



skilloon

ENTREPRENEURIAL SKILLS FOR STUDENTS



SKILLOON USED IN FINLAND

EDUCATION EXPORT
FINLAND

nbi
NOT A BAD IDEA





skilloon

has been developed in cooperation with
several Finnish schools, universities and
research groups and involves a high degree of
international cooperation.

Entrepreneurial learning in practice	Self-evaluations & school evaluations	Personal and group tasks	Logbook – personal portfolio
The ground of entrepreneurial learning (Seikkula-Leino, 2016)	Trust		
	Get to know yourself		
	Cooperation		
	Learn to set goals		
	Practice success		
	Path to future studies and working life		

SKILLOON MAIN TABLE OF CONTENTS

FOR STUDENTS

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YOU NEED DREAMS FOR SUCCESS!

PLANNING FOR THE FUTURE IS EASIER IF YOU FIND OUT ABOUT DIFFERENT JOBS

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BACKGROUND INFORMATION



“SKILLOON is something that we’ve been waiting for in education. It is more than learning material. It is a learning environment supporting students’ self-evaluation, self-guidance and self-esteem. It has concrete tasks that will help students in their future working life.

I am using SKILLOON for student counseling. My colleague uses it for business courses. There are a wide variety of ways to use it.

You can just adjust SKILLOON to your purposes. And tailoring it to suit your needs doesn’t take much time.”

- Antti Ahonen, Student counselor and teacher trainer, who has been teaching and mentoring students for over 25 years.

THE KEY OF TRAINING SUCCESSFUL STUDENTS

In our fast-changing world, students require a variety of skills. They need to have a sense of responsibility, a capacity for self-guidance and the skills to seek new opportunities in job markets. Students need to be creative and active, as well as co-operative in their approach to studies and their future work life. Fortunately, these skills can be learned.

**It is all about developing an
entrepreneurial mindset!**

OUR SOLUTION

SKILLOON FOSTERS AN ENTREPRENEURIAL MINDSET IN ITS STUDENT PARTICIPANTS. IT WORKS LIKE A PERSONAL TRAINER FOR STUDENTS. A SERIES OF CONCRETE TASKS ORIENTATES STUDENTS TOWARDS WORKING LIFE AND TOWARDS DEVELOPING NEW BUSINESSES. SKILLOON IS RESEARCH-BASED PLATFORM THAT OFFERS RELIABLE AND VALID EVALUATION TOOLS FOR ENTREPRENEURIAL LEARNING. STUDENTS IMPLEMENT THEIR OWN PERSONAL DEVELOPMENT PORTFOLIO CALLED LOGBOOK THAT MAY BE USED FOR COURSE ASSIGNMENTS. WITH SKILLOON, TEACHERS AND MENTORS GUIDE STUDENTS TOWARDS THE SKILLS THEY WILL NEED IN THE 21ST CENTURY.



THE FINNISH NATIONAL AGENCY OF EDUCATION'S QUALITY LABEL FOR NOT A BAD IDEA DEVELOPING SKILLOON AND BEING OF ITS OFFICIAL EDUCATION PARTNER. THE AGENCY IS FUNDING NATIONAL SKILLOON DEVELOPMENT IN FINLAND.



THE FINNISH MINISTRY OF EDUCATION AND CULTURE IMPLEMENTED SKILLOON AND THE NATIONAL DIGITRAINER -PROJECT IN THE LATEST NATIONAL STRATEGY FOR ENTREPRENEURSHIP EDUCATION.



Ministry of
Education
and Culture

EDUCATION EXPORT
FINLAND



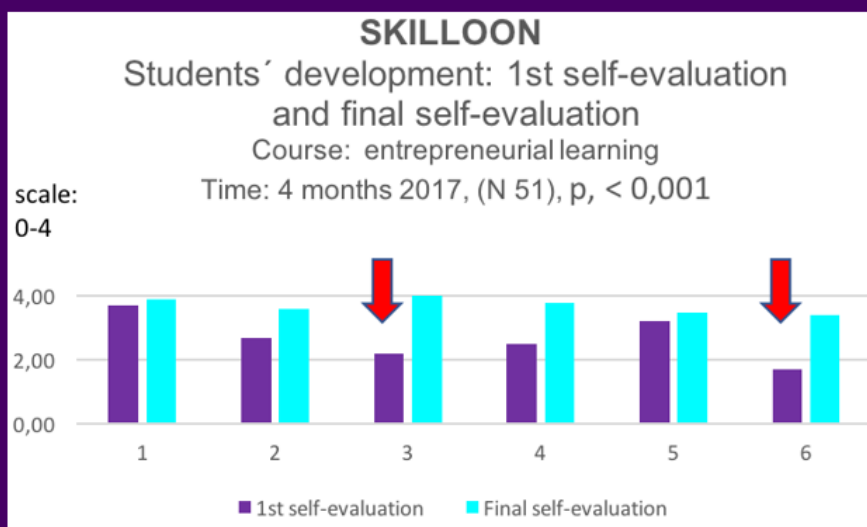
FINNISH NATIONAL
AGENCY FOR EDUCATION

Over 100 registered schools are using SKILLOON

SKILLOON international piloting: Brazil, Estonia, USA,
United Arab Emirates

RESULTS FROM FINLAND

RESULTS



1. TRUST

2. GET TO KNOW YOURSELF

3. COOPERATION

4. LEARN TO SET GOALS

5. PRACTICE SUCCESS

6. ESTABLISH YOUR PATH
TO FURTHER STUDIES AND
WORK LIFE



FINNISH COURSE EXAMPLES

Course: The basic course for SKILLOON

Chosen required tasks, 15 in total. No compulsory modules.

PRACTICE HOW TO ACHIEVE THE TRUST AND RESPECT OF OTHERS – WORK SKILLS

LEARN TO KNOW YOURSELF AND OTHERS – EVERYONE IS SPECIAL

PRACTICE OPEN COLLABORATION – WORK SKILLS

LEARN TO SET GOALS

LEARN TO SUCCEED – EXPERIENCE THE JOY OF BEING COMPETENT

ESTABLISH YOUR PATH TO FURTHER STUDIES AND WORK

Course aims:

- 1) You will develop entrepreneurial skills in one month.
- 2) You will carry out entrepreneurial exercises that you can decide for yourself.
- 3) You will work together with others.
- 4) In line, you develop your personal portfolio of entrepreneurial learning

Other information:

Make at least five exercises together with your friends!



Course: I believe in myself

Chosen compulsory tasks in modules

PRACTICE HOW TO ACHIEVE THE TRUST AND RESPECT OF OTHERS – WORK SKILLS

LEARN TO KNOW YOURSELF AND OTHERS – EVERYONE IS SPECIAL

PRACTICE OPEN COLLABORATION – WORK SKILLS

Course description:

Practice accepting yourself as you are. Failure is natural for everyone. This awareness training will help you in current and future life.

You can learn how to achieve the trust and respect of others. For example, you can focus on making promises and keeping them. Practice receiving appreciation by presenting your ideas and thoughts.

You can also develop acceptance and taking others into account. Listen to others, develop team-working attitude, and practical group work!





Course: Set goals and succeed - together with friends

Chosen compulsory tasks in modules

PRACTICE OPEN COLLABORATION – WORK SKILLS

LEARN TO SET GOALS

LEARN TO SUCCEED – EXPERIENCE THE JOY OF BEING COMPETENT

Course description:

In the future, collaboration and team skills will play even more important role in working life than they do today. Practice team-working attitude, and practical group work! Practice goal setting and planning. This will also help you in your studies.

Train in order to be proud of yourself and happy when you succeed. Analyze how you can take advantage of your strengths and weaknesses. Make a plan to achieve success!





Course: Encouraging distance learning and independent study!

Chosen required tasks, 17 in total. Compulsory tasks in modules:

PRACTICE HOW TO ACHIEVE THE TRUST AND RESPECT OF OTHERS - WORK SKILLS

LEARN TO SET GOALS

LEARN TO SUCCEED - EXPERIENCE THE JOY OF BEING COMPETENT

ESTABLISH YOUR PATH TO FURTHER STUDIES AND WORK

Course aims:

- You will learn to plan your independent study.
- You will prepare yourself for the challenges of distance learning.
- You will develop a positive attitude towards distance learning.
- You will put together “a successful learner’s plan” for distance learning. Then you will implement it.
- You will write a learning journal.
- You will develop an entrepreneurial way of thinking and acting.

Further information:

The course will support you as you participate in a distance-learning course and in independent study. In addition, it will help you develop study methods that benefit your other studies.

Your teacher/mentor will give you weekly feedback on how you plan your studies and how you approach your aims. That is why it is important for you to complete a new task every week by Friday / or make additions to a task you are working on.

It is essential that you study continuously. Don’t try to accomplish these tasks at the end of the distance-learning course. Ideally, you should start almost all the compulsory tasks of the course immediately. This will help you succeed in both your distance learning and in your independent study.

With each task note the way in which it helps you achieve your distance learning objectives / or your independent study. For example, write your aims for the distance-learning course in the study plan and include a timetable. First do the compulsory tasks in this course: * Efficient Goal Setting * The learning journal - add entries throughout the course. You will find all the compulsory tasks from the course task menu. There are 9 compulsory tasks. In addition, to complete the course, you must do 8 optional tasks.



Skiloon shows on-time data on each of your students. Their balloon will fly higher the more tasks are completed.



190
METERS

14/124

EXERCISES
COMPLETED

11.29%

ABOVE AVERAGE

190

METERS CLIMBED

51

DAYS REMAINING



Course: Practice job application

Chosen required tasks 15, compulsory tasks in modules

ESTABLISH YOUR PATH TO FURTHER STUDIES AND WORK

Course aims:

- 1) You will practice applying for a job in a simulated situation.
- 2) You will put together a job application and a CV.
- 3) You will develop an entrepreneurial mindset.





Course: Let's differentiate together

Compulsory tasks in modules

LEARN TO SET GOALS

Course aims:

- 1) You will achieve a good pass for a course on Mathematical differentiation.
- 2) You will solve mathematical problems with other members of your group – you will also concentrate on creating a positive atmosphere.
- 3) You will develop your business-oriented actions when studying mathematics, which will help you achieve success.

Information

Start completing the tasks as soon as the course begins. This also includes your learning journal.

I will comment on your journal every week. This is why you must also work with the SKILLOON course. This is not extra work because the SKILLOON course will help you succeed in Mathematics. Our aim is to ensure that learning about mathematical differentiation goes smoothly!

Please note! Complete all the course tasks in relation to Mathematics. For example, if you set aims for your studies, make sure you set your aims from the perspective of differentiation.

This way of working will impact your grade in Mathematics. If it can be seen that you are really putting some effort into your Mathematics studies, it can affect your course grade. (For example, a grade 7.4 can go up to 8.)

Best regards,

Lasse, your teacher



Course: Get inspired about entrepreneurship

Chosen compulsory tasks in modules:

ESTABLISH YOUR PATH TO FURTHER STUDIES AND WORK

Course aims:

- 1) You will develop interesting ideas for a company
- 2) You will put together a business plan and conduct a SWOT analysis
- 3) You will develop your business-oriented thinking and actions

Information

The course will encourage you to become an entrepreneur. You will start to generate ideas for a business with your course companions, and you will put together a business plan. If this is not yet the right time to establish a business, you will benefit from these plans later in your life. Or you will be able to develop new and improved business ideas based on these plans.

Optional tasks will help you develop your entrepreneurial thinking and actions.

Be brave when inventing ideas! Cooperate with others!

Please note! Each member of the group can add a group task to their own journal. In this way **everybody's personal journal** will show tasks that have been done together.



Course: Let's do business

Chosen required tasks, 27 in total. Compulsory tasks in module:

ESTABLISH YOUR PATH TO FURTHER STUDIES AND WORK

Course aims:

- 1) You will invent hilarious ideas for a business
- 2) You will develop plans for a business of your own
- 3) You will develop business thinking skills

Further information:

SKILLOON – completing this course is part of the school's entrepreneurial studies.



Course: Succeed in the final examinations

Compulsory tasks in module:

LEARN TO SET GOALS

LEARN TO SUCCEED – EXPERIENCE THE JOY OF BEING COMPETENT

Course aims:

- 1) You will learn to work in a methodical way before the final exam.
- 2) You will manage your time more effectively, and preparation for the exams will become easier.
- 3) You will invent new, motivating ways to prepare yourself for the final exams.

Further information:

Start completing the tasks as soon as the course begins. I will comment on your journal at least twice a week. The journal must show how you have progressed with the tasks you are doing. This SKILLOON course is part of the Student counseling 2 course. You will receive your final mark after I have approved your final reflection.



Research focus of SKILLOON

SKILLOON HAS BEEN DEVELOPED IN COOPERATION WITH SEVERAL FINNISH SCHOOLS, UNIVERSITIES AND RESEARCH GROUPS, AND INVOLVES A HIGH DEGREE OF INTERNATIONAL COOPERATION.

SKILLOON especially focuses on self-esteem improvement. Self-esteem is the basis of all activities. Self-esteem refers to how we experience ourselves. Self-evaluation is a part of self-esteem. It is often stated that a person has high or low self-esteem. Self-esteem is formed in the activities of groups, too. In a group with high self-esteem the members find themselves accepted. In a group, it is easy to communicate. It feels good to make plans about common goals. In a group results are also achieved. A strong group can also cope with setbacks. We can even gain new energy from setbacks.

Human beings are complex. Feelings about our own work and about our self-esteem in a community are key to our well-being in school. Well-being in school and enjoyment of work motivates students. It enhances the ability to cope and the commitment to attend school. The joy of work and study arises from expertise and a cooperative and positive atmosphere. These factors also improve the quality of education. The loss of joy of learning confuses the whole community and reduces effectiveness. We open the fundamental way to encourage joy of learning by improving the self-esteem of students, as well as to achieve effective and entrepreneurial behaviour. We combine our psychological and pedagogical starting points also with business economics research. How do we activate entrepreneurial behavior? How to guide students to future work life? How do we get tools for entrepreneurship?

Directors, principals, teachers and student counsellors are in key positions in establishing the conditions of school attendance. They have an impact on how the self-esteem of an individual student or the entire school develops. Students with high self-esteem usually perform well in the following areas: Security, Everyone is special, Collaboration, Goal setting and Competence.

- Feeling of security or emotional security: "I feel safe and trust my friends and teachers. I dare to try out new solutions. I know what is expected from me."
 - Everyone is special - individuality or harmonious identity: question "Who am I?"; freedom to shape an individual identity.
 - Collaboration: the feeling of belonging or the feeling of unity, "I feel that I am being accepted as a part of the community."
 - Towards goals and new opportunities: "I know what I believe in and where I go. I can set goals for my actions."
 - Feeling of competence: "I feel that I am an efficient student, who can also influence the actions of others. I solve problems. They serve my studies. I look for new opportunities and also take risks. I achieve my goals."
- (Borba, 1989; 1993)



We need entrepreneurship in the future even more than before.

The **entrepreneurial behaviour** of each person is the prerequisite for an entrepreneurial educational institute or another organisation. This may be, in addition to individuality, a collective phenomenon. Entrepreneurial behavior refers to an overall entrepreneurial attitude and approach in all areas of life. This way visions for the future become emphasized as well as the will and possibility to influence it. This includes taking responsibility for one's own life and actions, for example for the performance of work or income. This facilitates for example addressing challenges in all areas of life.

Entrepreneurial thinking can be seen as a resource of entrepreneurship. Entrepreneurial thinking connects successful companies and organizations. Entrepreneurial thinking refers to an active and creative way of thinking, which takes advantage of uncertainty in business life as well as in other entrepreneurial activities, such as studying. Entrepreneurial thinking establishes cognitive adaptability and workability, namely the capacity to be dynamic, flexible, adjustable, renewable and creative in changing and uncertain environments. Therefore, this is about learning and development. Entrepreneurial behaviour also means attentive and motivated behaviour in working life and in other areas of life.

Regardless of profession, job or other areas of life, entrepreneurial behaviour is pursued increasingly. The values and ways in which an organisation or another environment works influence students and employees. They may either improve or incapacitate voluntary actions, problem solving capabilities and other features of entrepreneurial behaviour. Thus, it is important to focus on methods, for example in schools, which support the stimulation of entrepreneurial behaviour.

The content of students' SKILLOON also focuses on working life and entrepreneurship. We also talk about employment readiness, orientation to further studies and economic governance. Generating new business ideas is a part of entrepreneurship. This can also mean generation of new ideas for the development of the workplace of students, which is their own school.

All these topics have been taken into consideration based on research in the SKILLOON. And they are placed under the following titles:

1. Trust and respect
 2. Everyone is special
 3. Open collaboration
 4. Towards goals and new opportunities
 5. Pleasure and competence
 6. Working life and entrepreneurship
- (Seikkula-Leino 2016)

Entrepreneurial learning in practice	Self-evaluations & school evaluations	Personal and group tasks	Logbook – personal portfolio
The ground of entrepreneurial learning (Seikkula-Leino, 2016)	Trust		
	Get to know yourself		
	Cooperation		
	Learn to set goals		
	Practice success		
	Path to future studies and working life		

The self-evaluation, feedback system, optional packages, group activities and the LOGBOOK of the designed SKILLOON for students are based on these modules.