



Session 3 – Chapter 3: Make it official and Feedback

Module Title:	From Dreams to Business			
Session n.	Make it official and Feedback <i>(This session is based on the following paragraphs in the Chapter 3 of the Guide for Migrant Entrepreneurs: Do market research; Do the customers want it; More suggestions: Get feedback; Make it official and Write your business plan)</i>			
Duration	2 hours			
Delivery method	Blended <input type="checkbox"/>	Face to face <input type="checkbox"/>	Online learning <input type="checkbox"/>	Distance learning (Learning Platform) <input type="checkbox"/>
		Duration:	Duration:	Duration: 2 hours
	Notes on the choice: <i>*The trainer will choose the course delivery method taking into account the interested students location, the available teaching space and resources, social situation, etc.</i>			
Learning objectives	<ul style="list-style-type: none"> To choose the type of company To let people interact with the product or service To pick the right people for feedback (not negative people) To settle all the legal aspects early To write the business plan 			
Intended learning outcomes:	L01: Students will be able to choose the right type of company (limited, foundation, association etc.) for the business idea L02: Students will be able to identify the right people to surround themselves with and get feedback from L03: Students will be able to do a checklist of legal things to shore up L04: Students will be able to analyse the company and the idea by writing the business plan			
Session Details:	Lesson Item:	Method(s) and instructions for trainers:		Required Resource(s):
	Introduction (optimal group size: 1-10)	<ul style="list-style-type: none"> Brief introduction from the tutor about the purpose of the lesson. Break the ice (proposed exercise) Brainstorming: do you know what feedback is? Do you think it is important to collect 		<ul style="list-style-type: none"> PC/ Laptop & Zoom, Teams or any other similar platform (online live lesson delivery)



		your clients feedback? Why? How would you collect feedback?	
	Activity 1: Presenting the learning objectives of the course	<ul style="list-style-type: none"> - Brief presentation of the objective of the session 	<ul style="list-style-type: none"> - PC/ Laptop & Zoom, Teams or any other similar platform (online live lesson delivery) Guide for Young Migrant Entrepreneurs (English Version) Chapter 3: From Dreams to Ideas to Business (Do market research; Do the customers want it; More suggestions: Get feedback; Make it official and Write your business plan)
	Activity 2: Make it official and Feedback	<p><i>The sessions in chapter 3 are important to make the participants understand how to transform a business idea into reality. It is therefore key to guide them in this sense providing them the support needed.</i></p> <ul style="list-style-type: none"> - Taking into consideration the results of the brainstorming the tutor will present the students the content of the lesson, focusing on feedback and how to make the new business official. - The tutor will then present the main features of the business plan, taking into consideration the last paragraph of the chapter. - Check for understanding and provide feedback. 	
Activity 3: Independent practice of the students	<p><i>This last session will focus on feedback, how to collect it and how to use it for business purposes.</i></p> <ul style="list-style-type: none"> - (Proposed exercise) Taking into consideration the content presented, the students will have to create 10 questions which they can use to have feedback from their target groups. They will have to take into consideration all the content presented in the previous lessons. - After having completed the exercise the participants will have to present the questions devised to the tutor. 	<ul style="list-style-type: none"> - PC/ Laptop & Zoom, Teams or any other similar platform (online live lesson delivery) 	



	Post-Activity Discussion	<ul style="list-style-type: none"> Ask the class members questions about what they have learned throughout the session, and what they have focused on during the assignment. 	
Evaluation methods	Informal and non-formal	Oral review: presentation of the feedback questions	
Didactic materials	Face to face: power point presentation, printed lesson, printed worksheets for assignment(s)		
	Distance learning - Online learning: power point presentation, pdf version of the lesson, .docx worksheets for assignment(s)		
	Distance learning - Moodle - Same for the case when the course will be posted on the project Moodle platform		
In-class assignment 1:	- Students should design 10 questions to get the feedback on their business idea.		
Additional notes and tips for trainers			
It is important that the tutor follows the individual activity of the students providing support and suggestions, when needed. It is important to provide a feedback of the questions devised by the students so that they can understand if they should improve them or make them different.			