

AN INNOVATIVE  
OUTREACH  
PROGRAMME TO  
EQUIP ADULTS WITH  
DISSABILITIES WITH  
KEY COMPETENCES  
(SOCIAL  
ENTREPRENEURIAL  
AND DIGITAL)



## **ENTRE4ALL COMMUNITY SUPPORT CENTRES**

Project number: 2019-1-SI01-KA204-060426

### **O2. ENTRE4ALL back pack: Educational - learning guide for setting up digital social entrepreneurship hubs**

#### **O2.1. Teaching and learning material based on the social activation approach**

**TEMPLATE:** Training Techniques and handouts for adult educators/trainers

**Partner:** Emphasys Centre

**Date:**

Module	1. Social Skills
Activity Number	<b>M4-T3-A9</b>
Topic	<b>Public Presentation</b>
Learning Outcomes	<p><b><u>Basic (A): Referring to EQF level 3-4</u></b></p> <p><u>Knowledge</u></p> <ul style="list-style-type: none"> <li>To understand different styles of public presentation such as storytelling, visual etc.</li> </ul> <p><u>Skills</u></p> <ul style="list-style-type: none"> <li>To identify the elements of public speaking including verbal/non-verbal communication, body language, ideas</li> </ul> <p><u>Competences</u></p> <ul style="list-style-type: none"> <li>To support verbal and non-verbal communication in public presentation</li> </ul>
Learning approach	<input type="checkbox"/> Blended-learning opportunities <input checked="" type="checkbox"/> F2F training <input type="checkbox"/> Individual e-learning <input checked="" type="checkbox"/> Open-distance learning <input type="checkbox"/> Work-based learning <input type="checkbox"/> Community work <input type="checkbox"/> other (please specify)
Training Technique	<b>Different Ways of Public Presentation</b>
Duration	<b>40 minutes</b>
Facility/ Equipment	Classroom, Internet access, chairs, tables, training room
Participants will need:	<i>Notepad, pen or pencil</i>
Attached worksheets	B1-1: Presentation Styles B1-2: Elements of a presentation Exercise B1-3: Presentation Style Scenario
Main Tasks / Procedure	<p><b>Task 1</b>                      Explain what an elevator is and make an introduction of an elevator pitch. Explain that we can use an elevator pitch when talking about ourselves in an interview, when introducing ourselves to one person or when we want to present our product in public.                      Make a 1-minute introduction of yourself as an example. The pitch needs to include your name, where you work, your background and what do you do. (5 minutes)</p> <p><b>Task 2</b></p>

	<p>Provide the worksheet to each student. Ask them to imagine that they go for an interview for a role of their choice. What do they answer to the question: 'Tell us about yourself?'. Each student has 1 minute to answer the question. Following each response, a discussion will be held where students provide feedback to each other.</p> <p>(30 minutes)</p> <p><b>Task 4</b> Wrap it Up (5 minutes)</p>
<p><b>Useful Resources referenced to DATABANK (IO2-A2)</b></p>	<p><a href="#">Create your Elevator Speech</a> <a href="#">Best Elevator Pitch with Examples for Job Seekers</a></p>
<p><b>Tips</b></p>	<p><u>EQF Levels 5 &amp; 6</u> <u>Learning Outcomes</u></p> <ul style="list-style-type: none"> <li>• To recognise the use of social interaction</li> <li>• To explain the elements of public presentation: Elevator pitch and presentation styles</li> <li>• To distinguish the elements of public speaking including verbal/non-verbal communication, body language, ideas</li> </ul> <p>The teacher uses the following scenario in a written form: "Hi, I'm Ivan with Down's syndrome and my company's name is 'Wooded Flowers'. Since I was really small I used to play in the fields, helping my mother to plant trees and flowers. Growing up, I faced many obstacles when looking for a job as I was called 'unsuitable'. That's why I created Wooded Flowers, which is a social enterprise floral shop and is determined to empower young people with disabilities to find work and be active citizens. We offer all kinds of flowers, decorations and flower products. Our unique selling proposition lies with the idea that we create unique flower products which can be personalized and address to individuals' preferences. We aim to maximize the social impact by promoting an inclusive society'.</p> <p>The instructor asks each student to write down an example of their own. The instructor passes by and notes the answer given to him by the students who cannot write, verbally. When finishing the exercise, the teacher asks to present their idea.</p> <p><u>EQF Levels 7 &amp; 8:</u> <u>Learning Outcomes:</u></p> <ul style="list-style-type: none"> <li>• To conduct an elevator pitch using public speaking e.g. body language and presentation style techniques</li> <li>• To present an elevator pitch</li> </ul> <p>The teacher asks each student to prepare an elevator pitch of their own of an imaginary product and enterprise.</p>

# Worksheet 1

## Worksheet B1-1: Elevator Pitch Definition



A succinct and persuasive sales pitch with a very short duration.

A short summary about yourself and what you do.

### What does an elevator pitch include?

- Your **name**
- A brief history of your **background**
- **What do you offer/** what does your company offer?
- **How your product is different** than other products?
- **Your goal:** What you would like to achieve
- It's recommended to last between **20 and 30 seconds**

## Worksheet 2

### B1-2: Interview Question



### Who Are You and What Do You Do?

#### A. Examples

- "My name is Jane Doe. I have two years of experience as an office assistant. I also took classes in project management at Whatever College. I have worked in customer service most of my life. I'm looking for an administrative support position. I'd really like to work for a medical company."
- "I'm John Doe and I'd love to be your caterer for your next event. I have worked as a chef for six years. I'm starting my own catering company. I want to make good food for memorable events."

#### B. Please fill in the spaces to talk about yourself.

"Hi. My name is \_\_\_\_\_. I'm good at \_\_\_\_\_. I really like \_\_\_\_\_ . I'm looking for \_\_\_\_\_ in \_\_\_\_\_."