Monitoring Report – Local Dynamic Learning Package (DLP)

Country / City / Project Partners:

PP3 nowa + PP4 akzente
Graz and Styrian Central Region
Austria

Date of the document:

31.05.2019

Introduction

The purpose of this Monitoring report is to obtain sufficient information about the local pilot implementation of Dynamic Learning Package (DLP) programme adjusted to the target group of local young people.

Below listed the schedule of all realized trainings during the implementation of the local DLP, and provide information about each realized training / workshop / module / etc.

SCHEDULE OF THE REALISED TRAININGS

No.	Name of the training / workshop / module / etc.	Date
1.	HLW Caritas I Module 1 Social Innovation – Social Entrepreneurship Module 2 Idea generation and creativity Module 3 Skills-Assessment	26.09.2018
2	HLW Caritas II Module 1 Social Innovation – Social Entrepreneurship Module 2 Idea generation and creativity Module 3 Skills-Assessment	27.09.2018
3.	AMS Graz Module 1 Social Innovation – Social Entrepreneurship Module 2 Idea generation and creativity Module 3 Skills-Assessment	24.10.2018
4.	HLW Schrödinger I Module 2 Idea generation and creativity	07.12.2018
5.	NMS Webling Module 1 Social Innovation – Social Entrepreneurship Module 2 Idea generation and creativity	19.12.2018
6.	Federal Government of Styria – Apprentices - Part 1 Module 1 Social Innovation – Social Entrepreneurship Module 2 Idea generation and creativity Module 3 Skills-Assessment	10.01.2019
7.	Federal Government of Styria – Apprentices - Part 2 Module 4 Business Model Canvas	17.01.2019

	Module 5 What is E-Commerce? Module 6 Law and security in E-Commerce Module 7 PC, tablet, smartphone & co in E-Commerce	
8.	**Federal Government of Styria – Apprentices - Part 3** Module 5 What is E-Commerce? Module 6 Law and security in E-Commerce Module 7 PC, tablet, smartphone & co in E-Commerce Module 8 Create your own App *Federal Government of Styria - Apprentices*	24.01.2019
9.	**City of Graz - Apprentices – Part 1** Module 1 Social Innovation – Social Entrepreneurship Module 2 Idea generation and creativity Module 3 Skills-Assessment	04.02.2019
10.	**City of Graz - Apprentices – Part 2** Module 4 Business Model Canvas	11.02.2019
11.	**City of Graz - Apprentices – Part 3** Module 5 What is E-Commerce? Module 6 Law and security in E-Commerce Module 7 PC, tablet, smartphone & co in E-Commerce Module 8 Create your own App	25.02.2019
12	**HLW Schrödinger II** Module 5 What is E-Commerce? Module 6 Law and security in E-Commerce Module 7 PC, tablet, smartphone & co in E-Commerce	08.04.2019

1. HLW Caritas I
2. HLW Caritas II
   Modules 1-3

A. Agenda

Module 1 Social Innovation – Social Entrepreneurship

- Basic understanding of social innovation and social entrepreneurship
- Characteristics of social innovation and social entrepreneurship based on good practices
- Personal strengths and interests related to "Social Innovation" and "Social Entrepreneurship"
- Idea collection on social challenges and untapped potentials

Details see - A1 Annex _Agenda _Module 1_Social Entrepreneurship&Innovation_EN

Module 2 Idea generation and creativity

- Create the conditions for creativity
- Selected methods for generating ideas and the variety of solution finding
- Recognize creativity killer
- Complement team skills with creativity

Details see A2 Annex _Agenda Module 2__Creativity_EN

Module 3 Skills-Assessment

- Develop personal strengths and interests (rotation - 4 stations)
- Self-assessment by questionnaire
- Observations and feedback

Details see A3 Annex_Agenda Module 3_ Skills Assessment_EN

B. Signed Attendance Sheets

See Annex 1 Attendance List DLP_HLW Caritas I_26.09.2018

See Annex 2 Attendance List DLP_HLW Caritas II_27.09.2018

C. Photo Documentation

D. Introduction of the Trainers / Mentors

Eva Janusch has qualifications, know-how and experience in international and national project management, in company consulting, in adult education as well as in gender equality, gender mainstreaming and diversity.
She has many years of experience in developing and implementing innovative strategies, concepts and projects to promote equal opportunities for all sections of the population, in the labor market, in vocational training, in the initiation and implementation of innovative adult education, and in regional development and the economy. She is an expert in gender equality, equality-oriented personnel management, career promotion of women and girls and is committed to Lifelong Learning.
She is a Gender Agent and is managing EU-projects and the Gender Equality Network, a network that deals with equality-oriented personnel management, for years. She acts as consultant and trainer for individuals, companies, organizations and trainers and brings in gender expertise in EU and national projects.

Maria Strommer has qualifications and professional experience in international and national project management in the fields of

education and business, especially in relation to Entrepreneurship Education.
The tasks include the development and implementation of innovative strategies, concepts and projects for young people at the School - Economic interface in order to successfully accompany the transition.

Professional experience as human resources manager in an international plant engineering company supplement the competence profile, especially in relation to economics.

Both trainers participated in the transnational train the trainer Workshop in Maribor 2018.

E. Training Minutes

Date&Venue
26.09.2018, HLW Caritas, 6 Units
27.09.2018, HLW Caritas, 6 Units

Number and types of participants / target groups:
53 female students
Used method for reaching the target the group:

- Targeted first information discussion about the goals of the whole project and in detail about the offers and possibilities in the DLP with open-minded teachers
- Information sheet with overview DLP Portfolio for interested teachers to clarify participation with the school principal
- Briefing with teacher regarding learning objectives, workshop setting and methods

Activities carried out:
Modul 1 | Social Innovation & Social Entrepreneurship

- Speed-Dating: 3 Questions (each question 1 joint poster with post-its)

What do you associate with the term "COMPANY"?
What do you associate with the term "CREATIVITY"?
What do you associate with the term "STRENGTHS/TALENTS"?

- Presentation "Social Innovation – Social Business"
- Idea generation in teams (4-5 students | brainwriting and brainwalking)
  Question 1
  What social challenges from your environment do you know?| Where do you see/recognize unused possibilities?
- Idea selection

Which idea is the most interesting one for you?

- A first idea outline
  The teams think about some more detailed facts concerning their preferred
- Summary and feedback

Modul 2 | Idea generation & creativity

- Speed-Dating

1. Rate your own creativity on a scale of 1-10
2. I can learn creativity. Yes, right or no, wrong? (KAHOOT)

- Presentation: basics about creativity
  - How can creativity be trained?
  - What enhances creativity? What inhibits creativity?
- Creativity Warm Up / Short Trainings
  - Count to 15
  - Make an elephant
  - Thinking in alternatives
  - Thinking in functional analysis
    (What is the function of a felt pen, product flyer, school, dustbin,...)

F. Summary about the lessons learned and results of the training / workshop

FEEDBACK

How do you rate the overall impression on a scale of 1 to 5 (1=very good)?

1 - 24
2 - 20
3 - 1
4 - 4
No answer: 4

Which contents in the workshop were particularly interesting for you?

- Station operating / group work

- Highlighting strengths
- Show strengths and weaknesses
- Problems in society
- Entrepreneurial thinking
- Theory behind the project
- ... that everyone is creative
- Everything, because I heard this the first time today
- Testing our skills & discussion
- I got to know strengths that I did not know
- Feedback for my behavior in different situations
- Social challenges
- Content where we could work things out for ourselves
- Interactive part
- To hear how other people judge me
- The practical, because one has so unconsciously experienced its competences

Which contents in the workshop were less interesting for you?

- Presentations
- Different company types (CSR?)
- I found everything interesting
- Nothing at all
- Theoretical part
- Theoretical information where we could not do anything ourselves
- Everything was interesting, since it was new
- Fold witch ladders
- If only something was presented
- Creativity, Social Entrepreneur
- Writing posters because you always do that in school

What content would you like to receive more information about?

- From idea to initiative
- More with personal strengths / interests / career orientation

- Promote creativity
- Strengthen strengths
- Above all
- Social problems
- Way to the implementation and realization of ideas
- How to write your Skills in an application?
- About ways to become a social entrepreneur
- More feedback on my behavior in different situations
- Find the right call
- Ecological aspects
- Social Entrepreneurship

Would you also recommend this workshop to your friends?

YES - 45
NO - 4
No Answer – 4

If NO, what is missing in the workshop?

- Content was already clarified in class, workshop is a repetition
- More variety
- More action

Which suggestions would you like to share?

- More time
- Extend station operation
- Keep it up!
- More practical examples
- More focus on strengths and expand them
- More change of theory and practice
- More practice
- More work orders

3. AMS Graz
Modules 1-3

A. Agenda

Module 1 Social Innovation – Social Entrepreneurship

- Basic understanding of social innovation and social entrepreneurship
- Characteristics of social innovation and social entrepreneurship based on good practices
- Personal strengths and interests related to "Social Innovation" and "Social Entrepreneurship"
- Idea collection on social challenges and untapped potentials

Details see - A1 Annex _Agenda _Module 1_Social Entrepreneurship&Innovation_EN

Module 2 Idea generation and creativity

- Create the conditions for creativity
- Selected methods for generating ideas and the variety of solution finding
- Recognize creativity killer
- Complement team skills with creativity

Details see A2 Annex _Agenda Module 2__Creativity_EN

Module 3 Skills-Assessment

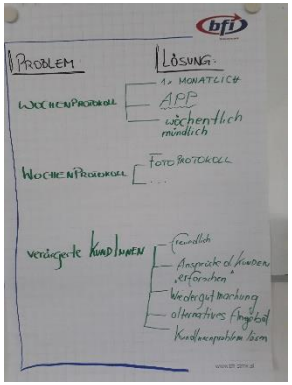
- Develop personal strengths and interests (rotation - 4 stations)
- Self-assessment by questionnaire
- Observations and feedback

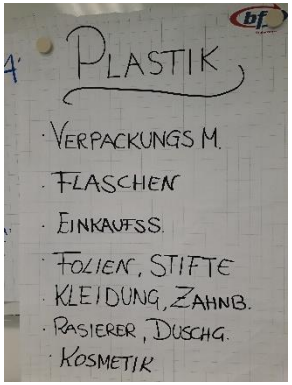
Details see A3 Annex_Agenda Module 3_ Skills Assessment_EN

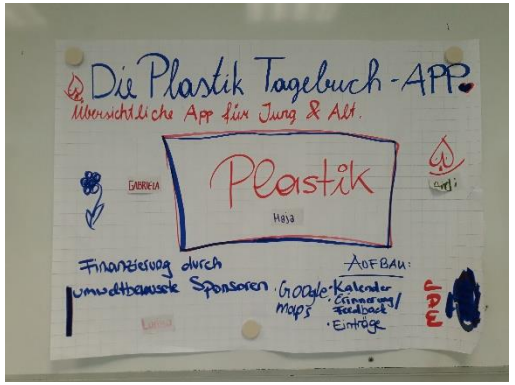
B. Signed Attendance Sheets

See Annex 3 Attendance List DLP_AMS Graz_24.10.2018

C. Photo Documentation







D. Introduction of the Trainers / Mentors

Eva Janusch has qualifications, know-how and experience in international and national project management, in company consulting, in adult education as well as in gender equality, gender mainstreaming and diversity.
She has many years of experience in developing and implementing innovative strategies, concepts and projects to promote equal opportunities for all sections of the population, in the labor market, in vocational training, in the initiation and implementation of innovative adult education, and in regional development and the economy. She is an expert in gender equality, equality-oriented personnel management, career promotion of women and girls and is committed to Lifelong Learning.
She is a Gender Agent and is managing EU-projects and the Gender Equality Network, a network that deals with equality-oriented personnel management, for years. She acts as consultant and trainer for individuals, companies, organizations and trainers and brings in gender expertise in EU and national projects.

Maria Strommer has qualifications and professional experience in international and national project management in the fields of education and business, especially in relation to Entrepreneurship Education.
The tasks include the development and implementation of innovative strategies, concepts and projects for young people at the School - Economic interface in order to successfully accompany the transition.

Professional experience as human resources manager in an international plant engineering company supplement the competence profile, especially in relation to economics.

Both trainers participated in the transnational train the trainer Workshop in Maribor 2018.

E. Training Minutes

Date&Venue
24.10.2018, bfi Graz, 6 Units

Number and types of participants / target groups:
23 apprentices/15 female

Used method for reaching the target the group:

- Initial contact and request with training managers took over a LIAG member
- Targeted first information meeting about the goals of the whole project and in detail about the offers and possibilities in the DLP with the interested training managers – information sheet for internal desicions handed out
- Briefing with trainers regarding learning objectives, workshop setting and methods

Activities carried out:
Modul 1 | Social Innovation & Social Entrepreneurship

- Speed-Dating: 3 Questions (each question 1 joint poster with post-its)

What do you associate with the term "COMPANY"?
What do you associate with the term "CREATIVITY"?
What do you associate with the term "STRENGTHS/TALENTS"?

- 1 joint poster about some relevant economic numbers in Austria: students had to guess
  - the total number of companies in Austria
  - how many of them are small sized companies | middle sized companies and industries
- Presentation "Social Innovation – Social Business"
- Idea generation in teams (4-5 students | brainwriting and brainwalking)
  Question 1
  What social challenges from your environment do you know?| Where do you see/recognize unused possibilities?

- Idea selection
  Which idea is the most interesting one for you?
- A first idea outline
  The teams think about some more detailed facts concerning their preferred
- Summary and feedback

Modul 2 | Idea generation & creativity

- Speed-Dating
  1. Rate your own creativity on a scale of 1-10
  2. I can learn creativity. Yes, right or no, wrong?
- Presentation: basics about creativity
  - How can creativity be trained?
  - What enhances creativity? What inhibits creativity?
- Creativity Warm Up / Short Trainings
  - Count to 15
  - Make an elephant
  - Thinking in alternatives

F. Summary about the lessons learned and results of the training / workshop

FEEDBACK

How do you rate the overall impression on a scale of 1 to 5?
1 - 4
2 - 7
3 - 3
4 - 1
No answer: 8

Which contents in the workshop were particularly interesting for you?

- Witch ladder
- Test strengths

- Social innovation
- Social entrepreneurship
- Brainstorming, teamwork
- Reflection of the strengths by an external person
- How can you solve individual problems creatively?
- Creative working
- Solution of social problems
- Self-assessment
- Everything
- Skills Assessment

Which contents in the workshop were less interesting for you?

- Creativity
- Presentation
- Social Entrepreneurship
- What individual companies mean to society
- Everything was interesting
- Social Innovation - complicated explained

What content would you like to receive more information about?

- None at all
- Idea generation
- Creativity techniques
- "Sell yourself well"
- Skills Assessment
- Social entrepreneurship and innovation
- Self-assessment / external assessment

Would you also recommend this workshop to your friends?

YES - 11
NO - 4
No Answer – 8

If NO, what is missing in the workshop?

- The structure, coaches were unsympathetic

- More variety
- Better explanations

Which suggestions would you like to share?

- Skip creativity
- Nothing, it was great
- Shorten social entrepreneurship
- More excitement
- Do not talk so much, do more
- Easier explain & make more colorful

4. HLW Schrödinger I Module 2

A. Agenda

Module 2 Idea generation and creativity

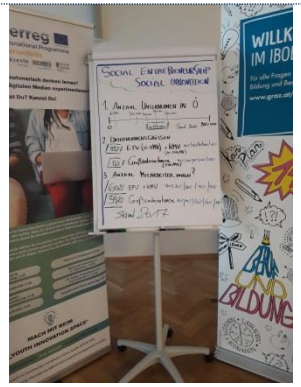
- Create the conditions for creativity
- Selected methods for generating ideas and the variety of solution finding
- Recognize creativity killer
- Complement team skills with creativity

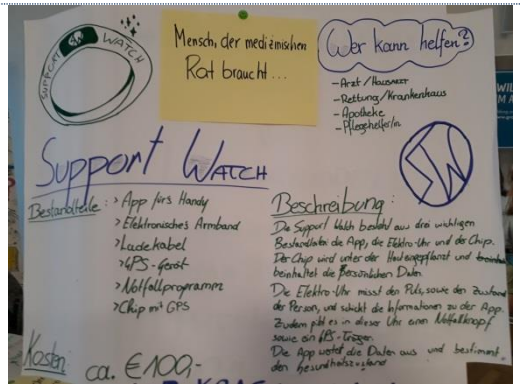
Details see A2 Annex _Agenda Module 2__Creativity_EN

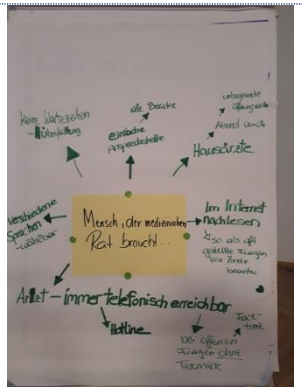
B. Signed Attendance Sheets

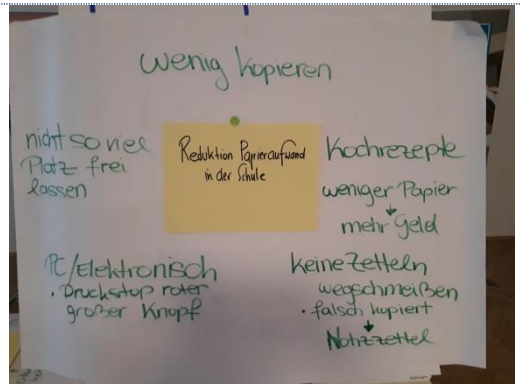
See Annex 4 Attendance List_DLP_HLW Schrödinger I_07.12.2018

C. Photo Documentation









D. Introduction of the Trainers / Mentors

Maria Strommer has qualifications and professional experience in international and national project management in the fields of education and business, especially in relation to Entrepreneurship Education.
The tasks include the development and implementation of innovative strategies, concepts and projects for young people at the School - Economic interface in order to successfully accompany the transition.
Professional experience as human resources manager in an international plant engineering company supplement the competence profile, especially in relation to economics.

The trainer participated in the transnational train the trainer Workshop in Maribor 2018.

E. Training Minutes

Date&Venue
07.12.2018, HLW Schrödinger, 2 Units

Number and types of participants / target groups:
30 students/20 female

Used method for reaching the target the group:

- Targeted first information discussion about the goals of the whole project and in detail about the offers and possibilities in the DLP with open-minded teachers of the HLW Schrödinger
- Information sheet with overview DLP Portfolio for interested teachers to clarify participation with the school principal
- Briefing with teacher regarding learning objectives, workshop setting and methods

Activities carried out:

Modul 2 | Idea generation & creativity

- Speed-Dating

1. Rate your own creativity on a scale of 1-10
2. I can learn creativity. Yes, right or no, wrong?

- Presentation: basics about creativity
  - How can creativity be trained?
  - What enhances creativity? What inhibits creativity?
- Creativity Warm Up / Short Trainings
  - Count to 15
  - Make an elephant
  - Thinking in alternatives
- Idea generation in teams (4-5 students | brainwriting and brainwalking)
  Question 1
  What social challenges from your environment do you know?| Where do you see/recognize unused possibilities?
- Idea selection
  Which idea is the most interesting one for you?
  A first idea outline
  The teams think about some more detailed facts concerning their preferred idea.
- Mini-Pitch and feedback

5. NMS Webling Modules 1-2

A. Agenda

Module 1 Social Innovation – Social Entrepreneurship

- Basic understanding of social innovation and social entrepreneurship
- Characteristics of social innovation and social entrepreneurship based on good practices
- Personal strengths and interests related to "Social Innovation" and "Social Entrepreneurship"
- Idea collection on social challenges and untapped potentials

Details see - A1 Annex _Agenda _Module 1_Social Entrepreneurship&Innovation_EN

Module 2 Idea generation and creativity

- Create the conditions for creativity
- Selected methods for generating ideas and the variety of solution finding
- Recognize creativity killer
- Complement team skills with creativity

Details see A2 Annex _Agenda Module 2__Creativity_EN

B. Signed Attendance Sheets

See Annex 5 Attendance List DLP_NMS Webling_19.12.2018

C. Photo Documentation

Since there was no approval of the parents to the publication, no pictures are available.

D. Introduction of the Trainers / Mentors

Eva Janusch has qualifications, know-how and experience in international and national project management, in company consulting, in adult education as well as in gender equality, gender mainstreaming and diversity.
She has many years of experience in developing and implementing innovative strategies, concepts and projects to promote equal opportunities for all sections of the population, in the labor market, in vocational training, in the initiation and implementation of innovative adult education, and in regional development and the economy. She is an expert in gender equality, equality-oriented personnel management, career promotion of women and girls and is committed to Lifelong Learning.
She is a Gender Agent and is managing EU-projects and the Gender Equality Network, a network that deals with equality-oriented personnel management, for years. She acts as consultant and trainer for individuals, companies, organizations and trainers and brings in gender expertise in EU and national projects.

Maria Strommer has qualifications and professional experience in international and national project management in the fields of education and business, especially in relation to Entrepreneurship Education.
The tasks include the development and implementation of innovative strategies, concepts and projects for young people at the School - Economic interface in order to successfully accompany the transition.
Professional experience as human resources manager in an international plant engineering company supplement the competence profile, especially in relation to economics.

Both trainers participated in the transnational train the trainer Workshop in Maribor 2018.

E. Training Minutes

Date&Venue
19.12.2018, NMS Webling, 4 Units

Number and types of participants / target groups:
21 students/10 female

Used method for reaching the target the group:

- First contact started with a teacher who also participated in Transnational Youth Camp in Belgrad
- It was the challenge to create an interesting and a clear access to social innovation/social business for the very young students
- Information sheet with overview DLP Portfolio to clarify participation with the school principal

- Detailed briefing with teacher regarding learning objectives, workshop setting and methods

Activities carried out:

Modul 1 | Social Innovation & Social Entrepreneurship

- Overview exampels of social businesses in Graz – discussion about their vision, about their products and services
- 1 joint poster about some relevant economic numbers in Austria: students had to guess
  - the total number of companies in Austria
  - how many of them are small sized companies | middle sized companies and industries
- Presentation "Social Innovation – Social Business"
- Idea generation in teams (4-5 students | brainwriting and brainwalking)
  Question 1
  What social challenges from your environment do you know?| Where do you see/recognize unused possibilities?
- Idea selection
  Which idea is the most interesting one for you?
- A first idea outline
  The teams think about some more detailed facts concerning their preferred idea
- Summary and feedback

Modul 2 | Idea generation & creativity

- Speed-Dating
  1. Rate your own creativity on a scale of 1-10
  2. I can learn creativity. Yes, right or no, wrong?
- Presentation: basics about creativity
  - How can creativity be trained?
  - What enhances creativity? What inhibits creativity?
- Creativity Warm Up / Short Trainings
  - Count to 15
  - Make an elephant
- Mini-Pitch and feedback

F. Summary about the lessons learned and results of the training / workshop

FEEDBACK
The feedback was provided by the responsible teacher Liselotte Primschitz

How do you rate the overall impression on a scale of 1 to 5?
1

Which contents in the workshop were particularly interesting for you?

- The PowerPoint presentation with companies that are already working innovatively was very interesting for the students
- The part in which the students could create and develop their own ideas was the best!

Which contents in the workshop were less interesting for you?

- The contents of the workshop were implemented in a way that the students were never bored and always actively involved.

What content would you like to receive more information about?

- I think that no questions remained unanswered, especially because some of the students were allowed to participate in the design thinking workshop.

Would you also recommend this workshop to your friends?
YES

If NO, what is missing in the workshop?
--

Which suggestions would you like to share?

- none! The students really enjoyed not being taught by teachers!

6. Federal Government of Styria Part 1 Modules 1-3

A. Agenda

Module 1 Social Innovation – Social Entrepreneurship

- Basic understanding of social innovation and social entrepreneurship
- Characteristics of social innovation and social entrepreneurship based on good practices
- Personal strengths and interests related to "Social Innovation" and "Social Entrepreneurship"
- Idea collection on social challenges and untapped potentials

Details see - A1 Annex _Agenda _Module 1_Social Entrepreneurship&Innovation_EN

Module 2 Idea generation and creativity

- Create the conditions for creativity
- Selected methods for generating ideas and the variety of solution finding
- Recognize creativity killer
- Complement team skills with creativity

Details see A2 Annex _Agenda Module 2__Creativity_EN

Module 3 Skills-Assessment

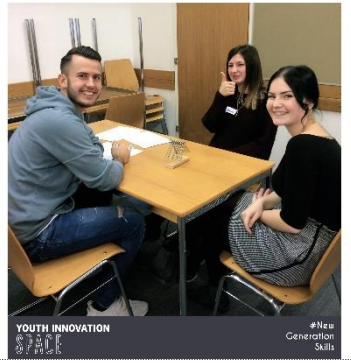
- Develop personal strengths and interests (rotation - 4 stations)
- Self-assessment by questionnaire
- Observations and feedback

Details see A3 Annex_Agenda Module 3_ Skills Assessment_EN

B. Signed Attendance Sheets

See Annex 6 Attendance List_DLP_Land Stmk Part 1_10.01.2019

C. Photo Documentation



D. Introduction of the Trainers / Mentors

Eva Janusch has qualifications, know-how and experience in international and national project management, in company consulting, in adult education as well as in gender equality, gender mainstreaming and diversity.
She has many years of experience in developing and implementing innovative strategies, concepts and projects to promote equal opportunities for all sections of the population, in the labor market, in vocational training, in the initiation and implementation of innovative adult education, and in regional development and the economy. She is an expert in gender equality, equality-oriented personnel management, career promotion of women and girls and is committed to Lifelong Learning.
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Maria Strommer has qualifications and professional experience in international and national project management in the fields of education and business, especially in relation to Entrepreneurship Education.
The tasks include the development and implementation of innovative strategies, concepts and projects for young people at the School - Economic interface in order to successfully accompany the transition.

Professional experience as human resources manager in an international plant engineering company supplement the competence

profile, especially in relation to economics.

Both trainers participated in the transnational train the trainer Workshop in Maribor 2018.

E. Training Minutes

Date&Venue
10.01.2019, Trainigroom, Federal government of Styria, 6,5 Units

Number and types of participants / target groups:
9 apprentices/8 female

Used method for reaching the target the group:

- First contact started with the HR Development Manager of the Federal Government of Styria who was enthusiastic about the DLP and convinced to make these modules available to the apprentices.
  Several communication meetings and discussions followed.
- The HR Development Manager decided to produce an information sheet just only for the target group of the apprentices of the Federal Government of Styria
- After the internal commitment and decision, the DLP was offered all departments with apprenticeship.

Activities carried out:

- Overview exampels of social businesses in Graz – discussion about their vision, about their products and services
- 1 joint poster about some relevant economic numbers in Austria: students had to guess
- the total number of companies in Austria
- how many of them are small sized companies | middle sized companies and industries
- Presentation "Social Innovation – Social Business"

Modul 2 | Idea generation & creativity

- Speed-Dating
  - Rate your own creativity on a scale of 1-10
  - I can learn creativity. Yes, right or no, wrong?
- Presentation: basics about creativity

- How can creativity be trained?
- What enhances creativity? What inhibits creativity?

- Creativity Warm Up / Short Trainings
  - Count to 15
  - Make an elephant
  - Thinking in alternatives
  - Drawing a pictures by describing of a collegue

F. Summary about the lessons learned and results of the training / workshop

FEEDBACK

How do you rate the overall impression on a scale of 1 to 5?
1 – 9

Which contents in the workshop were particularly interesting for you?

- Team building
- How to bring myself + ideas into the team
- What promotes and what inhibits creativity
- Really everything, there was nothing uninteresting
- Work in groups
- Teamwork / Feedback
- How creativity has increased in everyone
- Strengthening term Socja Business
- Everything!!
- Strengthen strengths
- The term Socja Business
- Everything!!
-

Which contents in the workshop were less interesting for you?

- The information in the morning

- In fact, everything was exciting and instructive

What content would you like to receive more information about?

- How to integrate well
- From idea to business
- It's all just right
- How can I become an entrepreneur?
- I go out with a lot of new information, I would not remember what information I did not get.
- Best would be more of all, unfortunately there is not enough time :-)

Would you also recommend this workshop to your friends?

YES – 9

If NO, what is missing in the workshop?

--

Which suggestions would you like to share?

- There is NONE
- I was enthusiastic and would not think of any improvement at the moment

7. Federal Government of Styria Part 2 Modules 4-7

A. Agenda

Module 4 Business Modell CANVAS

- Think in business models and get to know the "Business Model Canvas" method
- Design your own project ideas with the help of the "Business Model Canvas"
- Reflect experiences on how successful (social) entrepreneurship projects work

Details see A4 Annex_ Agenda Module 4_Business Model Canvas_EN

Module 5 What is E-Commerce – *E-Learning Introduction*

- Fundamentals and principles e-commerce
- Role and function of e-commerce

Module 6 Law and security in E-Commerce – *E-Learning Introduction*

- IT Security: application of standards and legal regulations

Module 7 PC, tablet, smartphone & co in E-Commerce – *E-Learning Introduction*

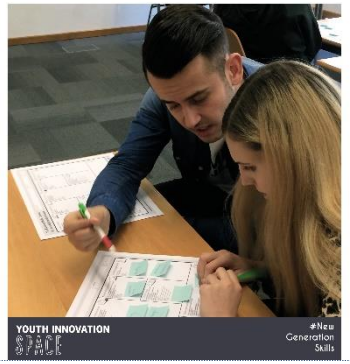
- Interactive and digital media to improve processes
- Critical factors of commercial communication on the Internet

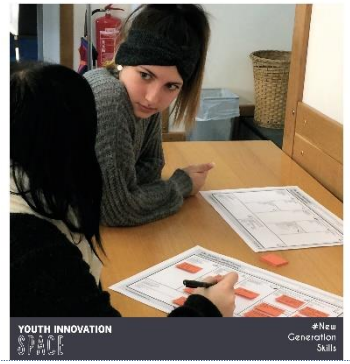
Details see A5 Annex_ Agenda Modules 5-7_Digital Competences_EN

B. Signed Attendance Sheets

See Annex 7 Attendance List_DLP_Land Stmk Part 2_17.01.2019

C. Photo Documentation





D. Introduction of the Trainers / Mentors

Module 4

Johannes Frühmann is an entrepreneur and strategy consultant for innovative business models.
Johannes Frühmann studied environmental systems science and geography with a focus on systems theory, regional development and sustainability. Johannes Frühmann works on his own entrepreneurial projects and supports clients in the areas of vision, strategy, business model and social entrepreneurship.
http://www.fruehmann.com/

Modules 5-7

Monika Gruber is a qualified trainer for youth and adult education, completed the course Intercultural Competence Education and has training in gender mainstreaming and gender reflected methodology / didactics.
She is a business academy graduate and works among other things as a trainer for commercial calculation, correspondence, business cases, economics and in the apprenticeship exam accompaniment. One of her priorities is working with the e-learning platform Moodle.

Eva Janusch has qualifications, know-how and experience in international and national project management, in company consulting, in adult education as well as in gender equality, gender mainstreaming and diversity.
She has many years of experience in developing and implementing innovative strategies, concepts and projects to promote equal opportunities for all sections of the population, in the labor market, in vocational training, in the initiation and implementation of innovative adult education, and in regional development and the economy. She is an expert in gender equality, equality-oriented

personnel management, career promotion of women and girls and is committed to Lifelong Learning.
She is a Gender Agent and is managing EU-projects and the Gender Equality Network, a network that deals with equality-oriented personnel management, for years. She acts as consultant and trainer for individuals, companies, organizations and trainers and brings in gender expertise in EU and national projects.

Maria Strommer has qualifications and professional experience in international and national project management in the fields of education and business, especially in relation to Entrepreneurship Education.
The tasks include the development and implementation of innovative strategies, concepts and projects for young people at the School - Economic interface in order to successfully accompany the transition.
Professional experience as human resources manager in an international plant engineering company supplement the competence profile, especially in relation to economics.

Both trainers participated in the transnational train the trainer Workshop in Maribor 2018.

E. Training Minutes

Date&Venue
17.01.2019, Trainigroom, Federal government of Styria; nowa Graz, 6 Units

Number and types of participants / target groups:
10 apprentices/9 female

Used method for reaching the target the group:
Not relevant, since the participation in all 8 modules has already been agreed.
Activities carried out:

Modul 4

- Marshmallow – Challenge and analysis within the teams
  What worked well- what not?
- 9 relevant elements of the business modell
- Presentation of each element with examples

- Discussion with the apprentices
- Task for a team of 3 to 4 apprentices
  You have on cow as a ressource – Create your business modell

F. Summary about the lessons learned and results of the training / workshop

FEEDBACK Module 4

How do you rate the overall impression on a scale of 1 to 5?
1 – 1
2 – 6
3 – 1
4 - 2

Which contents in the workshop were particularly interesting for you?

- Everything
- The structure of the CANVAS Business Model
- Structure and process of the Business Model
- The CANVAS model itself - what I need to consider / think about for a business idea (such as target group)
- How it comes to a business idea, business modules, etc.
- Marhmellow :-)
- CANVAS
- He presented the CANVAS model very well with interesting examples
- CANVAS business model - how to transfer an idea into this model

Which contents in the workshop were less interesting for you?

- All the information
- Marshmellow game
- It was actually interesting, but it was a lot of information at once, which then made it a little uninteresting.

What content would you like to receive more information about?

- To all
- ALL a bit

- To no one, everything was fine

Would you also recommend this workshop to your friends?
YES – 9
No answer – 1
If NO, what is missing in the workshop?
--
Which suggestions would you like to share?

- Since a lot of theoretical knowledge is taught, maybe even more intense work with practical work & examples
- More playful and / or more group work, selforganized work, in order to lighten up the topic
- Less info
- More independent exercises + less "monologues" from the lecturer (too much input)
- More group work, not so much "telling"
- Examples (more playful)
- Make examples shorter
- More time, as much content was mediated in a morning

8. Federal Government of Styria Part 3 Modules 5-8

A. Agenda

Module 5 What is E-Commerce – *E-Learning Resume*

- Fundamentals and principles e-commerce
- Role and function of e-commerce

Module 6 Law and security in E-Commerce – *E-Learning Resume*

- IT Security: application of standards and legal regulations

Module 7 PC, tablet, smartphone & co in E-Commerce – *E-Learning Resume*

- Interactive and digital media to improve processes
- Critical factors of commercial communication on the Internet

Details see A5 Annex_ Agenda Modules 5-7_Digital Competences_EN

Module 8 Create your own App

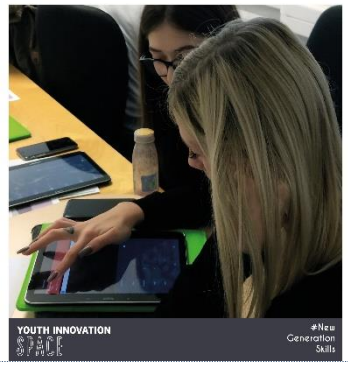
- Use apps like Pocket Code to create own games, animations, ... directly on the tablet or smartphone

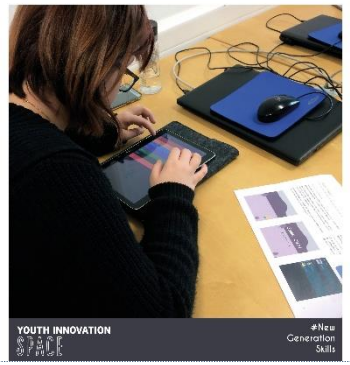
Details see A6 Annex_Agenda Module 8_PocketCode_EN

B. Signed Attendance Sheets

See Annex 8 Attendance List_DLP_Land Stmk Part 3_24.01.2019

C. Photo Documentation





D. Introduction of the Trainers / Mentors

Modules 5-7
Monika Gruber is a qualified trainer for youth and adult education, completed the course Intercultural Competence Education and has training in gender mainstreaming and gender reflected methodology / didactics.
She is a business academy graduate and works among other things as a trainer for commercial calculation, correspondence, business cases, economics and in the apprenticeship exam accompaniment. One of her priorities is working with the e-learning platform Moodle.

Module 8
Nina Hoffer is IT-trainer, tutor and learning process moderator and an expert for Pocket Code in close cooperation with the Technical University Graz. She has gender competence in gender-reflective methodology / didactics and is studying Chemistry / Biology & Environmental Studies at the Karl-Franzens University Graz.

E. Training Minutes

[*Please provide short minutes about the training / workshop.*]

Date&Venue
24.01.2019, nowa Graz, 6 Units

Number and types of participants / target groups:
10 apprentices/9 female

Used method for reaching the target the group:
Not relevant, since the participation in all 8 modules has already been agreed.

Activities carried out

Modul 5 – 7

- General introduction about possibilities of E-Learning Plattforms
- Detailed features and functions at the E-Learning Plattform moodle
- General introduction about E-Commerce

Modul 8

- General introduction about the software pocket – create your app
- Step by step guide

F. Summary about the lessons learned and results of the training / workshop

FEEDBACK Modules 5-7

How do you rate the overall impression on a scale of 1 to 5?
1 – 9
2 – 1

Which contents in the workshop were particularly interesting for you?

- Copyright protection, security on the internet (phishing, etc) - relevant in everyday life (not just professionally, since you also surf a lot on the Internet privately)
- The first module I personally liked the most. Working in groups is very cool, it is never boring.
- E-Commerce
- The e-learning platform is very helpful and fun in the group
- All topics were interesting
- Work together on 2 monitors LZK - PDF

- Working in groups, law & security
- I found everything very interesting and it is also great as it is structured
- The e-learning platform + learning target control
- Learning with the laptop basically

Which contents in the workshop were less interesting for you?

- Everything was fine, I do not know what you could do better / differently

What content would you like to receive more information about?

- Security on the Internet
- Basically to all
- All over
- E-Commerce

Would you also recommend this workshop to your friends?

YES – 10

If NO, what is missing in the workshop?

--

Which suggestions would you like to share?

- More group work, a little more playful
- Only in teams and not alone
- None

FEEDBACK Modules 8

How do you rate the overall impression on a scale of 1 to 5?

1 – 7
2 - 3

Which contents in the workshop were particularly interesting for you?

- How to program and upload your own game
- Programming an app
- EVERYTHING
- Add sounds
- Work independently, contribute your own ideas

- Everything, especially the programming was fun
- That much was needed for simple steps
- Try it out by yourself
- That much was possible for a few steps
- Where you can try it yourself

Which contents in the workshop were less interesting for you?

- Everything was interesting for me

What content would you like to receive more information about?

- General Programming
- Programming a game
- Programming (actually everything)
- Maybe that not only games will be explained, but e.g. fitness

Would you also recommend this workshop to your friends?

YES – 10, 1 absolutely

If NO, what is missing in the workshop?

--

Which suggestions would you like to share?

--

9. City of Graz Part 1 Modules 1-3

A. Agenda

Module 1 Social Innovation – Social Entrepreneurship

- Basic understanding of social innovation and social entrepreneurship
- Characteristics of social innovation and social entrepreneurship based on good practices
- Personal strengths and interests related to "Social Innovation" and "Social Entrepreneurship"

- Idea collection on social challenges and untapped potentials

Details see - A1 Annex _Agenda _Module 1_Social Entrepreneurship&Innovation_EN

Module 2 Idea generation and creativity

- Create the conditions for creativity
- Selected methods for generating ideas and the variety of solution finding
- Recognize creativity killer
- Complement team skills with creativity

Details see A2 Annex _Agenda Module 2__Creativity_EN

Module 3 Skills-Assessment

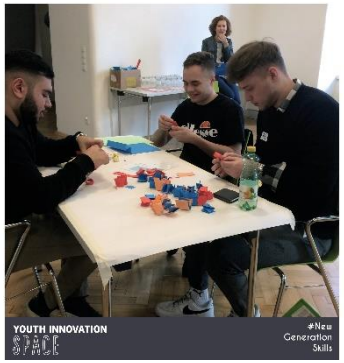
- Develop personal strengths and interests (rotation - 4 stations)
- Self-assessment by questionnaire
- Observations and feedback

Details see A3 Annex_Agenda Module 3_ Skills Assessment_EN

B. Signed Attendance Sheets

See Annex 9 Attendance List_DLP_Stadt Graz Part 1_04.02.2019

C. Photo Documentation



D. Introduction of the Trainers / Mentors

Eva Janusch has qualifications, know-how and experience in international and national project management, in company consulting, in adult education as well as in gender equality, gender mainstreaming and diversity.
She has many years of experience in developing and implementing innovative strategies, concepts and projects to promote equal opportunities for all sections of the population, in the labor market, in vocational training, in the initiation and implementation of innovative adult education, and in regional development and the economy. She is an expert in gender equality, equality-oriented personnel management, career promotion of women and girls and is committed to Lifelong Learning.
She is a Gender Agent and is managing EU-projects and the Gender Equality Network, a network that deals with equality-oriented personnel management, for years. She acts as consultant and trainer for individuals, companies, organizations and trainers and

brings in gender expertise in EU and national projects.

Maria Strommer has qualifications and professional experience in international and national project management in the fields of education and business, especially in relation to Entrepreneurship Education.
The tasks include the development and implementation of innovative strategies, concepts and projects for young people at the School - Economic interface in order to successfully accompany the transition.
Professional experience as human resources manager in an international plant engineering company supplement the competence profile, especially in relation to economics.

Both trainers participated in the transnational train the trainer Workshop in Maribor 2018.

E. Training Minutes

Date&Venue
04.02.2019, IBOBB Space Graz, 7 Units

Number and types of participants / target groups:
9 apprentices/6 female

Used method for reaching the target the group:

- First contact started with the HR Development Manager of the City of Graz who was convinced about the importness of such an training concerning entrepreneurial and digital competences. Several communication meetings and discussions followed.
- After the internal commitment and decision, the DLP was offered all departments with apprenticeship.

Activities carried out:
Modul 1

- Overview exampels of social businesses in Graz – discussion about their vision, about their products and services
- 1 joint poster about some relevant economic numbers in Austria: students had to guess
  - the total number of companies in Austria
  - how many of them are small sized companies | middle sized companies and industries
- Presentation "Social Innovation – Social Business"

Modul 2 | Idea generation & creativity

- Speed-Dating
  Rate your own creativity on a scale of 1-10
  I can learn creativity. Yes, right or no, wrong?
- Presentation: basics about creativity
  - How can creativity be trained?
  - What enhances creativity? What inhibits creativity?
- Creativity Warm Up / Short Trainings
  - Count to 15
  - Make an elephant
  - Thinking in alternatives
  - Drawing a pictures by describing of a collegue

F. Summary about the lessons learned and results of the training / workshop

FEEDBACK

How do you rate the overall impression on a scale of 1 to 5?
1 – 7
2 – 1
No answer - 1

Which contents in the workshop were particularly interesting for you?

- Mastering challenges, brainstorming, planning
- Companies, groups
- How many companies Austria has, the stations were also very interesting
- Creativity
- Everything
- The station work
- Teamwork, different tasks for skills check
- Self and external assessment with the exercises

Which contents in the workshop were less interesting for you?

- None
- The information-rich morning was a bit too much information at once
- Nothing - everything has to be said, thats how you expand your knowledge

What content would you like to receive more information about?

- Implementation of an idea, to create first prototypes
- Was sufficient
- Everything fitted
- Social business

Would you also recommend this workshop to your friends?

YES – 8

No answer - 1

If NO, what is missing in the workshop?

--

Which suggestions would you like to share?

- More tasks in teams
- Do practical exercises between the whole information

10. City of Graz Part 2
Module 4

A. Agenda

Module 4 Business Modell CANVAS

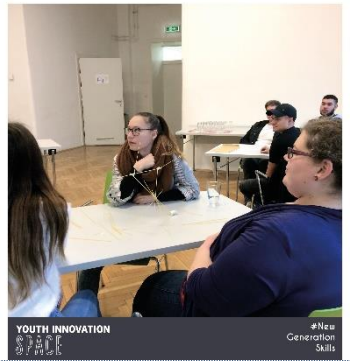
- Think in business models and get to know the "Business Model Canvas" method
- Design your own project ideas with the help of the "Business Model Canvas"
- Reflect experiences on how successful (social) entrepreneurship projects work

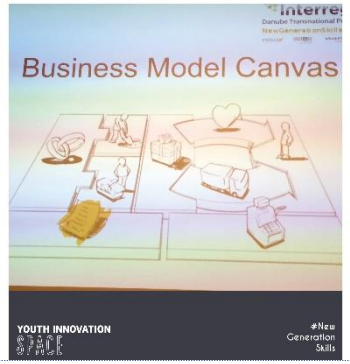
Details see A4 Annex_ Agenda Module 4_Business Model Canvas_EN

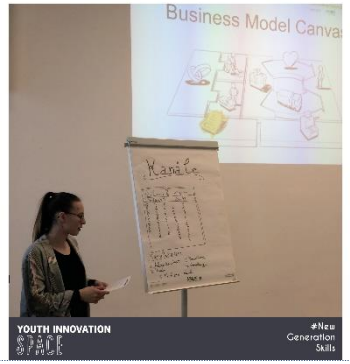
B. Signed Attendance Sheets

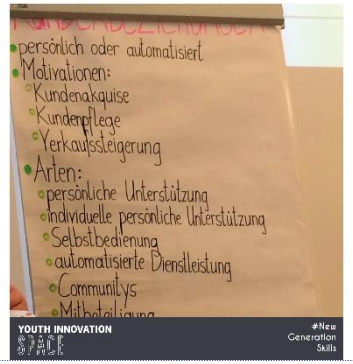
See Annex 10 Attendance List_DLP_Stadt Graz Part 2_11.02.2019

C. Photo Documentation









D. Introduction of the Trainers / Mentors

Module 4

Johannes Frühmann is an entrepreneur and strategy consultant for innovative business models.
Johannes Frühmann studied environmental systems science and geography with a focus on systems theory, regional development and sustainability. Johannes Frühmann works on his own entrepreneurial projects and supports clients in the areas of vision, strategy, business model and social entrepreneurship.
http://www.fruehmann.com/

Eva Janusch has qualifications, know-how and experience in international and national project management, in company consulting, in adult education as well as in gender equality, gender mainstreaming and diversity.
She has many years of experience in developing and implementing innovative strategies, concepts and projects to promote equal opportunities for all sections of the population, in the labor market, in vocational training, in the initiation and implementation of innovative adult education, and in regional development and the economy. She is an expert in gender equality, equality-oriented personnel management, career promotion of women and girls and is committed to Lifelong Learning.
She is a Gender Agent and is managing EU-projects and the Gender Equality Network, a network that deals with equality-oriented personnel management, for years. She acts as consultant and trainer for individuals, companies, organizations and trainers and brings in gender expertise in EU and national projects.

Maria Strommer has qualifications and professional experience in international and national project management in the fields of education and business, especially in relation to Entrepreneurship Education.
The tasks include the development and implementation of innovative strategies, concepts and projects for young people at the School - Economic interface in order to successfully accompany the transition.
Professional experience as human resources manager in an international plant engineering company supplement the competence profile, especially in relation to economics.

Both trainers participated in the transnational train the trainer Workshop in Maribor 2018.

E. Training Minutes

Date&Venue
11.02.2019, IBOBB Space Graz, 4 Units

Number and types of participants / target groups:
9 apprentices/6 female

Used method for reaching the target the group:
Not relevant, since the participation in all 8 modules has already been agreed.

Activities carried out

Modul 4

- Marshmallow – Challenge and analysis within the teams
  What worked well- what not?
- 9 relevant elements of the business modell
- Presentation of each element with examples
- Discussion with the apprentices
- Task for a team of 3 to 4 apprentices
  You have on cow as a ressource – Create your business modell

F. Summary about the lessons learned and results of the training / workshop

FEEDBACK

How do you rate the overall impression on a scale of 1 to 5?
1 - 9
Which contents in the workshop were particularly interesting for you?

- Everything
- Marshmallow challenge
- Business Model, inventing something by yourself
- The Business Model CANVAS

- Workshops
- Key activities

Which contents in the workshop were less interesting for you?

- Marshmallow tower

What content would you like to receive more information about?

- None
- Has fit perfectly
- Explain in detail

Would you also recommend this workshop to your friends?

YES - 9

If NO, what is missing in the workshop?

--

Which suggestions would you like to share?

- Nothing

11. City of Graz Part 3 Modules 5-8

A. Agenda

Module 5 What is E-Commerce – *E-Learning with tutorial accompaniment*

- Fundamentals and principles e-commerce
- Role and function of e-commerce

Module 6 Law and security in E-Commerce – *E-Learning with tutorial accompaniment*

- IT Security: application of standards and legal regulations

Module 7 PC, tablet, smartphone & co in E-Commerce – *E-Learning with tutorial accompaniment*

- Interactive and digital media to improve processes
- Critical factors of commercial communication on the Internet

Details see A5 Annex_ Agenda Modules 5-7_Digital Competences_EN

Module 8 Create your own App

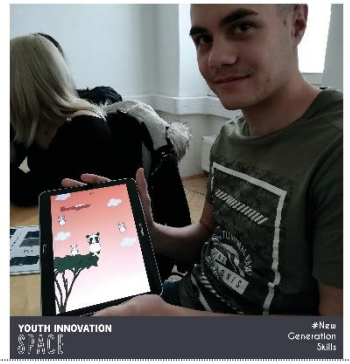
- Use apps like Pocket Code to create own games, animations, ... directly on the tablet or smartphone

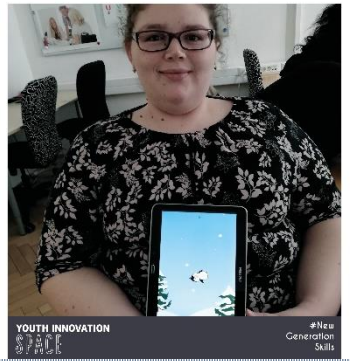
Details see A6 Annex_Agenda Module 8_PocketCode_EN

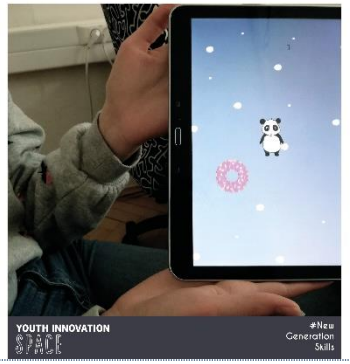
B. Signed Attendance Sheets

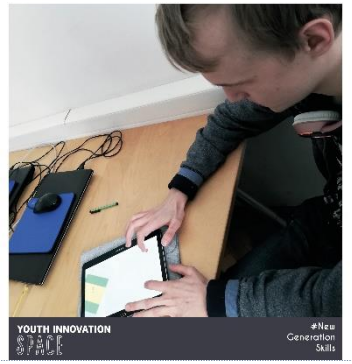
See Annex 11 Attendance List_DLP_Stadt Graz Part 3_25.02.2019

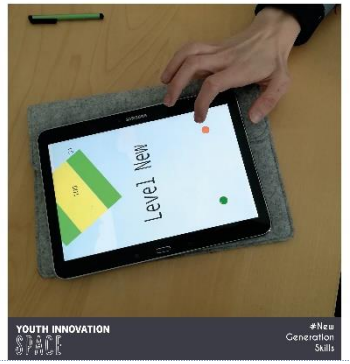
C. Photo Documentation











D. Introduction of the Trainers / Mentors

Modules 5-7
Monika Gruber is a qualified trainer for youth and adult education, completed the course Intercultural Competence Education and has training in gender mainstreaming and gender reflected methodology / didactics.
She is a business academy graduate and works among other things as a trainer for commercial calculation, correspondence, business cases, economics and in the apprenticeship exam accompaniment. One of her priorities is working with the e-learning platform Moodle.

Module 8
Nina Hoffer is IT-trainer, tutor and learning process moderator and an expert for Pocket Code in close cooperation with the Technical University Graz. She has gender competence in gender-reflective methodology / didactics and is studying Chemistry / Biology & Environmental Studies at the Karl-Franzens University Graz.

E. Training Minutes

Date&Venue
04.02.2019, nowa Graz, 7,5 Units

Number and types of participants / target groups:
8 apprentices/6 female

Used method for reaching the target the group:
Not relevant, since the participation in all 8 modules has already been agreed.

Activities carried out

Modul 5 – 7

- General introduction about possibilities of E-Learning Plattforms
- Detailed features and functions at the E-Learning Plattform moodle
- General introduction about E-Commerce

Modul 8

- General introduction about the software pocket – create your app
- Step by step guide

F. Summary about the lessons learned and results of the training / workshop

FEEDBACK Module 8

How do you rate the overall impression on a scale of 1 to 5?
1 – 6
2 – 1
No answer - 1

Which contents in the workshop were particularly interesting for you?

- Everything
- Program an app yourself
- Some
- Programming

Which contents in the workshop were less interesting for you?

- Nothing

What content would you like to receive more information about?

- Don't know yet
- None
- Programming

Would you also recommend this workshop to your friends?

YES – 6
NO – 1
No answer - 1

If NO, what is missing in the workshop?

- It was not enough for a whole day

Which suggestions would you like to share?

- none
- It was too long, because the programming did not last long enough

12. HLW Schrödinger II Modules 5-7

A. Agenda

Module 5 What is E-Commerce – *E-Learning with tutorial accompaniment*

- Fundamentals and principles e-commerce
- Role and function of e-commerce

Module 6 Law and security in E-Commerce – *E-Learning with tutorial accompaniment*

- IT Security: application of standards and legal regulations

Module 7 PC, tablet, smartphone & co in E-Commerce – *E-Learning with tutorial accompaniment*

- Interactive and digital media to improve processes

- Critical factors of commercial communication on the Internet

Details see A5 Annex_ Agenda Modules 5-7_Digital Competences_EN

B. Signed Attendance Sheets

see Annex XX

C. Photo Documentation

For this workshop there was no permission of the students concerning photo documentation

D. Introduction of the Trainers / Mentors

Maria Strommer has qualifications and professional experience in international and national project management in the fields of education and business, especially in relation to Entrepreneurship Education.

The tasks include the development and implementation of innovative strategies, concepts and projects for young people at the School - Economic interface in order to successfully accompany the transition.

Professional experience as human resources manager in an international plant engineering company supplement the competence profile, especially in relation to economics.

The trainer participated in the transnational train the trainer Workshop in Maribor 2018.

E. Training Minutes

Date&Venue
08.04.2019, HLW Schrödinger, 2 Units

Number and types of participants / target groups:
30 students/20 female

Used method for reaching the target the group:
Not relevant, since the participation in all 8 modules has already been agreed.

Activities carried out

Modul 5 – 7

- General introduction about possibilities of E-Learning Plattforms
- Detailed features and functions at the E-Learning Plattform moodle
- General introduction about E-Commerce

RESUME and LESSONS LEARNED from DLP Graz

Implementation / Adaptation of modules

- Modules 1 and 4: it was necessary to create a very low-threshold approach and to ensure that a common understanding of social innovation, social entrepreneurship and business model canvas was established.
- E-learning modules: for young people who had no previous experience with e-learning programs, it was necessary to develop the content under tutorial supervision.
- E-learning modules: The students with school education with economic focus already had basic knowledge in the field of digital competence. For these students it was a good opportunity to boost (intensify, deepen, increase) their basic knowledge.

Target groups

- Due to the timetable organization, schools have preferred to choose individual modules.
  In schools the implementation of the entire learning program is more difficult due to structurale obstacles.
- The apprentice training manager defined the Dynamic Learning Package as a valuable addition to the training and further education planning. That's why they made it possible for apprentices to complete the entire learning program.

Lessons learned for teachers and trainers

- The contents of social innovation and social entrepreneurship were also largely new for teachers and trainers. Thus, it was possible to ensure that those responsible for education continued to develop themselves with new contents.

- The program made them aware that these modules enabled young people to recognize skills that they have little access within their school system or apprenticeship so far.

- Teachers and trainers have realize that there is a need to create more access to entrepreneurial skills development for young people during their education or the apprenticeship in order to ensure that the future can be created entrepreneurially and socially.

Certificates

- Young people were enthusiastic about the DLP modules and were proud of their certificates, which documented their performance. It's not about competition - it's about personal performance and development additionally to the formal structure of the school/apprenticeship system.

Sustainibility

- The project succeeded in ensuring that all involved persons like LIAG, young people, teachers and trainers are convinced that it is still urgently necessary for young people to continue with these activities, which were developed in the NewGenerationSkills project.

- At the strategic level, there are already some commitments that future strategic planning should include this content.

- After completing the project, there are no specific assignments for immediate continuation.