

WF 100: Orientation Program in Entrepreneurship – Session Plans for All Lessons

Lesson 1		
SESSION DETAILS	TIME	MATERIALS REQUIRED
SESSION 1 = 60 minutes		
Video: Welcome	5 minutes	Student Welcome Video
Video: Introduction	5 minutes	Video: Introduction
Class Activity: When's Your Birthday?	15 minutes	Facilitator Notes
Class Activity: Let's Form Teams	20 minutes	1. Video: Let's Form Teams 2. Facilitator Notes
Video: How Has Entrepreneurship Changed the World?	5 minutes	Video: How Has Entrepreneurship Changed the World?
Video: What Is Entrepreneurship?	5 minutes	Video: What Is Entrepreneurship?
Wrap Up	5 minutes	Not Applicable
SESSION 2 = 60 minutes		
Video: Myths About Entrepreneurship	10 minutes	Videos on Myths About Entrepreneurship: 1. Introduction 2. Myth 1 3. Myth 2 4. Myth 3 5. Myth 4 6. Myth 5 7. Myth 6
Class Activity: How Has Entrepreneurship Changed Your Country?	40 minutes	1. Video: How Has Entrepreneurship Changed Your Country? 2. Country Specific PPT: Your Local Heroes 3. Facilitator Notes
How Will You Take This Course?	5 minutes	How Will You Take This Course?
Wrap Up	5 minutes	Not Applicable

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Lesson 2		
SESSION DETAILS	TIME	MATERIALS REQUIRED
SESSION 1 = 60 minutes		
Class Activity: Dream It, Do It	40 minutes	<ol style="list-style-type: none"> 1. Video: Dream It, Do It – Activity Instructions 2. Video: Dream It, Do It – Activity Debrief 3. Student Handout: Dream It, Do It 4. Facilitator Notes 5. Stationary: Pens/Coloring Material/Erasers/Pencils
Video: Why Join an E-cell?	10 minutes	<ol style="list-style-type: none"> 1. Video: Why Join an E-cell? - Introduction 2. Facilitator Notes (from Class Activity Dream It, Do It)
Wrap-up	10 minutes	Not Applicable
SESSION 2 = 60 minutes		
From E-cell to Entrepreneurship - Shashank's Story	20 minutes	<ol style="list-style-type: none"> 1. PPT: Shashank's Story 2. Facilitator Notes
Class Activity: Idea Planes	30 minutes	<ol style="list-style-type: none"> 1. Video: Idea Planes – Activity Instructions 2. Video: Idea Planes – Activity Debrief 3. Facilitator Notes 4. Stationary: A4 Sheets/Pens
Wrap-up	10 minutes	Not Applicable

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Lesson 3		
SESSION DETAILS	TIME	MATERIALS REQUIRED
SESSION 1 = 60 Minutes		
Class Activity: Global Legends	50 minutes	<ol style="list-style-type: none"> 1. Video: Global Legends – Introduction and Instructions 2. Video: Story of Travis Kalanick and Uber 3. Video: Story of Mark Zuckerberg and Facebook 4. Video: Story of Danae Ringelmann and Indiegogo 5. Facilitator Notes
Wrap Up	10 minutes	
SESSION 2 = 60 Minutes		
Class Activity: Your Own Heroes	50 minutes	<ol style="list-style-type: none"> 1. Video: Your Own Heroes – Introduction and Instructions 2. Video: Story of Kunal Bahl and Snapdeal 3. Video: Story of Varun Agarwal and Alma Mater 4. Video: Story of Phanindra Sama of RedBus 5. Facilitator Notes
Wrap Up	10 minutes	

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Lesson 4		
SESSION DETAILS	TIME	MATERIALS REQUIRED
SESSION 1 = 60 minutes		
Video: Entrepreneurial Styles Introduction	10 minutes	Video: Entrepreneurial Styles - Introduction
Class Activity: Entrepreneurial Styles Quiz	35 minutes	<ol style="list-style-type: none"> 1. Student Handout: Entrepreneurial Style Quiz 2. Student Handout: Entrepreneurial Style Quiz – Results 3. Video: Entrepreneurial Style Quiz -Introduction 4. Video: Entrepreneurial Style Quiz – Results 5. Facilitator Notes
Video: Different Entrepreneurial Styles - Concept	10 minutes	Video: Different Entrepreneurial Styles - Concept
Wrap Up	5 minutes	
SESSION 2 = 60 minutes		
Video: Entrepreneurial Styles Recap	10	Video: Entrepreneurial Style Recap
Class Activity: Build It	45 minutes	<ol style="list-style-type: none"> 1. Old Newspapers 2. Tape 3. Video: Build It - Activity Instructions 4. Video: Build It – Activity Debrief 5. Facilitator Notes
Wrap Up	5 minutes	

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Lesson 5		
SESSION DETAILS	TIME	MATERIALS REQUIRED
SESSION 1 = 60 minutes		
Class Activity: Everything Is Not What It Seems	30 minutes	<ol style="list-style-type: none"> 1. Video: Everything Is Not What It Seems – Concept and Instructions 2. Video: Everything Is Not What It Seems – Activity Debrief 3. Student Handout: Everything Is Not What It Seems 4. Facilitator Notes
Class Discussion: Barriers to Communication	20 minutes	<ol style="list-style-type: none"> 1. Video: Barriers to Communication – Role-play 2. Video: Barriers to Communication - Debrief 3. Facilitator Notes
Wrap-Up 1	10 minutes	<ol style="list-style-type: none"> 1. Student Handout: Wrap-up 1 2. Facilitator Notes
SESSION 2 = 60 minutes		
Class Activity: Tell-a-Story	30 minutes	<ol style="list-style-type: none"> 1. Video: Active Listening - Debrief 2. Facilitator Notes
Class Discussion: Body Language Speaks Louder than Words	20 minutes	<ol style="list-style-type: none"> 1. Video: All About Handshakes 2. Video: Body Language Speaks Louder than Words – Concept and Debrief 3. Facilitator Notes
Wrap-Up 2	10 minutes	<ol style="list-style-type: none"> 1. Student Handout: Wrap-up 2 2. Facilitator Notes

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Lesson 6		
SESSION DETAILS	TIME	MATERIALS REQUIRED
SESSION 1 = 60 minutes		
Video: What Is Design Thinking?	5 minutes	Video: What Is Design Thinking?
Class Activity: Design Thinking - Myth Buster	15 minutes	<ol style="list-style-type: none"> 1. Video: Myth Buster - Activity Instructions 2. Video: Myth Buster - Activity Debrief 3. Student Handout: Design Thinking: Myth Buster 4. Facilitator Notes
Video: Understanding Design Thinking – Concept	10 minutes	Video: Understanding Design Thinking - Concept
Class Activity: Keep It, Junk It!	25 minutes	<ol style="list-style-type: none"> 1. Video: Keep It, Junk It! – Activity Overview 2. Video: Keep It, Junk It! – Activity Instructions 3. Video: Keep It, Junk It! – Activity Debrief 4. Facilitator Notes
Wrap Up	5 minutes	Not Applicable
SESSION 2 = 60 minutes		
Video: Design Thinking Process	10 minutes	<ol style="list-style-type: none"> 1. Video: Design Thinking Process – Introduction 2. Video: Design Thinking Process – Concept
Class Activity: Backpack Redesign Activity	45 minutes	<ol style="list-style-type: none"> 1. Video: Backpack Redesign – Overview 2. Video: Backpack Redesign – Activity Instructions 3. Video: Backpack Redesign – Activity Debrief 4. Student Handout: Design Thinking Process: Backpack Redesign 5. Facilitator Notes
Wrap Up	5 minutes	Not Applicable

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Lesson 7		
SESSION DETAILS	TIME	MATERIALS REQUIRED
SESSION 1 = 60 minutes		
Video: Customer Profiling	10 minutes	Video: Customer Profiling – Introduction and Concept
Class Activity: Customer Profiling	20 minutes	<ol style="list-style-type: none"> 1. Video: Types of Customers - Concept 2. Student Handout: Customer Profiling 3. Facilitator Notes
Video: What Is Wowing Your Customer?	10 minutes	Video: What Is Wowing Your Customer?
Class activity: Wowing your Customer	15 minutes	<ol style="list-style-type: none"> 1. Video: Wowing Your Customer – Activity Debrief 2. Student Handout: Wowing Your Customer 3. Facilitator Notes
Wrap Up		Not applicable
SESSION 2 = 60 minutes		
Video: Personal Selling – Concept and Process	5 minutes	Video: Personal Selling – Concept and Process
Class Activity: Personal Selling	50 minutes	<ol style="list-style-type: none"> 1. Video: Personal Selling – Activity Debrief 2. Student Handout: Personal Selling 3. Facilitator Notes
Wrap Up	5 minutes	Not applicable
SESSION 3 = 60 minutes		
Video: Show and Tell – Concept	5 minutes	Video: Show and Tell – Concept
Class Activity: Show and Tell	50 minutes	<ol style="list-style-type: none"> 1. Video: Show and Tell – Activity Instructions 2. Video: Show and Tell – Activity Debrief 3. Facilitator Notes 4. Objects/Props (for students to bring)
Wrap Up	5 minutes	Not applicable
SESSION 4 = 60 minutes		
Video: Elevator Pitch – Concept and Introduction	5 minutes	Video: Elevator Pitch – Concept and Introduction
Class Activity: Craft Your Elevator Pitch	50 minutes	<ol style="list-style-type: none"> 1. Video: Elevator Pitch – Debrief and Myths 2. Facilitator Notes 3. Notepads and pens
Wrap Up	5 minutes	Not applicable

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Lesson 8		
SESSION DETAILS	TIME	MATERIALS REQUIRED
Session 1: Introduction to Risk-taking and Resilience = 60 minutes		
Class Activity: Managing Risks and Learning from Failure - Myth Buster	30 minutes	<ol style="list-style-type: none"> 1. Video: Risks and Myths - Myth Buster Activity 2. Student Handout/ Workbook 3. Facilitator Notes
Video: Introduction to Risk and Resilience	10 minutes	Video: Introduction to Risk and Resilience
Class Activity: Let's Discuss Risks	15 minutes	<ol style="list-style-type: none"> 1. Video: Let's Discuss Risks - Activity 2. Facilitator Notes
Wrap Up	5 minutes	Not Applicable
Session 2: Managing Risks = 60 minutes		
Video: Managing Risks	15 minutes	Video: Managing Risks
Class Activity: Understanding Risks Through Risk Takers	40 minutes	<ol style="list-style-type: none"> 1. Video: Understanding Risks Through Risk-takers – Activity 2. Facilitator Notes
Wrap Up	5 minutes	Not Applicable

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Lesson 9		
SESSION DETAILS	TIME	MATERIALS REQUIRED
SESSION 1 = 60 minutes		
Class Activity: The Big Debate	60	<ol style="list-style-type: none"> 1. Video: The Big Debate – Scenario and Activity Instructions 2. Student Handout: The Big Debate Scenario 3. Facilitator Notes
SESSION 2 = 60 minutes		
Class Activity: Why Do I Do What I Do?	40	<ol style="list-style-type: none"> 1. Video: Why Do I Do What I Do? – Activity Introduction and Instructions 2. Facilitator Notes
Video: Till We Meet Again	10	Video: Till We Meet Again
Wrap Up	10	Not applicable