

## Lesson Plans for adult educators/teachers/trainers which will be used for the FINE2WORK EDUCATIONAL PACK.

<b>Module Name: Entrepreneurial Competences</b>	
<b>Topic 1 Title: Spotting Opportunities and vision</b>	
<b>Lesson Plan 1 – Identifying business opportunities</b>	
<b>Duration: 60 minutes</b>	
<b>Aim</b>	This lesson aims to introduce the theme of business opportunities and give some important definitions related to the topic. Students will understand what opportunities are and understand the importance of spotting and identify opportunities.
<b>Target Group</b>	Adults (especially women)
<b>Facility/ Equipment</b>	<ul style="list-style-type: none"> <li>• Classroom</li> <li>• Internet access</li> <li>• Projector</li> <li>• White board</li> <li>• Computer</li> <li>• Powerpoint presentation</li> </ul>
<b>Tools/ Materials</b>	<ul style="list-style-type: none"> <li>• Handout 1</li> <li>• Handout 2</li> </ul>
<b>Main Tasks</b>	<p><b>1. Task 1: Introduction to the theme and definitions (20 mins) (See Handout 1)</b></p> <p>1.1 Present the information to the students use and interactive content exposition to promote participation</p> <p><b>2. Task 2: Introductory connection activity (10 mins) (See Handout 2)</b></p> <p>2.1 Divide the students into small groups and ask them to answer the following questions:</p>

	<ul style="list-style-type: none"><li>• What is an opportunity?</li><li>• How do you recognize opportunities?</li><li>• Which are the best opportunities?</li></ul> <p>2.2 Discuss the results with the whole class</p> <p><b>3. Task 3: Case study (20 min)</b></p> <p>3.1 Students should be given the handout with a case study. And in group they should brain storm the case study and in the end present their conclusion to the class.</p> <p>3.2 Discussion of results</p> <p><b>4. Task 4: Wrap up (10 mins)</b></p>
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## HANDOUT 1: Definition of opportunities

After all, what is a business opportunity?

By definition...

**Opportunity** is a favorable situation that presents itself for something to happen at a certain moment. In business, this situation arises when we can offer a product or service that meets someone's need or desire. (short)<sup>1</sup>

**Opportunity** comes from the Latin opportunities and is a feminine noun. Its meaning designates an occasion where something is favorable, a convenience, opportunity, chance, an opportune moment, a moment of luck.

Another Latin term that is at the root of the current meaning of opportunity is opportunus, which has a desirable, adequate, propitious, favorable meaning. The word is related to the Latin expression ob portus, a term that means "for the port". Current expression in the ancient nautical language and represented the idea that the boat was free to dock at the port, that there was an opportunity to do so.

An **opportunity** is a favorable moment, a situation or context, that facilitates something for someone or gives them a chance to change something in a meaningful and beneficial way for themselves.

In general, people are always looking for opportunities to improve their lives, however, some know how to recognize and take advantage of these opportunities, others do not have the same ability. Opportunities often arise at the worst times, when everything seems to have no solution. Vision people recognize this, while the vast majority can only see the downside of the problem. In Mandarin, the Chinese language, the word crisis is formed by the character that means danger and by the character that means opportunity. This relationship is well remembered in lectures and workshops in the business area, as an example that teaches people that the opportunity is in difficult times, in times of crisis.

Rich and successful people in business generally have a great ability to recognize and seize opportunities.<sup>2</sup>

1 In:<https://vetus.com.br/universidade/oportunidade-de-negocio-saiba-o-que-e-e-como-identificar/>

2 In:<https://www.significadosbr.com.br/oportunidade>

## HANDOUT 2: Activities related to business opportunities

After all, what is a business opportunity?

1. Now, that you are in different groups, discuss what you understand what opportunities are.

Opportunities are:

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2. How do you recognize opportunities?

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3. Which are the best opportunities?

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