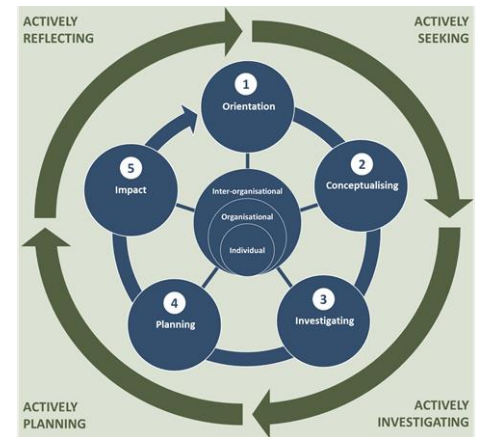


The **ReInnovate** programme Smart Research as a 21<sup>st</sup> Century Skill for Business will comprise of four modules which will align to the skills needs identified by SMEs in the needs analysis and the literature to date, it will also map to the ENTRECOMP framework.

The proposed **ReInnovate** Learning model involves an interplay between inter-organisational, organisational and individual learning at each stage of the inquiry based learning model. It involves employees working with their peers and external business partners to actively seek business opportunities, actively plan and implement solutions, actively investigate these and actively reflect on the impact of these in professional, social, cultural and economic contexts. It involves a systematic approach where each phase is concerned with developing ideas and making decisions on robust data. An illustration of the model is shown here on the right.

For the **ReInnovate** programme modules will be based on one (or more) of the phases of inquiry, an illustration of the learning methods to be adopted for each phase of inquiry is shown below.



Module	Phase of Inquiry	Learning Method
<b>Module 1</b> Using Research to Identify Future Business Opportunities	<b>Phase 1 Orientation</b> 	<ul style="list-style-type: none"> <li>Theory observation</li> <li>Exploration</li> <li>Scientifically orientated questions</li> <li>Needs assessment</li> </ul> <p><i>Direct teaching – Syllabus will teach the following topics</i></p> <ul style="list-style-type: none"> <li>Sources of business ideas (customer, suppliers, business models, social, cultural, resource based (digital))</li> <li>Assessing a business idea (from financial, social, cultural and value perspective) – need to teach primary exploration and how to do a literature search</li> </ul> <p><i>Active teaching – Learner tasks</i></p> <ul style="list-style-type: none"> <li><i>In the workplace</i> - Learner will have to apply learning material to their business to explore business opportunities by systematically collecting observations from customers, suppliers, employees and theoretical perspectives</li> <li>They will then have to assess the feasibility of these business opportunities from financial, social, cultural perspective.</li> </ul> <p><i>Interactive Learning</i></p> <ul style="list-style-type: none"> <li><i>Inter-organisational Level</i> - Working with various sources customers, suppliers etc.</li> <li>Recorded interviews with entrepreneurs about business idea generation</li> <li>Case studies of sources of opportunities and how approached them</li> <li>Case studies of how various resources used to leverage business opportunities</li> </ul>
<b>Module 1</b> Using Research to Identify Future Business Opportunities	<b>Phase 2 Conceptualising</b> 	<ul style="list-style-type: none"> <li>Brainstorming solutions</li> <li>Asking questions</li> <li>Generating questions</li> <li>Predicting/Hypothesising</li> </ul> <p><i>Direct teaching – syllabus content to teach</i></p> <ul style="list-style-type: none"> <li>What is a question/hypothesis?</li> <li>Developing a question/hypothesis</li> <li>How to develop a proposal?</li> </ul> <p><i>Active teaching – Learner tasks</i></p> <ul style="list-style-type: none"> <li><i>Reflective approaches</i> - Reflect on business opportunities identified and how to translate these into a question and proposal</li> <li><i>In the workplace</i> - Develop and presenting a proposal to stakeholders in the company</li> </ul> <p><i>Interactive Learning</i></p> <ul style="list-style-type: none"> <li><i>Internal collaboration</i> brainstorm ideas</li> </ul>
<b>Module 2</b> Smart Methods to Gather & Analyse Data	<b>Phase 3 Investigating</b> 	<ul style="list-style-type: none"> <li>Identifying sources of data</li> <li>Identifying how to collect data</li> <li>Designing experimental approaches or</li> </ul> <p><i>Direct teaching – syllabus content to teach</i></p> <ul style="list-style-type: none"> <li>Identifying sources of data</li> <li>Methods of collecting and organising data</li> <li>Methods of interpreting data</li> </ul> <p><i>Active teaching – Learner tasks</i></p> <ul style="list-style-type: none"> <li>Collect, analyse and interpret a live data set</li> </ul> <p><i>Interactive Learning</i></p> <ul style="list-style-type: none"> <li>Work with data sources (individuals, technology and systems) to collect data</li> </ul>

		<p>primary data collection</p> <ul style="list-style-type: none"> <li>• Collecting the data</li> <li>• Organising the data</li> <li>• Analysing &amp; interpreting the data</li> </ul>	
<b>Module 3 Managing Your Research Project</b>	<b>Phase 4 Planning</b> 	<ul style="list-style-type: none"> <li>• Identifying resources</li> <li>• Identifying action plan</li> <li>• Communicating results</li> <li>• Ethics &amp; working with research subjects</li> <li>• Data protection</li> </ul>	<p><i>Direct teaching – syllabus content to teach</i></p> <ul style="list-style-type: none"> <li>• Developing an action plan</li> <li>• Ethics</li> <li>• Leveraging resources</li> <li>• Managing resources</li> <li>• Communicating results</li> </ul> <p><i>Active teaching – Learner tasks</i></p> <ul style="list-style-type: none"> <li>• Develop an action plan</li> </ul> <p><i>Interactive Learning</i></p> <ul style="list-style-type: none"> <li>• Manage a research team</li> <li>• Present an action plan to stakeholders</li> </ul>
<b>Module 4 Evaluating Success &amp; Future Opportunities</b>	<b>Phase 5 Impact</b> 	<ul style="list-style-type: none"> <li>• Reflecting</li> <li>• Evaluating impact value, social, cultural perspective.</li> <li>• Identifying future opportunities</li> </ul>	<p><i>Direct teaching – syllabus content to teach</i></p> <ul style="list-style-type: none"> <li>• Reflective practice</li> <li>• Portfolio development</li> </ul> <p><i>Active teaching – Learner tasks</i></p> <ul style="list-style-type: none"> <li>• Samples of research project evaluations and reflective practice writing</li> </ul> <p><i>Interactive Learning</i></p> <ul style="list-style-type: none"> <li>• Work with stakeholders to determine the impact of the project to them and future opportunities</li> </ul>

### Contact us



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