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| **Multiplikatorenschulung** **Enterprise + Innovative Potential Meets Experience** |
| Preparation for the implementation of the Potential Analysis |  **Materials/Media** | **Who?** |
| 09.00 h | **Welcoming**Introducing the agenda & aims of the training for multipliers  | Agenda | Project partner Lena |
| 09.15 h | **Get-to.-know of participants** | - | Project partner |
| 09.30 h | ***losleger - The profile check for entrepreneurial talent***master plan | PPT | Lena |
| 10.00 h | **The roles and their tasks within the Potential Analysis** Organizer; Moderator & Talent scoutsHandling of the materials of the recommendation by using the example „Show your sales talent“  | PPTTranslated parts of the recommendation (handout for participants); Materials p. 60-70  | LenaMaterials: Project partner |
| 10.30 h | Break |  |  |
| 11.00 h | **Course of the Potential Analysis**:Introduction of students‘ tasks in terms of content and methodsProgramme of a Summer-School | PPT & Translated parts of the recommendation (handout for participants) (p. 27+28)  | LenaMaterials: Project partner |
| 11.45 h | **Preparation of implementation**: Chapter: “Organisatorisches” | Excel-file; Allocation sheet;  | Lena |
| 12.30 h | Lunch Break |  |  |
| 13.30 h | **Training of the Talent scouts I:** Simulating the task „Build a Tower“ Exchange of experiences | Documents for the participants (Recommendation p. 49-60)Material requirements see p. 50 | Moderation: LenaMaterials: Project partner |
| 15.00 h | Break |  |  |
| 15.30 h | **Training of the Talent scouts II:** Simulating the task „Group discussion“ Exchange of experiences | Documents for the participants (Recommendation p. 49-60)Material requirements see p. 50 | Moderation: LenaCo-Moderation: Project partnerMaterials: Project partner |
| 17.00 h | *End*  |  |  |
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| Preparation for the implementation of the Potential Analysis | **Materials/Media** | **Who?** |
| 09.00 h | **Training of the Talent scouts III:**Evaluation of the results and providing feedback Discussion: How to give feedback to low potential students &starting-point for Students‘ Enterprises | Recommendation p. 41-45Excel file „Auswertungstabelle Fähigkeitsprofil“Plenum / gathering the results by prior agreement | LenaModeration: Project partner |
| 10.30 h | *Break* |  |  |
| 11.00 h | **Training of the Talent scouts IV:**Observation and assessment of behaviourDeveloping Do’s & Dont’s for Talent scouts | Video/PPTCards inquirs / movable wall or rather pin board or sth. else for gathering the results | LenaModeration: Lena/Project partnerMaterials: Project partner |
| 12.30 h | *Lunch Break* |  |  |
| 13.30 h | **Drafting an implementation plan for the Potential Analysis in *Country X*** | Single or team work or plenum depending on the countries‘ course of action gathering the results on a poster, a Flipchart, in a file or sth. else | Moderation: depending on responsibility Lena / IAW / Project partner |
| 15.00 h | *Break* |  |  |
| 15.30 h | **Summary & resolving questions** | plenum | Moderation: depending on responsibility Lena / IAW / Projektpartner |
| 16.30 h | **Evaluation** | Plenum / Evaluation sheet | Moderation: depending on responsibility Lena / IAW / Projektpartner |
| 17.00 h | *End* |  |  |