**Project – Based Learning (PBL)**

**Template**

Project-Based Learning is a teaching method in which students gain knowledge and skills by working for an extended period of time to investigate and respond to an engaging and complex question, problem or challenge

**PBL code name: CO\_S2\_5**

**PBL title: Familiarise with the concept of entrepreneurship**



**Project Idea**

Adam has been working in a car dealership for the last 5 years and as his manager used to say, he was doing well. However, after two weak years related to the course of the pandemic, the car business has shrunk significantly and noticeably. Adam decided to change the industry and use the experience gained in working with demanding clients in a completely new business. He decided to set up an auto-cosmetics plant, investing almost all the money saved. After a few months, it turned out that the business was unsuccessful. Customers did not visit the car spas as often as he assumed. So Adam sold all the car spa equipment, partially settling his debts to the banks, leaving only a manual carpet cleaning machine. It was she who started a new activity. Wanting to earn a living for the family, he made an advertisement on a popular website with an offer for cleaning carpets and upholstery at the customer's home. But the phone did not ring. Then he decided to place ads in specially designated places in the staircases of nearby buildings. Thus, the first customers appeared. From the very beginning, Adam paid attention to the quality of the services provided, which meant that there were also recommended clients, including corporate clients! The owner of one of the companies, satisfied with the quality of the service, asked Adam if he was providing cleaning services. This is how the idea for an office cleaning company emerged. The next step was cleaning the facades of the buildings, and then working at heights. All this was possible thanks to the high quality of the services provided, which fueled other clients on recommendation, building a positive image of the entrepreneur. Soon my own company became a passion.



**Driving Question(s)**

1. What entrepreneurial activities did Adam take?
2. What are the characteristics of an entrepreneur?
3. Why is the entrepreneur successful?
4. What actions should an entrepreneur take to develop his company?



**Objectives**

* *Familiarizing students with the concept of entrepreneurship and entrepreneurial skills.*
* *Discussion of the goals in the entrepreneurship process and the criteria for setting them.*
* *Defining entrepreneurship in business terms*



**Tasks**

* *Provide answers to the above questions. Create a Flipchart material that can be presented to potential entrepreneurs.*
* *Give examples of entrepreneurs you know personally that you find particularly interesting and why?*



**Notes**



**Project Plan**