, goals and implementation of entrepreneurship education, for example.

Method: Kolb's (1996) learning from experience

4b. Enthusiasm for risk taking and detecting of new opportunities - practical ideas

Goals:
- to understand how entrepreneurship education can provide a basis for all developing and innovation
- obtain pedagogical ideas for risk-taking and detecting of new opportunities
- experiment a pedagogy that is based on risk-taking and detecting of opportunities
- create new ideas and practices for entrepreneurship education, based on risk-taking and detecting of opportunities.

Contents:
During the training, the following questions will be answered:
- How can I start developing entrepreneurship education from the viewpoints of risk-taking and detecting of new opportunities?
- How do the teaching methods based on risk-taking and detecting of new opportunities actually work in practice?

Methods: discussive lectures, brainstorming, teamwork, learning from experience

Background material: Seikkula-Leino & Tiikkala (2013); Suonpää (2013), Rae's (2003) theory of pedagogics of opportunities/possibilities; Borba (1993)

4c. Self-confidence creates a strong basis for entrepreneurial actions and activities

Goals:
- understand how a strong self-confidence creates a basis for entrepreneurial actions
- obtain ideas for building self-confidence
- create entrepreneurship education action plans in teams, to be implemented in practice.

Contents:
During the training, the following questions will be answered:
- How is building one's self-confidence linked to entrepreneurship education?
- How can building one's self-confidence be supported in practice?
In addition, ideas will be generated for entrepreneurship education action plans.

Methods: discussive lectures, brainstorming, teamwork

Background material: Seikkula-Leino & Tiikkala (2013); Borba (1993)

5) Entrepreneurship education as a concept

Duration of the training: 1 day / 3 hours
Target groups: teaching staff, headmasters, administration of teaching in municipalities, entrepreneurs, other worklife representatives, other developers of entrepreneurship education

5a. What is entrepreneurship education all about?

Goals:
- understand what entrepreneurship education means from each target group's point of view
- understand how entrepreneurship education differs/ressembles other forms and ways of education
- understand why entrepreneurship education is included in curricula
- understand what may be gained through entrepreneurship education.

Contents:
Studies conducted by Seikkula-Leino and Tiikkala provide a strong basis for understanding the concept of entrepreneurship education. Theories and concepts are brought to practice by presenting concrete examples of entrepreneurship education in schools, municipalities and at a regional level. In addition, the concept of entrepreneurship education is approached from entrepreneurs' and economic organisations' point of view. YVI Virtual Learning Environment for Entrepreneurship Education is used as a source of examples and tools for practical work. A network among participants is created for sharing ideas and discussing different viewpoints.

Method: Kolb's (1996) learning from experience

5b. Entrepreneurship education as a frame for co-operation between home and school

Target groups: teachers, headmasters, other developers of entrepreneurship education

Goals:
- understand how entrepreneurship education can provide a basis for co-operation between home and school
- generate ideas and methods for developing co-operation between home and school, and for developing co-operation regarding entrepreneurship education
- learn about YVI Virtual Learning Environment for Entrepreneurship Education as a tool for enhancing co-operation between home and school.

Contents: Co-operation between home and school will be discussed and developed in the frame of entrepreneurship education, and by using YVI Virtual Learning Environment for Entrepreneurship Education for collaboration and creation of networks.

Methods: discussive lectures, brainstorming, teamwork, learning from experience

Background material: Seikkula-Leino & Tiikkala (2013); YVI Virtual Learning Environment for Entrepreneurship Education

6) Methods of Entrepreneurship education
Duration of the training: 1 day / 3 hours

6a) Introduction to methods of entrepreneurship education
Target groups: teaching staff, other developers of entrepreneurship education

Goals:
- learn about implementation of entrepreneurship education in practice
- learn and experience the versatile methods of entrepreneurship education.

Contents:
During the training, the following questions will be answered:
- How to support entreprising activities and attitudes with methods of entrepreneurship education?
- How to support intrapreneurship and self-oriented entrepreneurship by using entrepreneurial methods?
Practical examples are presented, based on the trainers' long experience in teaching in different levels of education.

Methods: Learning from experience (Kolb 1996), Seikkula-Leino & Tiikkala (2013): approaches to entrepreneurial learning - implementation of inspiring learning tasks

Background material: Learning from experience (Kolb 1996), Learning process of effectuation (Sarasvathy 2011), Opportunities/possibilities (Rae 2003), Taxonomy of personalities and giftedness (Snow, Corno and Smith 1996), Borba (1993), Self-confidence as a basis for entrepreneurial actions (Seikkula-Leino, Tiikkala & Sunila 2013)

6b. Diverse learning environments of entrepreneurship education

Target groups: Teaching staff, other developers of entrepreneurship education

Goals:
- understand the diversity and possibilities of entrepreneurship education learning environments
- learn about different learning environments, for example YVI Virtual Learning Environment for Entrepreneurship Education
- generate ides for developing teaching and education.

Contents:
The following questions will be answered during the training:
- What is meant by learning environments - and what are they in practice?
- What are the learning environments of entrepreneurship education?
- How to develop learning environments in general, and those of entrepreneurship education?

Methods: discussive lectures, brainstorming, learning from experience

6c. Developing networks in entrepreneurship education

Target groups: teaching staff, headmasters, administration of teaching in municipalities, entrepreneurs, other worklife representatives, other developers of entrepreneurship education

Goals:
- understand how an effective development of entrepreneurship education is based on collaboration through large networks
- obtain ideas for developing collaboration through networks of entrepreneurship education
- use the tools of YVI Virtual Learning Environment for Entrepreneurship Education for creation and developing of networks and collaboration.

Contents:
The following question will be answered during the day:
How to promote and develop networks and collaboration in educational institutions, municipalities and at the regional level?

Methods: discussive lectures, brainstorming, teamwork, learning from experience

Background material: Seikkula-Leino & Tiikkala (2013); YVI Virtual Learning Environment for Entrepreneurship Education

7) Entrepreneurship education in subject teaching
Duration of the training: 1 day / 3 hours
Target groups: subject teachers in academic and vocational education

Goals:
The following questions will be answered during the training:
- What is entrepreneurship education in the context of the subject I teach?
- What is entrepreneurship education in the context of an educational institution?
- How to apply entrepreneurial methods in my teaching?

Contents:
Entrepreneurship education will be discussed and developed in the frame of different subjects in the curriculum: history and arts, languages, sciences and mathematics, practical subjects.

Methods: activating working methods, brainstorming, collaboration

7a. Entrepreneurship education in supporting individual learning styles and students with special needs

Target groups: teachers, headmasters, teachers in special education, other developers of entrepreneurship education

Goals:
- understand how entrepreneurship education may support all learning - also the learning of students with special needs
- see practical examples of how the methods entrepreneurship education are used with young people in danger of exclusion
- develop practices that support learners' individual learning paths.

Contents:
The following questions will be answered during the day:
- How can entrepreneurship education support young people's individual learning and empowerment?

- How could I develop entrepreneurship education from individual learning and empowerment point of view?

Methods: discussive lectures, brainstorming, teamwork

8) Entrepreneurship education and responsibility
Duration of the training: 1 day / 3 hours

Target groups: teachers, headmasters, other developers of entrepreneurship education

Goals:
- understand that entrepreneurship education is every educators' responsibility
- understand what responsibility means in the frame of entrepreneurship education
- develop ideas for educating for taking responsibility, in the frame of entrepreneurship education
- develop networks in which everyone is commited to taking responsibility.

Contents:
The common traits of education for taking responsibility and entrepreneurship education are discussed. Practical ideas are presented and created for developing responsibility in class, and in collaboration and networks.

Methods: Entrepreneurial learning methods according to Sarasvathy (2001) and Rae (2003)