



**UCLL**  
HOGESCHOOL



**CROSS-OVER WORKSHOP 5/03**

**FEEF : From Educator to Entrepreneurial Facilitator**



# Let's connect

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# SOFT SKILLS

Communication



Teamwork



Problem solving



Leadership



Interpersonal




Ondernemerszin





**We must prepare students  
for a future we can neither  
describe nor predict.**

David Warlick

 quotezancy

55% vd leerkrachten: studenten zijn goed voorbereid

<=>

30% vd ondernemers



bridge the gap

A hand holding a white marker is shown in the lower right, drawing a curved arrow that points from the graduate icon on the left towards the business icon on the right. The text "bridge the gap" is written above the arrow.



# FEEF: From Educators to Entrepreneurial Facilitators

**Multiplier event FEEF  
Diepenbeek, March 2024**

A consortium of UCLL, NOVA university Lisbon, University of Cantabria, University of Padova and CISE - Santander International Entrepreneurship Centre





**Hoe kunnen we de onderwijs- en bedrijfswereld nog dichter bij elkaar brengen?**

**Wat is de rol van de leerkracht hierin?**

**Real-life teaching**

**Actieve studentparticipatie**

**Learning by doing**



**Samen leren**

**Student gerichte aanpak -> meer betrokkenheid + intrinsieke  
motivatie > leerproces bevordert**

**Leerkracht => facilitator & mentor**





Join at  
**slido.com**  
**#3828 598**

## Hebben jongeren zicht op hoe er in het bedrijfsleven aan toe gaat?

de meesten wel

0%

sommigen wel, anderen niet

0%

het merendeel heeft totaal geen idee

0%



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## Hebben leerkrachten voldoende goed zicht op wat de bedrijfswereld verwacht van afgestudeerden?

Heb ik een heel goed zicht op

0%

Heb ik wel een idee van

0%

Weet ik niet helemaal zeker

0%



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## Integreer jij of je lerarenkorps ondernemende activiteiten in de lessen?

Doe ik altijd

0%

Doe ik soms

0%

Nooit

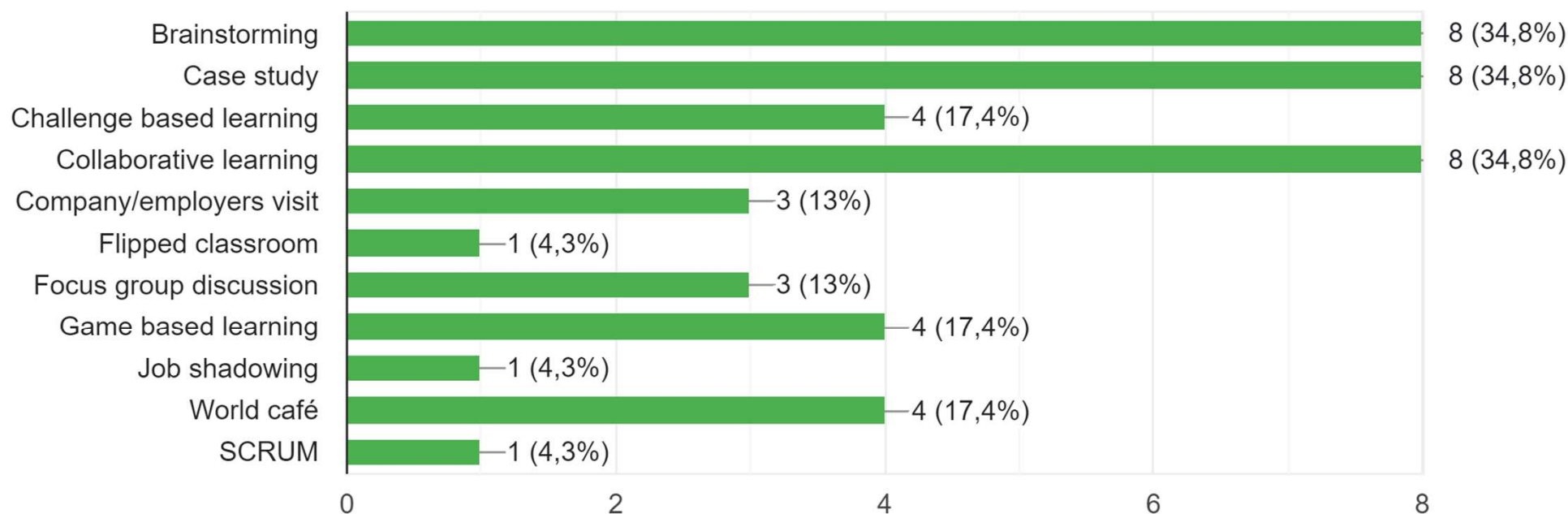
0%

Zou wel willen, maar weet niet goed hoe hieraan te beginnen

0%

Which ones of the suggested Facilitation Techniques did you put in place in your classroom? You can select more than one option if you have used a combination of techniques.

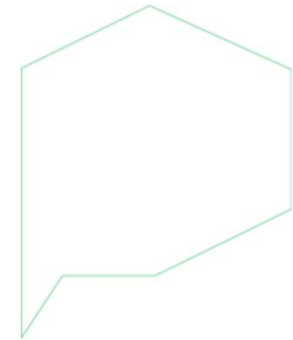
23 antwoorden



# Pilot door Guy Markelbach

Graduaatstudenten

- HVAC (Heating, Ventilation and Air Conditioning)
- Elektromechanische systemen
- Hernieuwbare energiesystemen



# @work












Challenge = Hoe kunnen we de onderwijs-  
en bedrijfswereld nog dichter bij elkaar brengen?

- Brainstorm
- Educatie model canvas

# Brainstormtechniek: omgekeerde brainstorm

1. De challenge staat centraal **Hoe kunnen we de onderwijs- en bedrijfswereld nog dichter bij elkaar brengen?**
2. De challenge wordt dan omgekeerd vb. Hoe kunnen we de kloof tussen onderwijs en bedrijfswereld nog vergroten?
3. Denk aan ideeën hoe je een oplossing kan geven voor deze omgekeerde challenge. Hoe maak je het probleem groter ipv vinden van een oplossing?
4. Schrijf individueel zoveel mogelijk ideeën op aparte post-its.
5. Bekijk samen alle ideeën en draai ze dan om op een postieve manier, op die manier krijg je een lijst van oplossingen.
6. Kies 1 oplossing en ga daar verder mee aan de slag in het EMC

# EDUCATION MODEL CANVAS

<b>Key partners</b> 	<b>Key activities</b> 	<b>Learning proposition</b> 	<b>Relationship with students</b> 	<b>Your students</b> 
	<b>Key resources &amp; metrics</b> 		<b>Channels</b> 	
<b>Costs</b> 		<b>Benefits</b> 		





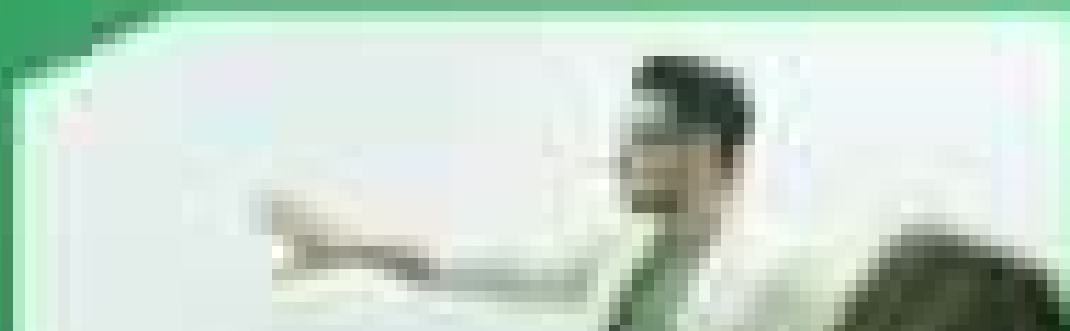
FREE

Download this whitepaper  
now!

How to build an ecosystem for Enterprise Knowledge Transfer

# CREATING AN ECOSYSTEM OF KNOWLEDGE TRANSFER

Whitepaper  
Ecosystem



# PROJECTDOEL

## KLOOF TUSSEN ONDERWIJS & BEDRIJFSLEVEN TE VERKLEINEN



- Stimuleren van **ondernemende skills & soft skills** van studenten



- Ontwikkeling van **mentorskills** van lesgevers en hem te trainen in **faciliteren**



- Introduceren van tools (facilitatie technieken) om kloof te dichten

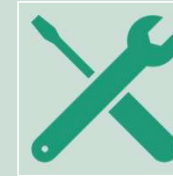
**<https://feef.unl.pt/>**



METHODOLOGIE VOOR LEERKRACHTEN  
OVER ONDERNEMEND ONDERWIJS



DIGITAAL AANBOD (**MOOC**)



**TOOLKIT** VOOR LEERKRACHTEN (STEP-  
BY-STEP GUIDE)



FROM EDUCATORS TO  
**ENTREPRENEURIAL  
 FACILITATORS**

<https://feef.unl.pt>

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# From Educators To Entrepreneurial Facilitators

FEEF is an ERASMUS+ project that is creating a set of facilitation techniques directed to Educators (Professors, Researchers, Post-docs), for them to be able to actively act on reducing the gap between Academia and Business World, so that classes can be taught in a way that brings Industry



## Download All Documents

Our methodology has been designed to match the state-of-the-art in Entrepreneurial education and to provide new insights and tools on how to reduce the gap between academia and the Business world.

Download



## MOOC

Our MOOC from Educators to Entrepreneurial facilitators is a digital Web series that will help you to develop the facilitation techniques and incorporate FEEF methodology in your classes. Register now.

Register



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## ToolKit

The toolkit aims to provide HE Educators with a quick and easy to implement guide, that will give you tips and suggestions on how to implement the Facilitation techniques in the classroom.

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## Pilots

Each HE partner is going to implement a pilot to validate our methodology. You can learn more here. Stay tuned for the developments.

- 1 About the FEEF project
- 2 Glossary
- 3 The ENTRECOMP framework
- 4 The FEEF methodology
  - 4.1. Why this methodology?
  - 4.2. Target group
  - 4.3. Learning outcomes
- 5 The FEEF MOOC: Massive Online Open Course
- 6 The FEEF facilitation techniques
  - Collaborative learning
  - Brainstorming
  - Case study
  - Game based learning
  - Inverted classroom or flipped classroom
  - World café
  - Challenge based learning
  - Company/employers visit
  - Focus group discussion
  - Job shadowing
- 7 Resources
  - 7.1. Empathy map
  - 7.2. Business model canvas for education



## 6 The FEEF facilitation techniques

Collaborative learning

Brainstorming

Case study

Game based learning

Inverted classroom or flipped classroom

World café

Challenge based learning

Company/employers visit

Focus group discussion

Job shadowing

# Bedrijfsbezoek



- Step 1: become aware of what entrepreneurship means and how it relates to the field of study
- Step 2: Researching different companies in the student's area of interest
- Step 3: Preparing for the company visit and meeting with an entrepreneur
- Step 4: Choosing a company
- Step 5: Expectations and list of questions
- Step 6: Contacting the entrepreneur
- Step 7: Visiting a company and meeting an entrepreneur
- Step 8: Class presentation for shared reflection

TOPIC	QUESTIONS
Enterprise	<ul style="list-style-type: none"> <li>• What exactly does your organisation do? What good(s) or service(s) do you provide?;</li> <li>• How did you come up with the idea for your business (or project)? How did you decide it was worth pursuing?;</li> <li>• How long did it take to start up your business (or complete your project) once you had your idea?;</li> <li>• What were the main steps involved in starting a business?;</li> <li>• What were your biggest challenges or obstacles and how did you overcome them?;</li> <li>• What were your main sources of support?;</li> <li>• Why did you start up this business (or project)?;</li> </ul>
Success	<ul style="list-style-type: none"> <li>• Do you consider yourself successful? Why?;</li> <li>• What aspects of your current situation give you the greatest satisfaction?;</li> </ul>
Career path and experience	<ul style="list-style-type: none"> <li>• Tell me about your life experience (e.g., family life, schooling, place where you grew up, previous jobs, friends, family). How has it affected (positively or negatively) your current situation?;</li> <li>• Tell me about your career path (training and work experience);</li> <li>• In your opinion, if you were starting out now, what kind of career path would recommend to a college graduate to get to where you are today?;</li> <li>• Why did you choose the kind of work you do?;</li> <li>• How do you to keep up to date?</li> </ul>
Working conditions	<ul style="list-style-type: none"> <li>• Can you describe a typical day?;</li> <li>• What tasks do you enjoy most or find most gratifying? Why?;</li> <li>• What tasks do you enjoy least? Why?;</li> <li>• What motivates you?;</li> <li>• How much of a motivator is money?;</li> <li>• Have you experienced setbacks along the way?;</li> <li>• What did you learn from these setbacks?;</li> <li>• What was the greatest risk you ever took?;</li> <li>• How do you react to risk?</li> </ul>

**WITH THIS FACILITATION TECHNIQUE STUDENTS DEVELOP THIS SOFT SKILLS:**

GIVING & RECEIVING FEEDBACK  
PROBLEM SOLVING  
COMMUNICATION  
COOPERATING WITH OTHERS

**AND TRAIN THIS ENTREPRENEURIAL COMPETENCES:**

SPOTTING OPPORTUNITIES (IO)  
LEARNING THROUGH EXPERIENCE (IA)  
VALUING IDEAS (IO)



# Challenged based learning

- Step 1: Engagement van externen – breed thema
- Step 2: Exploreren & analyseren van het thema
- Step 3: De challenge
- Step 4: Brainstormen
- Step 5: Actie
- Step 6: Implementeren en evalueren

Effect op soft skills & ondernemende skills



<https://feef.unl.pt>



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