



Agrient

ERASMUS + AGRIENT 2018-3-HR01-KA205-060151

Piloting Plan



KA2 Strategic Partnerships

TABLE OF CONTENTS

1. INTRODUCTION	3
2. AGRIENT PILOTING PLAN: AIMS AND METHODOLOGY	5
3. DELIVERY OF THE AGRIENT PILOTING EVENTS	6
3.1. Training delivery options	6
3.2. Pilot Events' Participants & Recruitment	7
3.3 Pilot events evaluation	7
4. WORKING SCHEDULE	8
ANNEX I – Agrient Piloting Events - Registration of participants	10
ANNEX II – Agrient Piloting Events : online evaluation questionnaire (Learners)	11
ANNEX III – Agrient Piloting Events: online evaluation questionnaire (VET/HE Institutions)	13
ANNEX IV – Agrient Piloting Events: online evaluation questionnaire (Policy Makers	16
ANNEX V – Agrient Piloting Event -Signature List	18

1. INTRODUCTION

This document highlights the aims of the Agrient Piloting Plan, the proposed methodology and work plan.

The *Agrient* project aims to increase the competitiveness of young, mostly inexperienced people in agriculture and starting their businesses or expanding existing ones in partners' countries. Young people usually have innovative ideas, but it is very difficult to realize those projects due to lack of courage, funds or capacities.

The project will develop two intellectual products:

- IO1 – *Design of Agro-Entrepreneurship Curriculum, Formulation of Innovative Courses and Creation of Open Educational Resources*: how to develop a successful business in agriculture
The Curriculum is based on the study and analysis of best practices in the development of technology incubators and successful entrepreneurial activities.
- IO2 – *Game-based 3D Virtual Reality Educational Platform for Agro-Entrepreneurship Education*
The Platform hosts the OERs (presentations, multimedia, 3D objects, media, library room etc.) developed as well as the learning scenarios. The educational tool is available for free and it can be used for youngsters' self-learning purposes.

The outputs will function as *Online Open Educational Resources* that will guide young practitioners through the learning topics (scenarios) and skills most needed to establish and manage an agrobusiness.

The project will also provide the *Handbook for Agrient*. Being addressed to teachers/trainers and decision/policy makers, local governments, umbrella organizations responsible for ECVET/ECTS etc, the Handbook will contain information about the 3D World, instructions for connecting and controlling the avatar as well as using all functionality in the world. It will also provide a description of the different types of learning material and available activities as well as recommendations for exploitation of virtual learning environments and online social games in formal and non-formal education.

To further develop the IO2, each partner organisation will be involved in the implementation of a local Piloting Event to be held between October 2020 and January 2021.

The main objective of the local events is to review and collect feedback on the *Agrient 3D Virtual World and Curriculum Design*, an online educational based on 5 courses (Agrotourism, Entrepreneurship, Apitherapy, Smart Farming and Organic Farming) with 20 interactive learning scenarios where learners can find study materials that integrate and complement their previous knowledge.

The learning paths correspond to the training contents developed through IO1:

1. ENTREPRENEURSHIP
2. AGROTOURISM
3. APITHERAPY
4. SMART FARMING
5. ORGANIC FARMING

The Agrient local piloting events aim to:

- assess the extent to which the *Agrient 3D Virtual World* in its current form meets the needs of the beneficiaries and suggest improvements
- identify the benefits that *Agrient 3D Virtual World* can bring to the target groups
- ponder the potential adoption of *Agrient 3D Virtual World* in target groups' training strategy and practice
- suggest adaptations and improvements that would facilitate adoption.

The Piloting Events are mainly addressed to the following stakeholders per country:

- **Learners (EQF level 3-6)**
- **VET/HEU Providers**
- **Policy makers**
- **potential entrepreneurs**

2. AGRIENT PILOTING PLAN: AIMS AND METHODOLOGY

The aim of the Piloting Plan is to help us, partners of the Agrient project, to assess the quality of the project results, with a special focus on IO2.

The Piloting Plan will introduce key areas and indicators to support us in:

- recognizing key strengths,
- identifying those areas where some improvement or further action is needed,
- taking necessary decisions to address weaknesses.

Data will be gathered both from direct observation, qualitative techniques as well as from questionnaires. Online questionnaires will be designed and made available by Survey Monkey or other similar and easy-to-use survey builders.

It is important to ensure that the evaluation of the Agrient Piloting Events are shared among the partners and supports the project team capitalizing on the project's dissemination and valorization activities.

SUA is the partner for organization in the delivery of the Agrient local piloting events. SUA and SIBENIK are responsible for the preparation and implementation of the Agrient Piloting Plan which provides detailed information about the pilot activities, analysis and reporting. CTE is in charge of the preparation of evaluation questionnaires, collection and analysis of data from partners and target groups.

The following activities will be under the responsibility of SUA and SIBENIK:

- ✓ Work plan & Methodology
- ✓ Preparation of Participants' Registration form

The following activities will be under the responsibility of CTE:

- ✓ Data collection and analysis
- ✓ Identification and preparation of evaluation tools
- ✓ Reporting: Preparation of a final evaluation report

When planning the evaluation tools for the AGRIENT project, the following questions have been taken into consideration:

- a. Evaluation methods: which method of data collection is appropriate for each indicator?
- b. Time schedule: when and how often should data be collected?

The evaluation of the Agrient Piloting Events will be completed by January 2021. CTE will be responsible for delivering a Final Report about the results of all piloting activities carried out in Croatia, Greece, Romania, Cyprus and Slovakia. CTI, ARI and UPAT will provide technical support during the piloting events. **This timeframe was changed due to the pandemic situation.**

The Report will include the following:

- the assessment of the extent to which the project aims have been met;
- project success factors and lessons learnt;
- the identification of the areas of concern or under-achievement and suggestions for improvement.

SUA and SIBENIK will lead the partner organizations in the delivery of the Agrient Piloting events. All partners will commit to timely return filled in surveys and form, make sure that the target groups involved in the different testing activities of the Agrient Virtual World will respond to questionnaires.

IO2 leader will be responsible for supporting SUA providing detailed insights for the creation of the questionnaire to be submitted by target groups in order to fully assure the quality of IOs content.

3. DELIVERY OF THE AGRIENT PILOTING EVENTS

With regards to the evaluation of IO2, this framework focuses on the involvement of external stakeholders from target groups for the validation and quality assurance of the Agrient Virtual World.

These activities will be carried out during the Pilot events which will take place in partner countries from October 2020 to January 2021.

- **Step I:** Identification of participants – *All Partners*
- **Step II:** Registration of Participants (online template provided by CTE, see Annex I) - *All Partners*
- **Step III:** Piloting Events & Evaluation (online evaluation templates provided by CTE, see Annex II, III and IV) – *All Partners*
- **Step IV:** Data collection, analyzing and reporting – SUA and CTE

During the Pilot Events, a short introduction to Agrient and the underlying methodology will be provided, followed by demonstration of specific VW walkthroughs.

A video tutorial provided by UPAT (GR) and CTI (GR) will be screened to guide participants through the Platform.

We shall then collect feedback about the platform and training content.

3.1. Training delivery options

Option A (Face to face)

Activity 1. Introduction to the Agrient goals and the *VW*; screening of the Video Tutorial.

Activity 2. Testing – the Courses

Activity 3: online evaluation questionnaire (see Annex II, III and IV)

Activity 4: Debriefing

Option B (Online)

Activity 1. Send a short Introduction about the Project Goals and the *VW* by email to the participants previously identified (email template provided by UPAT and CTI, to be translated into all national languages). The email should also include the following:

- The link to the *Agrient VW* Platform
- the guide for access to the *Agrient VW* (video tutorial)
- the link to the online evaluation questionnaire.

Activity 2. Testing - the Courses

Activity 3: online evaluation questionnaire (see Annex I, II and III).

Partners willing to carry out the Piloting Event both online and Face to face, are free to combine Options A and B in order to reach the number of participants required. In case partners perform the Face to face testing, they are required to collect signatures of the participants using the Template provided (see Annex V).

3.2. Pilot Events' Participants & Recruitment

The Pilot Events will allow at least 70 persons (from 10 to 15 in each partner country: Learners, VET/HEI Providers and Policy/decision makers) to test the curriculum, 3D Virtual world and online open educational resources.

Potential entrepreneurs will also be invited to join the pilot activities.

Participants will be recruited from educational/training organization's existing pool of contacts. Project partners will also contact local employment agencies to invite their beneficiaries.

As a guide for access to the *Agrient VW* a video tutorial will be prepared by UPAT and CTI and published on all Agrient communication channels.

Above and beyond the direct benefit that learners gain from this learning experience, the positive dissemination effect from reaching out to stakeholders during the recruitment phase, will engage us with key signposting organisations that will be primed for our subsequent launch.

3.3 Pilot events evaluation

An online questionnaire will be developed for each target group (Learners, VET/HEI Providers and Policy/decision makers) participating in the Pilot Events.

The comments provided by the participants will be crucial to understand the level of satisfaction and the real state of the art of the Agrirent project.

The online questionnaire will be developed asking for the degree of satisfaction concerning:

- General aspects;
- Satisfaction with the content of the event;
- Sustainability.

In particular, the most valued aspects of the Pilot Events will be:

- Usability of the platform
- Assessment of the potentialities of the VW based on the areas developed by [EntreComp: The entrepreneurship competence framework](https://ec.europa.eu/jrc/en/news/new-practical-guidelines-support-entrepreneurialism-eu) and <https://ec.europa.eu/jrc/en/news/new-practical-guidelines-support-entrepreneurialism-eu>

The link to the online evaluation questionnaires will be shared before/during the implementation of each Event and it will have to be filled by all the participants.

The evaluation results will be presented through a *Final Evaluation Report* (January 2021).

The final report, delivered by CTE, will provide commented results of the evaluation activities carried out in partner countries and will be distributed among the project partners.

4. WORKING SCHEDULE

At chronological and logical order, the following activities will be carried out in each partner country:

What?	When?	Where?	How?	By who?	Responsible
Pilot Event in HR	October/November 2020	Face to face/online	Evaluation questionnaire	Target groups	SIBENIK
Pilot Event in RO	October/November 2020	Face to face/online	Evaluation questionnaire	Target groups	CTE
Pilot Event in GR	November/December 2020	Face to face/online	Evaluation questionnaire	Target groups	UPAT + CTI

Pilot Event in CY	November/December 2020	Face to face/online	Evaluation questionnaire	Target groups	ARI
Pilot Event in SK	December/January 2021	Face to face/online	Evaluation questionnaire	Target groups	SUA

ANNEX I – Agrient Piloting Events - Registration of participants

CTE will create an Online Registration Form using the text below

SECTION 1 – PROFILE

Name:

Surname:

Country:

Profile:

- Learner
- VET/HE Institution's
- Policy Maker
- (potential) entrepreneurs
- - Other - Please specify

Email:

SECTION 2 –MOTIVATION

1. What motivates you to test the *Agrient Virtual World*?

ANNEX I₁ - Agrient Piloting Events: online evaluation questionnaire (Learners)

CTE will create an Online Registration Form using the text below

SECTION 1 - PERSONAL DETAILS

Name and Surname *-optional*

Country:

Email:

SECTION 2 - DESCRIPTION OF THE VIRTUAL WORLD & EDUCATIONAL FEATURES

1. How clear were the explanations about the *Agrient Project*?

very good / good / poor / very poor
Please motivate your answer *-optional*

2. How clear were the explanations for the rules of the *Agrient Virtual World*?

very good / good / poor / very poor
Please motivate your answer *-optional*

3. It is easy to use the *Agrient Virtual World and Social Game*.

I agree / I do not agree
Please motivate your answer *-optional*

4. How would you rate the *Agrient Virtual World* graphic design?

very good / good / poor / very poor
Please motivate your answer *-optional*

5. Did the game progress smoothly?

Yes / No

If the answer to the question above is "Yes", please provide more information below:

SECTION 3 - COURSES

6. Which courses did you test?

Please select the courses tested:

Course 1. ENTREPRENEURSHIP
Course 2. AGROTOURISM
Course 3. APITHERAPY
Course 4. SMART FARMING
Course 5. ORGANIC FARMING

7. Did you learn something new?

Yes / No

Please motivate your answer

8. Would you like to use the *Agrient Virtual World* for your studies at School/University?

Yes / No

Please motivate your answer

9. Would it be useful to use the *Agrient Virtual World* for school/academic purposes?

Yes / No

Please motivate your answer

10. The *VW* can be an effective tool for acquiring/developing competencies needed for starting a successful business in agriculture.

I do agree / I do not agree

Please motivate your answer

SECTION 4 - IN SHORT

11. What is the greatest strength of the *VW*?

12. What is the greatest weakness of the game?

10. Your support counts! What would you change/improve in the *VW* ?

**ANNEX III – Agrient Piloting Events: online evaluation questionnaire
(VET/HE Institutions)**

CTE will create an Online Registration Form using the text below

SECTION 1 – PERSONAL DETAILS

Name and Surname *-optional*

Name of your Institution:

Please select the type of your Institution (VET Institution/HE Institution)

Please specify your role in the Institution

Country:

Email:

SECTION 2 - DESCRIPTION OF THE GAME & EDUCATIONAL FEATURES

1. How clear were the explanations about the *Agrient Project*?

very good / good / poor / very poor
Please motivate your answer *-optional*

2. How clear were the explanations for the rules of the *Agrient Virtual World and Social Game*?

very good / good / poor / very poor
Please motivate your answer *-optional*

3. It is easy to use the *Agrient Virtual World*.

I do agree / I do not agree
Please motivate your answer

4. Are there any prerequisites (prior knowledge) needed to use the game?

Yes / No

If the answer to the question above is "Yes", please provide more information below:

5. Did the game progress smoothly?

Yes / No
If the answer to the question above is "No", please provide more information below

6. Is this a tool you see playing in the classroom of your VET/HE institution?

Yes / No
Please motivate your answer

7. Please describe the main playful and educational features of the game

8. Which courses did you test?

Please select the courses tested:

- Course 1. ENTREPRENEURSHIP
- Course 2. AGROTOURISM
- Course 3. APITHERAPY
- Course 4. SMART FARMING
- Course 5. ORGANIC FARMING

9. The courses cover EQF level from 3 to 6.

I do agree / I do not agree

Please motivate your answer

SECTION 3 - ENTRECOMP

10. Assessment of the potentialities of the *Agrient Virtual World* based on the Area "IDEAS AND OPPORTUNITIES" of the [Entrecomp Framework](#) (rating scale of 1-5, where 1 is 'very poor' and 5 is 'very good'.)

1.1. Spotting opportunities

1.2 Creativity

1.3 Vision

1.4 Valuing ideas

1.5 Ethical and sustainable thinking

11. Assessment of the potentialities of the *Agrient Virtual World* based on the Area "RESOURCES" of the [Entrecomp Framework](#) (rating scale of 1-5, where 1 is 'very poor' and 5 is 'very good'.)

2.1 Self-awareness and self-efficacy

2.2 Motivation and perseverance

2.3 Mobilizing resources

2.4 Financial and economic literacy

2.5 Mobilizing others

12. Assessment of the potentialities of the *Agrient Virtual World* based on the Area "INTO ACTION" of the [Entrecomp Framework](#) (rating scale of 1-5, where 1 is 'very poor' and 5 is 'very good'.)

3.1 Taking the initiative

3.2 Planning and Management

3.3 Coping with uncertainty, ambiguity and risk

3.4 Working with others

5. Learning through experience

13. The *VW* can be an effective tool for acquiring/developing competencies needed for starting a successful business in agriculture.

I do agree / I do not agree

Please motivate your answer

SECTION 4 - IN SHORT

1. Please rate each of the following objects on a rating scale of 1-4, where 1 is 'very poor' and 4 is 'very good':

- Game Dynamics
- Educational value

- Activating entrepreneurial learning processes
 2. What is the greatest strength of the *Agrient Virtual World*?
 3. What is the greatest weakness of the *Agrient Virtual World*?
 4. Your support counts! What would you change/improve in the *Agrient Virtual World*?

ANNEX IV – Agrient Piloting Events: online evaluation questionnaire (Policy Makers)

CTE will create an Online Registration Form using the text below

SECTION 1 – PERSONAL DETAILS

Name and Surname *-optional*

Name of your Institution:

Please specify your role in the Institution:

Country:

Email:

SECTION 2 – EDUCATIONAL VALUE

Please answer the following questions regarding to the *Agrient Virtual World* learning platform and its content by considering:

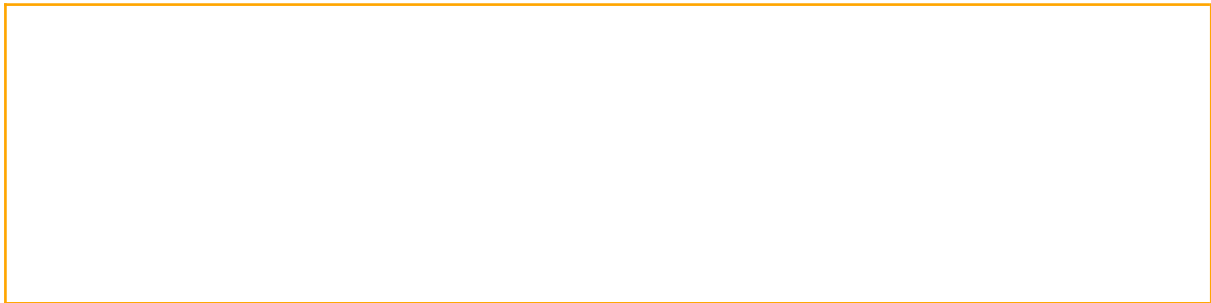
- The accessibility and the navigation through the functionalities;
- The pedagogical framework of the *Agrient Virtual World* and its coherence, taking into account that the Platform is addressed to young, mostly inexperienced people interested in improving their situation on the job market by acquiring a set of entrepreneurial competencies needed for starting a successful business in agriculture. Also, teachers/trainers/tutors and youth educational centers and schools will benefit by utilizing the project results in their teaching.

The Agrient project aims at promoting Open education and innovative practices in a digital era as well as further strengthening key competences in VET.

1. How far does the Agrient VW platform and its content address the entrepreneurial competencies of the target group (End users' needs)



2. How could you use the Agrient VW platform in your context and what would be, in your opinion, its main benefits and obstacles in your training practice? (External stakeholders' own interests; benefits, usefulness, effectiveness, relevance, cost effectiveness/efficiency, sustainability)



3. What ideas, approaches, tools of the Agrient VW would be worth to adapt in related (local) strategies and practices and why? (Impact on strategic planning)



4. What would you improve on the *Agrient VW* online learning platform (technicalities, functionalities, content) and how? (Weaknesses, barriers, inconsistencies, gaps, quality, clarity, approach, tools etc).



ANNEX V - Agrient Piloting Event -Signature List

To be provided by SIBENIK