STRONG SOCIAL ENTERPRENEUR GIRLS

Co-funded by
the European Union

SSEG

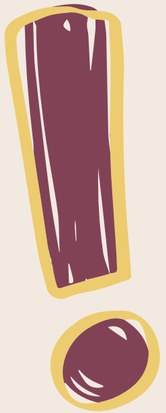
STRONG SOCIAL
ENTREPRENEUR GIRLS

2024-1-DE02-KA210-VET-000245119

MODULE 1: INTRODUCTION TO TECHNOLOGICAL TRANSFORMATION

Module Snapshot
·Duration: 20–24 hours total
(e.g., 2×2h per week over 4–6 weeks)
·Audience: Disadvantaged female students (upper secondary / early tertiary)
·General purpose: Understand how technology transforms markets and build practical skills to leverage these shifts.

LEARNING OBJECTIVES



- Explain the concept and drivers of technological transformation.
- Recognize core technologies (digitalization, automation, AI, IoT) and their sector impacts.
- Analyze real cases using simple frameworks (PESTLE, SWOT).
- Translate insights into a basic tech-enabled entrepreneurial idea.
- Articulate personal employability goals and micro-actions for the next 3-6-12 months.

ASSESSMENT MODEL

Component	Weight
Participation & Engagement (polls, Q&A, peer feedback)	20%
Case Study Presentation	30%
Entrepreneurial Pitch/Proposal	30%
Reflection Journal/Paper	20%

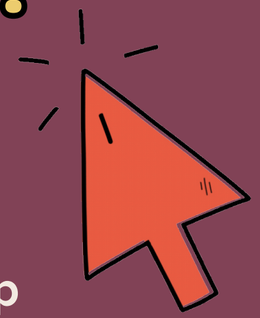
SESSION PLAN(RECOMMENDED)

#	Focus	Time
1	What is Technological Transformation? – definitions, waves, societal & economic effects; quick poll	2H
2	Core Technologies & Concepts – digitalization, automation, AI, IoT; Case Study Analysis	2H
3	Strategy Interactive Videos – women leading with tech; guided reflection	2H
4	Trend Scanning Workshop – PESTLE practice; 'Trend Card' outputs	2H
5	From Insight to Idea – value proposition; no-code/prototyping; Idea Canvas	2H
6	Team Presentations & Good-Practice Interview; action plans	2H

Session 1: What is Technological Transformation?

Goals:
·Define ‘technological transformation’ and distinguish it from digitization.
·Connect historical milestones to current market shifts.
·Surface opportunities and risks (inclusion, privacy, digital divide).

Flow:
- Interactive Lecture (35’): concise capsules with 3 micro check-ins.
- Activity ‘Milestones to Markets’ (30’): map a tech milestone → 2 market effects → 1 equity risk.
- Group Discussion (15’): demand vs. supply drivers; who benefits first/last?
- Exit Ticket (10’): one insight + one open question.



Materials:
·Slide deck (8–10 slides)
·Sticky notes, timeline strip
·Timer/poll tool

Assessment Links:
·Participation credit towards 20%

Facilitation Tips:
·Use plain language; summarize every 10 minutes; keep a public glossary on the wall.

Session 2: Core Technologies and Key Concepts

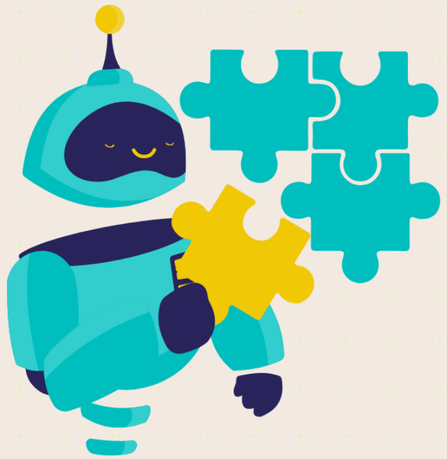
Goals:
·Understand digitalization, automation, AI, IoT at a high level.
Identify sectoral opportunities and risks

Flow:
- Interactive Lecture (30′): four capsules (Digitalization/Automation/AI/IoT).
- Case Study Analysis (50′): team PESTLE + data/evidence; define problem, tech role, quick win.
- Report-out (30′): 3-slide huddle pitch; 1 peer question per team

Materials:
·Case briefs (finance, healthcare, manufacturing, retail)
·PESTLE worksheet
·Timer

Assessment Links:
·Case Study Presentation (contributes to 30%)

Assessment Links:
·Case Study Presentation (contributes to 30%)



Session 3: Strategy Interactive Videos – Women Leading with Tech

Goals:
·Observe applied strategies in relatable contexts.
·Translate lessons to local opportunities.

Flow:
- Watch & Note (20'): 2 short profiles; provide transcripts if needed.
- Guided Reflection (25'): structured worksheet (problem, tech, barrier, outcome, replication).
- Mini-Studio (35'): pairs record a 60-sec 'learning capsule' for the cohort space.

Materials:
·Video files or links + transcripts
·Reflection worksheet
·Recording device/phones

Assessment Links:
·Reflection Journal (contributes to 20%)

Facilitation Tips:
·Offer low-bandwidth alternatives (printed summaries); encourage first-time speakers.

Session 4: Market Trend Scanning – Tools and Practice

Goals:
·Practice PESTLE to interpret signals and drivers.
·Identify inclusive safeguards for emerging opportunities.
Flow:
- Interactive Lecture (20′): signals, drivers, common data sources.
- Workshop (60′): teams produce a 1-page Trend Card (signal → driver → opportunity → risk → safeguard).
- Share-outs (20′): 60-sec lightning talks with one chart or table.
Materials:
·Trend Card template
·Markers/flipcharts
Assessment Links:
·Participation credit
Facilitation Tips:
·Model one example; use a +1/Δ1 feedback rule during carousel review.

Session 5: From Insight to Idea – Entrepreneurship Primer

Goals:

·Craft a value proposition and tie it to technology's role.

·Draft a simple idea canvas and a 90-second pitch.

Flow:

- Micro-Inputs (20'): value proposition, customer segments, no-code prototyping, ethics.
- Group Workshop (70'): Idea Canvas; define first user test and success metric.
- Desk Critique (30'): rotating feedback using feasibility × impact grid.

Materials:

·Idea Canvas template

·Timer

·Post-its

Assessment Links:

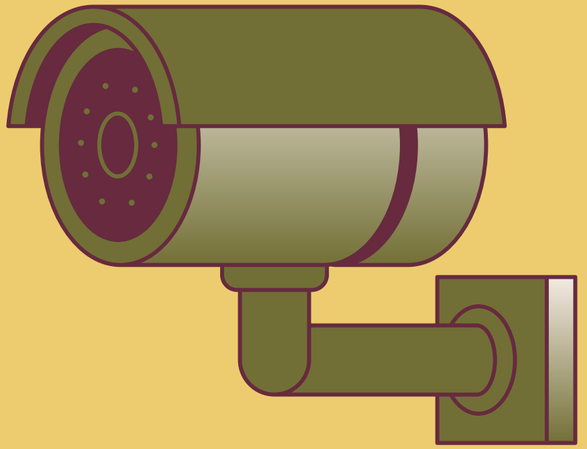
·Entrepreneurial Pitch/Proposal (contributes to 30%)

Facilitation Tips:

Keep ideas scoped; prioritize a single 'first test' within 2 weeks

Session 6: Presentations and Good-Practice Interview

Goals:
·Synthesize learning and receive feedback from peers and a role model.
·Set personal action plans (skills, credential, mentor).
Flow:
- Team Presentations (60′): 3–4 min per team + 1 min Q&A.
- Good-Practice Interview (30′): local company/NGO on adoption story and emerging roles.
- Module Close (30′): personal action plan — 3 skills, 1 micro-credential, 1 mentor.
Materials:
·Projector
·Rubric printouts
·Action-plan sheet
Assessment Links:
·Rubrics applied (see below); final reflection submitted within 48h.
Facilitation Tips:
·Time-box strictly; ensure at least one question from under-represented voices each round.



Rubrics (10-point scales)

Case Study Presentation

Criterion	0-10
Evidence & Analysis (use of data/PESTLE)	
Relevance & Clarity (problem/tech fit)	
Applicability (quick win, feasibility)	

Rubrics (10-point scales)

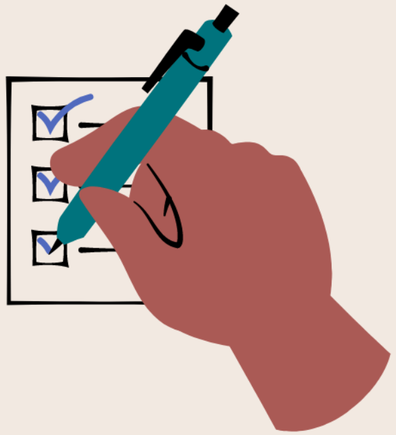
Reflection Journal

Criterion	0-10
Problem & Audience clarity	
Tech Strategy (why this tech)	
Feasibility & Impact (first test, metric)	

Rubrics (10-point scales)

Entrepreneurial Pitch/Proposal

Criterion	0-10
Problem & Audience clarity	
Tech Strategy (why this tech)	
Feasibility & Impact (first test, metric)	



Inclusion & Safety Notes

- ***Use plain-language summaries; build a live glossary.***
- ***Offer transcripts/printables for low-bandwidth contexts.***
- ***Rotate team roles; set discussion norms; plan generous breaks.***
- ***Highlight privacy, fairness, and accessibility in every tech choice.***

SSEG

STRONG SOCIAL
ENTREPRENEUR GIRLS

Topic 2: Evolution of Technology in Global Markets

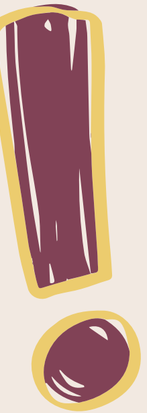
Topic Snapshot

·Recommended duration: 4 hours (2 × 2h sessions) — adaptable to a single half-day block

·Audience: Disadvantaged female students (upper secondary / early tertiary)

·Aim: Explore why and how technology evolves rapidly; understand core technologies (digitalization, automation, AI, IoT) and map opportunities, risks, and ethics.

LEARNING OBJECTIVES



(Topic 2)

- Explain drivers of accelerating innovation and exponential change.
- Describe fundamentals and typical applications of digitalization, automation, AI, and IoT.
- Identify opportunities (efficiency, access, inclusion) and challenges (privacy, bias, digital divide).
- Apply a simple framework to connect technology features to sector outcomes and ethical safeguards.

Alignment to Module Structure

- Maps to Module §2.2: Accelerating innovation; influential technologies; opportunities & challenges.
- Uses module-wide activities: Interactive Lectures, Case Study Analysis, Strategy Videos, Workshops, Presentations, Reflection.

Session 1: Why tech evolves fast + Core technologies overview

Goals:

·Name three drivers of accelerating innovation (e.g., computing cost curves, data availability, networks).

·Explain in one sentence each: digitalization, automation, AI, IoT.

Flow:

- Interactive lecture (25′): ‘acceleration’ drivers; tech S-curves; short poll (2 questions).
- Concept capsules (20′): 4×5′ micro-explanations (digitalization, automation, AI, IoT) with 60′′ pair-checks.
- Quick Quiz (10′): 5 items; clarify misconceptions in plenary.
- Mini-lab (25′): Technology-to-Outcome mapping: choose a sector and map {feature → outcome → metric}.

Session 1: Why tech evolves fast + Core technologies overview

Materials:

- Slide deck (10–12 slides)
- Quiz sheet (5 questions)
- Mapping worksheet (provided in pack)

Assessment Links:

- Participation points (quiz + pair-checks) feeding into 20%

Facilitation Tips:

- Keep jargon minimal; use live glossary; invite examples from local context.

Session 2: Opportunities and challenges – ethics, privacy, inclusion

Goals:
·List at least two opportunities and two risks for a chosen technology in a sector.
·Suggest one concrete safeguard (design/policy) per risk.

Materials:
·Case briefs
·Ethics & Risk Map worksheet
·Tech Impact Canvas
·Timer

Flow:
- Prompted discussion (15′): ‘Who benefits first? Who risks being left out?’
- Case Study Analysis (40′): Teams complete an Ethics & Risk Map for a sector case (finance/healthcare/manufacturing/retail).
- Strategy Video (15′): Short success story (woman leader using AI/IoT) → extract 2 actionable tactics.
- Workshop (20′): Build a 1-page Tech Impact Canvas (problem, tech, beneficiary, risk, safeguard, first test).
- Share-outs (10′): 60-sec lightning per team; one peer question each.

Assessment Links:
·Short ‘Tech Brief’ (1 page) graded via rubric; contributes to Case/Presentation bucket
Facilitation Tips:
·Rotate team roles; ensure quieter voices present; time-box tightly.

Assessment and Rubrics (10-point scales)

Participation

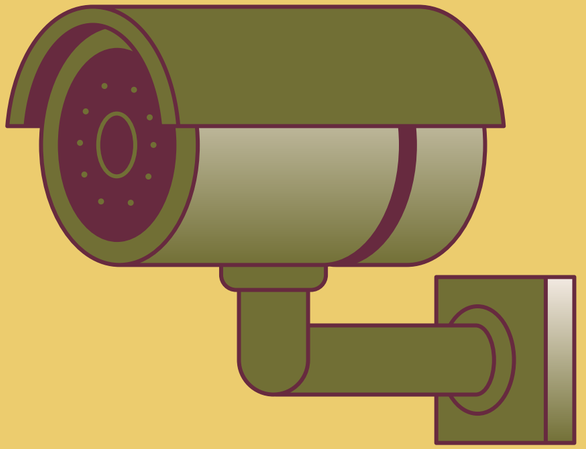
Behavior	Evidence
Engagement in polls, pair-checks, Q&A	Poll answers, questions asked
Peer feedback quality	+1/Δ1 comments on worksheets

Materials Checklist

·***Slides:***
Acceleration drivers; core tech capsules; opportunities & risks examples
·***Printouts:***
Quiz, Mapping worksheet, Ethics & Risk Map, Tech Impact Canvas
·Video(s) + transcript; projector; markers/flipcharts

Inclusion and Safety

- *Provide transcripts/print alternatives; low-bandwidth backups*
- *Rotate roles; set norms to avoid interruptions*
- *Highlight privacy, bias, accessibility in every example*



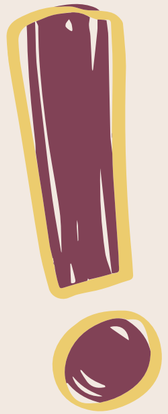
Topic 3: Global Market Trends Impacted by Technology

Topic Snapshot
·Recommended duration: 4 hours (2 × 2h sessions) — adaptable to a single half-day block
·Audience: Disadvantaged female students (upper secondary / early tertiary)
·Aim: Identify and analyze global market trends shaped by technology; translate insights into opportunities, risks, and practical next steps.

LEARNING OBJECTIVES

(Topic 3)

- Identify key global market trend families influenced by technology (e.g., platformization, servitization, hyper-personalization, remote/hybrid, Industry 4.0/5.0, green and circular).
- Scan for 'signals of change' and organize them with PESTLE to explain why a trend is accelerating.
- Assess inclusion, privacy, and security implications; propose safeguards.
- Translate trends into opportunity statements, roles/skills, and simple KPIs.



Alignment to Module Learning Activities

·Uses: Interactive Lectures, Case Study Analysis, Strategy Videos, Group Workshops/Discussions, Presentations/Good-Practice Interviews, Reflection Journal.

Session 1: Trend Landscape +Signal Scanning

Goals:

·Recognize major technology-driven trend families and their business/consumer impacts.

·Collect and categorize ‘signals of change’ using a structured log.

Flow:

- Interactive Lecture (20’): trend families (platformization, servitization, hyper-personalization, remote/hybrid, Industry 4.0/5.0, digital payments/fintech, cyber & data sovereignty, green/circular).
- Gallery Walk (15’): sample trend cards displayed; learners add sticky notes with examples from their context.
- Signals Scavenger Hunt (30’): teams find 4 signals (policy, product, behavior, investment) and record them in the Signals Log.
- PESTLE Huddle (20’): assign each signal to PESTLE factors; discuss which drivers matter most.
- Trend Radar Build (25’): place trends by time horizon (Now/Near/Mid/Far) and impact (low/high).

Session 1: Trend Landscape +Signal Scanning

Materials:

·Slides; printed trend cards; Signals Log worksheet; PESTLE map; Trend Radar template; markers/post-its

Assessment Links:

·Participation credit feeding into 20% (quality of signals and contributions).

Facilitation Tips:

·Use local/sector-relevant examples; keep jargon low; invite quieter voices early.

Session 2: Sector Deep-Dive + Mini Scenario Planning + KPIs

Goals:
·Explain how a chosen trend could reshape a sector's value chain.
·Develop a short scenario (2×2 uncertainties) and derive 'no-regrets' moves and simple KPIs.

Materials:
·Sector brief; 2×2 matrix template; KPI table; timer; projector

Flow:
-- Case Study Analysis (30'): sector brief (finance, healthcare, manufacturing, retail, public services) → map trend impacts on customers, operations, partners.
- 2×2 Scenario Sprint (30'): pick two critical uncertainties; draft 4 quadrants with headlines & implications.
- KPI & Leading Indicators (20'): choose 3 measurable signals to watch; define owner and cadence.
- Lightning Presentations (20'): 90-sec per team + 1 question from peers.
- Good-Practice Interview (optional 15'): invite practitioner video/guest to validate assumptions

Assessment Links:
·Mini-presentation graded via rubric; contributes to Case/Presentation bucket (30%).
Facilitation Tips:
·Time-box tightly; enforce one-sentence headlines; focus on testable indicators.

Assessment and Rubrics (10-point scales)

Mini-Presentation / Trend Deep-Dive

Criterion	0-10
Clarity of Trend & Drivers (signals + PESTLE)	
Sector Application (value chain, stakeholders)	
Scenario Rigor (uncertainties, implications)	
KPIs & ‘No-Regrets’ Moves (specific, measurable)	

Assessment and Rubrics (10-point scales)

Participation

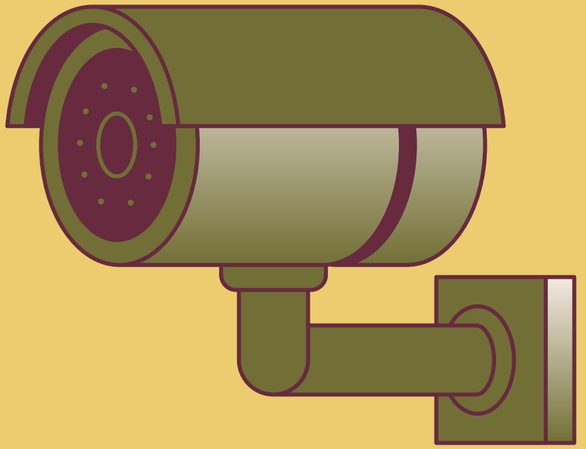
Behavior	Evidence
Signals shared; quality of examples	Poll answers, questions asked
Constructive peer questions	At least one question per team

Materials Checklist

·Slides: trend families; drivers; sector examples
·Printouts: Signals Log, PESTLE map, Trend Radar, 2×2 Scenario grid, KPI table, Mini-Case brief
·Optional video + transcript; projector; markers/flipcharts

Inclusion and Safety

- *Provide transcripts/print alternatives; low-bandwidth backups*
- *Rotate team roles; set norms to avoid interruptions*
- *Encourage examples from learners' communities; address privacy, fairness, accessibility*



Topic 4: Entrepreneurship in a Technological Era

Topic Snapshot
·Recommended duration: 4 hours (2 × 2h sessions) — can extend to 6h with a pitch showcase.
·Audience: Disadvantaged female students (upper secondary / early tertiary).
·Aim: Turn tech-driven insights into validated opportunities and simple, testable business models.

LEARNING OBJECTIVES

(Topic 4)

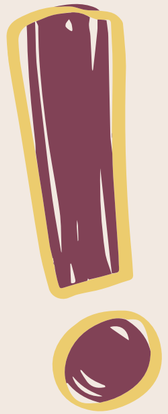
·Adopt an entrepreneurial mindset: curiosity, bias-to-action, iteration.

·Use problem discovery (personas, Jobs-to-Be-Done) to frame opportunities.

·Validate riskiest assumptions via quick, ethical experiments (MVPs, prototypes, no-code/AI tools).

·Sketch a lean business model (value proposition, segments, channels, revenue, cost) and basic unit economics.

Pitch a solution clearly, showing inclusion, privacy, and accessibility safeguards



Alignment to Module Learning Activities

·Interactive Lectures, Case Study Analysis, Strategy Videos, Group Workshops/Discussions, Presentations/Good-Practice Interviews, Reflection Journal.

Session 1: From Problem to Opportunity – Discovery and Validation

Goals:
·Frame problems with personas and Jobs-to-Be-Done (JTBD).
Identify riskiest assumptions; plan quick, ethical tests

Flow:
- Interactive lecture (20′): entrepreneurial mindset; JTBD; assumption types (desirability/feasibility/viability).
- Opportunity Map workshop (35′): persona → pains/gains → JTBD → opportunity statement.
- Customer interview role-play (30′): use the Interview Guide; avoid leading questions; rotate roles.
- Assumption & Evidence Log (15′): list top 3 risks and planned tests; peer swap for critique

Session 1: From Problem to Opportunity – Discovery and Validation

Materials:

·Slides; Opportunity Map worksheet; Interview Guide; Assumption & Evidence Log; timer

Assessment Links:

·Participation credit (listening & questioning); Reflection Journal entry (due in 48h).

Facilitation Tips:

·Model a bad vs good question; ensure psychological safety; emphasise consent & data privacy.

Session 2: From Idea to MVP – Lean Model, Unit Economics and Pitch

Goals:
·Connect solution concept to clear value proposition and segments.
·Plan a small MVP experiment with success metrics and safeguards.
·Outline pricing, simple unit economics, and go-to-market steps.
·Deliver a 90-second inclusive pitch.

Flow:
- Micro-inputs (20′): Lean/Idea Canvas; MVP patterns (concierge, landing page, wizard-of-oz); basic unit economics (CAC, LTV; break-even).
- Team build (50′): fill Lean Canvas + MVP Experiment Plan + KPI table; define a 2-week test.
- Pitch studio (30′): 90-sec pitch using outline; peer scorecards (+1/Δ1 feedback).
- Wrap (20′): risks & safeguards checklist; personal next steps.

Session 2: From Idea to MVP – Lean Model, Unit Economics and Pitch

Materials:
·Lean/Idea Canvas; MVP Plan; KPI & Unit Economics sheet; Pitch Outline & Scorecard

Assessment Links:
·Entrepreneurial Pitch/Proposal (contributes to 30%); Case/Presentation (if using a mini-case)
Facilitation Tips:
·Time-box; prioritise one test; keep math simple/transparent; remind about accessibility/privacy.

Assessment and Rubrics (10-point scales)

Entrepreneurial Pitch/Proposal

Criterion	0-10
Problem & Beneficiary clarity	
Value Proposition & Tech fit	
Feasibility & MVP plan (metric/threshold)	
Ethics & Inclusion (privacy, accessibility, fairness)	

ASSESSMENT AND RUBRICS (10-POINT SCALES)

Participation

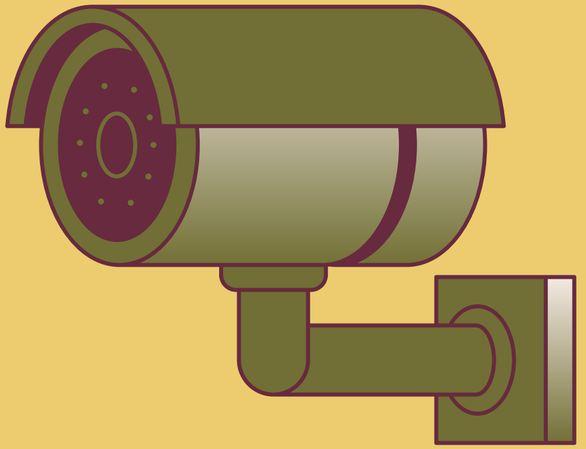
Behavior	Evidence
Quality of questions & peer feedback	+1/Δ1 comments; Interview notes
Engagement with worksheets	Completed maps/logs/canvas

MATERİALS CHECKLİST

·Slides: JTBD, assumptions, MVP patterns, Lean Canvas, unit economics basics
·Printouts: Opportunity Map; Assumption & Evidence Log; Interview Guide; Lean Canvas; MVP Plan; KPI table; Pitch Outline & Scorecard
·Projector; markers/flipcharts; timer; optional video + transcript

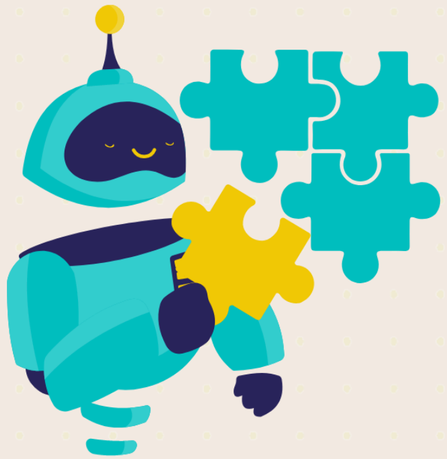
INCLUSION AND SAFETY

·Use plain-language; create a live glossary; offer transcripts/printables.
·Rotate roles; set ‘one-mic’ rule; schedule breaks; consider caregiving constraints.
·Collect only necessary data; obtain consent; anonymise/store securely.



90-Second Pitch Script (suggested)

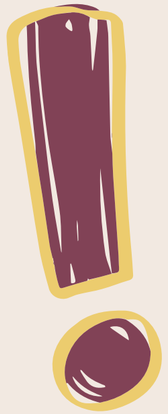
1. Problem & who is affected (20s)
2. Solution & technology role (40s)
3. Why now? (20s)
4. Impact & first test (10s)



Topic 5: Practical Market Transformation Case Studies

Topic Snapshot
·Recommended duration: 4–6 hours (2 × 2–3h sessions) — can be expanded into a 1-day case lab.
·Audience: Disadvantaged female students (upper secondary / early tertiary).
·Aim: Analyze real transformation cases, estimate impact with lightweight data, and design a practical, ethical implementation roadmap for the local context.

LEARNING OBJECTIVES



(Topic 5)

- Deconstruct market transformation cases (problem, technology, business model change, outcomes).
- Compare cases across sectors and extract transferable patterns.
- Estimate impact using simple assumptions and defend choices transparently.
- Draft an implementation roadmap with roles (RACI), risks, KPIs, and safeguards.
- Present a concise 'localization plan' pitch.

Alignment to Module Learning Activities

·Interactive Lectures (micro-inputs), Case Study Analysis, Strategy Videos (optional), Group Workshops/Discussions, Presentations/Good-Practice Interviews, Reflection Journal.

Session 1: Case Clinic and Comparative Analysis

Goals:

·Understand structure of a strong case study and standardize evidence capture.

·Identify transferable patterns across at least three sectors.

- Interactive micro-input (15′): anatomy of a transformation case (context, problem, tech, model shift, outcomes, ethics).
- Case Dossier work (40′): teams fill ‘Case Study Dossier’ for 2–3 cases (diverse sectors).
- Comparative Matrix (30′): cross-case similarities/differences; extract 3 ‘design patterns’.
- Plenary share (20′): each team presents one high-value pattern + one cautionary tale.

Session 1: Trend Landscape +Signal Scanning

Materials:
·Case descriptions/links; Case Study Dossier; Comparative Analysis Matrix; timer

Assessment Links:
·Participation credit (quality of evidence captured); contributes to 20%.

Facilitation Tips:
·Assign roles (facilitator/timekeeper/scribe/speaker); ask for one data point per claim

Session 2: Impact Estimation and Implementation Roadmap

Goals:
·Build a transparent back-of-the-envelope impact estimate with 3–5 metrics.
·Design a phased roadmap with RACI, KPIs, and risk mitigations; prepare a 3-minute pitch.

Flow:
- Data-lite estimation (30’): use the ‘Data→Insight Estimator’ to compute time/cost/quality deltas.
- Roadmap studio (45’): define phases, tasks, owners, dependencies; fill RACI and KPI tables.
- Risk register (15’): top 5 risks with likelihood/impact and triggers.
- Pitch clinic (20’): 3-minute localization plan + 1 minute Q&A; peer scorecards.

Session 2: Impact Estimation and Implementation Roadmap

Materials:

·Estimator worksheet; Roadmap table; RACI; KPI sheet; Risk register; Pitch scorecard

Assessment Links:

·Mini-presentation graded by rubric; contributes to Case/Presentation bucket (30%).

Facilitation Tips:

·Keep math simple and visible; mark assumptions clearly; enforce inclusive safeguards

Assessment and Rubrics (10-point scales)

Localization Plan — 3-Minute Pitch

Criterion	0-10
Problem & Context clarity	
Transferable Pattern & Tech Fit	
Roadmap (phases, RACI, KPIs)	
Ethics & Inclusion (privacy, accessibility, fairness)	
Ethics & Inclusion (privacy, accessibility, fairness)	

ASSESSMENT AND RUBRICS (10-POINT SCALES)

Participation

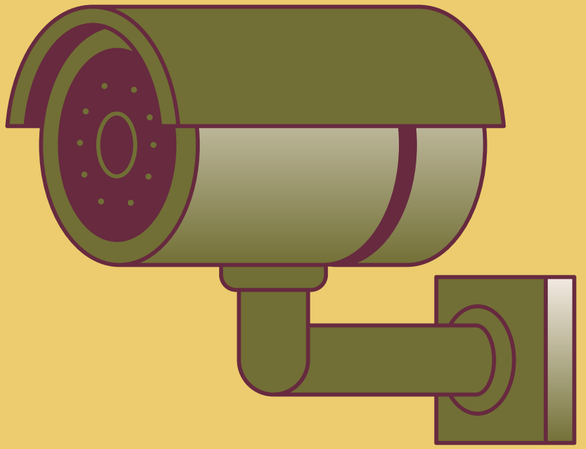
Behavior	Evidence
Quality of evidence capture & questions	Dossier quality; +1/Δ1 peer feedback
Collaboration & role rotation	Completed matrices; balanced speaking time

MATERİALS CHECKLİST

·Slides: case anatomy; estimation examples; roadmap/RACI/KPI templates
·Printouts: Dossier; Comparative Matrix; Estimator; Roadmap; RACI; KPI; Risk register; Pitch scorecard
·Projector; markers/flipcharts; timer; optional success-story video + transcript

INCLUSION AND SAFETY

·Plain-language glossaries; transcripts/printables; low-bandwidth backups.
·Rotate roles; enforce ‘one-mic’; schedule breaks; be mindful of caregiving constraints.
·Collect minimal data; obtain consent; anonymize and store securely.



Topic 6: Employability and the Importance of Tech Skills

Topic Snapshot

·Recommended duration: 4 hours (2 × 2h sessions) — expandable to a 1-day career lab.

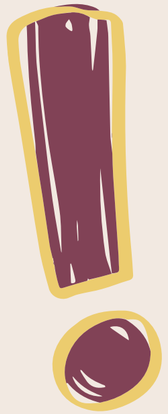
·Audience: Disadvantaged female students (upper secondary / early tertiary).

·Aim: Understand how tech skills drive employability, map role-specific skill sets, and build evidence (portfolio, micro-credentials, interviews).

LEARNING OBJECTIVES

(Topic 6)

- Explain what 'employability' means in tech-shaped markets (roles, tasks, outcomes).
- Differentiate foundational digital skills vs. role-specific technical skills; describe the T-shaped skill profile.
- Extract skill requirements from job posts and map them to a personal skills inventory.
- Create a 3-6-12 month learning plan with micro-credentials and portfolio artifacts.
- Craft ATS-friendly CV bullets and deliver a 60-90 second career pitch; practice a structured interview.



Alignment to Module Learning Activities

·Interactive Lectures, Case Study Analysis (job-posting teardown), Strategy Videos (role-model clips), Group Workshops/Discussions (skills mapping), Presentations/Good-Practice Interviews (mock interviews), Reflection Journal.

Session 1: Roles, Skills and Job-Posting Teardown

Goals:

·Describe key entry roles (e.g., digital marketing assistant, data/BI intern, junior web/content creator, helpdesk/IT support, QA trainee).

·Build a T-shaped profile: breadth (digital literacy, collaboration, ethics) + depth (role-specific tech).

·Extract explicit and implicit skill/competency requirements from job posts.

Flow:

- Interactive lecture (20′): employability, T-shaped skills, ATS & keywords; examples of entry roles and tasks.
- Job-Posting Teardown (40′): teams analyse 2 postings; extract skills, tools, tasks, outcomes, and keywords.
- Skills Inventory (20′): individuals mark current level; identify 3 gaps; share in pairs.
- Role Match (20′): build a ‘skills-to-role’ map; pick 1 target role per participant.

Session 1: Roles, Skills and Job-Posting Teardown

Materials:

·Sample job posts; Skills Inventory sheet; Skills-to-Role Matrix; markers; timer

Assessment Links:

·Participation credit (teardown quality, contribution to matrix).

Facilitation Tips:

·Use inclusive examples; highlight transferable skills; decode jargon plainly.

Session 2: Learning Plans, Portfolio Evidence and Interview Practice

Goals:

·Design a 3–6–12 month learning plan with micro-credentials and projects.
·Plan portfolio artifacts that demonstrate skills ethically (data/privacy, accessibility).
·Write ATS-friendly CV bullets (STAR) and practice a 60–90s pitch + mock interview.

Flow:

- Micro-inputs (20′): learning pathways; micro-credentials; evidence types (repos, demos, reports).
- Workshop (45′): fill Learning Plan + Micro-Credential Tracker + Portfolio Planner; create 3 STAR bullets.
- Mock Interview & Pitch studio (35′): triads rotate interviewer/candidate/observer; use scorecard; capture feedback.

Session 2: Learning Plans, Portfolio Evidence and Interview Practice

***Materials*:**

·Learning Plan; Micro-Credential Tracker; Portfolio Planner; STAR/CV Bullet Bank; Interview Scorecard

Assessment Links:

·Mini-presentation: 90s career pitch + one portfolio artifact outline (rubric-based).

Facilitation Tips:

·Model a concise pitch; emphasise measurable outcomes; ensure psychological safety.

Assessment and Rubrics (10-point scales)

Career Pitch + Portfolio Outline

Criterion	0-10
Clarity (role target, value proposition)	
Evidence (portfolio artifact, metrics)	
Relevance (skills match to role, keywords)	
Delivery (time, voice, confidence, inclusion)	

ASSESSMENT AND RUBRICS (10-POINT SCALES)

Participation

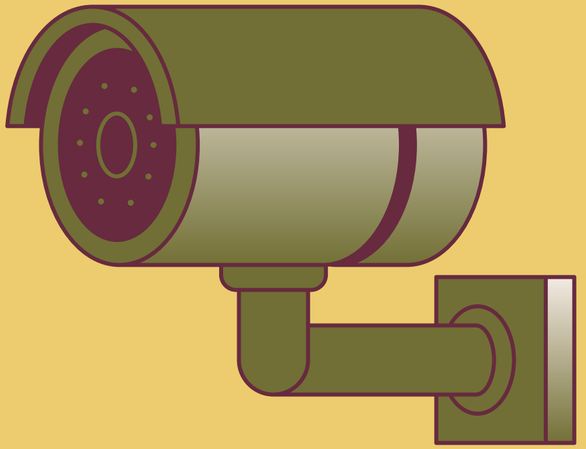
Behavior	Evidence
Active teardown & peer feedback	Completed matrices; +1/Δ1 comments
Interview practice engagement	Scorecards; constructive questions

MATERİALS CHECKLİST

·Slides: employability & T-shaped skills; ATS basics; STAR method; portfolio evidence types
·Printouts: Job-Posting Teardown; Skills Inventory; Skills Gap Matrix; Learning Plan; Micro-Credential Tracker; Portfolio Planner; STAR/CV Bullet Bank; Interview Scorecard; Networking Plan; Reflection Journal
·Projector; markers/flipcharts; timer; optional role-model video + transcript

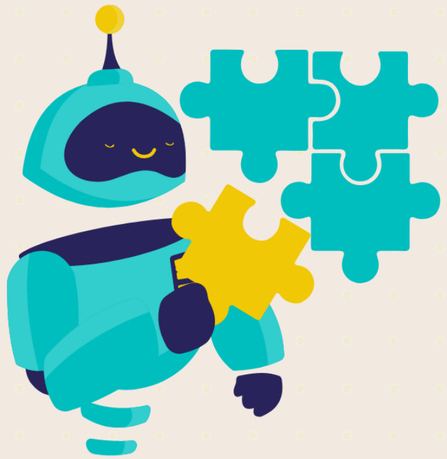
INCLUSION AND SAFETY

·Use inclusive role examples; avoid gatekeeping jargon; provide transcripts/printables.
·Rotate roles; one-mic rule; schedule breaks mindful of caregiving.
·Collect only necessary personal data; gain consent; anonymise notes; ensure accessibility of materials.



90-Second Pitch Script (suggested)

1. Who I am & target role (10–15s)
2. What I've done (skills + 1 quantified result) (25–30s)
3. Why this organisation/sector now (15–20s)
4. Call to action (portfolio link/next step) (10–15s)



THANK YOU

STRONG SOCIAL ENTERPRENEUR GIRLS