

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

| Lesson 1 | | |
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| 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 | | |
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| 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 | | |
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| 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 | | |
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| 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 | | |
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| 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 | | |
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| 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 | | |
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| 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 | | |
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| 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 | | |
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| 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 |