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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 scouts  Handling of the materials of the recommendation by using the example „Show your sales talent“ | PPT  Translated parts of the recommendation (handout for participants); Materials p. 60-70 | Lena  Materials: Project partner |
| 10.30 h | Break |  |  |
| 11.00 h | **Course of the Potential Analysis**: Introduction of students‘ tasks in terms of content and methods  Programme of a Summer-School | PPT & Translated parts of the recommendation (handout for participants) (p. 27+28) | Lena  Materials: 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: Lena Materials: 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: Lena  Co-Moderation: Project partner  Materials: 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. 41-45  Excel file „Auswertungstabelle Fähigkeitsprofil“  Plenum / gathering the results by prior agreement | Lena  Moderation: Project partner |
| 10.30 h | *Break* |  |  |
| 11.00 h | **Training of the Talent scouts IV:**  Observation and assessment of behaviour  Developing Do’s & Dont’s for Talent scouts | Video/PPT  Cards inquirs / movable wall or rather pin board or sth. else for gathering the results | Lena  Moderation: Lena/Project partner Materials: 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* |  |  |