EduChampions
"Fostering edupreneurship to embrace learners'diversity"

Cooperation partnerships in Vocational Education and training
2022-1-ES-KA220-VET-000089686

WP3.A3
Expert Consultation REPORT

Contents

Introduction

Promoting inclusive and equitable learning practices is more urgent than ever and critical to fulfilling the 2030 Agenda's Sustainable Development Goal 4 - quality inclusive and equitable education - and the EU Inclusion and Diversity Strategy.

The three core principles of the EduChampions project are as follows:
- learner diversity is viewed through the Universal Design for Learning framework, presuming that all learners have unique requirements and methods for interacting with, comprehending, and communicating knowledge;
- effective strategies for addressing the diversity of learners depend on striking a balance between all-encompassing learner-centred pedagogies and
- pertinent digital tools that are intentionally used.

In his context, edupreneurs are essential change agents who inspire, foster, and maintain change in education throughout time.

For this reason, the partnership implemented a consultation process of local experts in their country (trainers, educational consultants, strategists, and educators) in order to identify the most significant inspiring educators and pedagogical, technological and educational practices at national level.

The purpose of this document is to summarise the national consultation processes and its results.

Expert consultation process

DISRUPTIA, as leader of the WP3, provided partners with guidelines and template to develop this action.

Each partner consulted at least 5 local experts among educators, trainers, educational consultants, and strategists and "edupreneurs". These experts were contacted through universities, VET teaching centres, educational centres, etc.

The experts were provided with a survey which includes the following questions:
- Project presentation (quick background, objectives, partners, products)
- What does it mean to you to be an "edupreneur"?
- What do you think the pedagogical pathway or pedagogical framework that an "edupreneur" follows in their practice should look like to address inclusion and all individual needs in their classroom (to refer to Universal Design for Learning)?
- What digital tools do "edupreneurs" use to enhance an active role in the learning process (to refer to "Technological and pedagogical content knowledge")?
- What key competences do "edupreneurs" have to develop a role as champions of change in education?
- After these questions... Do you know an edupreneur?

After the expert consultation, each partner identified 2 "edupreneurs" to be interviewed during the next phase of the project.

Expert consultation results

Local experts' profiles

SPAIN

1- Coordinator of the network of public Vocational Training centers in Bizkaia
2- Engineer in Industrial Organization
3- Headmaster of CIFP Mungia
4- Senior manager of ERASMUS+ projects
5- Social educator, graduate of the master's degree in advanced studies in Global Society.
6- Graduate in Pedagogy from the University of Oviedo. Master's in quality and Improvement of Education (Universidad Autónoma de Madrid). Currently studying for a PhD in Education.
7- Degree in Psychopedagogy and a PhD in Education from the University of Granada in the Applied Creativity programme. Lecturer in the Department of Didactics and School Organisation.
8- PhD in Education. Professor in the Department of Pedagogy at the University
9- Hearing and Language Teacher in a special school with difficult performance in Segovia.

PORTUGAL

1- Undergraduate degree in Portuguese Language and Culture Teaching; Portuguese Language teacher for 15 years.
2- VET coordinator
3- Education Specialist
4- Researcher and Associate Professor; Digital Competence Specialist
5- Teacher

TÜRKIYE

1- English Teacher
2- Teacher
3- Head Teacher and Teacher Trainer
4- English Teacher (Meet to talk language school academy)

GREECE

1- Associate Professor, Panteion University of Athens
2- Education Consultant
3- Adult Educator
4- Adult trainer
5- Adult Educator
6- Business Coach, Mentor & Instructor
7- Higher education educator
8- Psychologist specialising in Neuroscience. Working for 5 years as an educator in higher education.
9- Adult Educator
10- Adult Educator

CYPRUS

1- Teacher-instructor

2- Head teacher
3- Educator
4- Research Associate and Scientific Collaborator at the European University of Cyprus
5- Researcher - educator

ITALY

1- Trainer, Coach
2- Trainer, Coach
3- Trainer, Coach
4- Researcher and academic
5- Trainer, coach
6- Trainer, coach
7- Trainer and business consultant for Cooperative Smarteam

LATVIA

1- Founder of Biedriba Eurofortis
2- Head of the study department, Riga Technical College
3- EU project specialist with years of experience in organising mobilities and experience exchange in VET schools
4- Lecturer, International Relations Manager, International College of Cosmetology
5- Head of the International Relations Department Ogre Technical School

What does it mean to you to be an edupreneur?

SPAIN

Someone proactive, who is dedicated to working or influencing the educational sector, with an economic and social return.
This is the first time I've heard this term, but from the introduction I understand that they are people with an active profile, and with initiative who facilitate equal opportunities in the field of teaching/learning.
Entrepreneur in the education sector
Being an edupreneur means combining an entrepreneurial spirit with a passion for education. An edupreneur is someone who actively seeks innovative, creative and effective solutions to improve education and address existing educational challenges.
Being an edupreneur means taking a proactive and change-oriented approach to education. It is someone who strives to identify opportunities for improvement, challenge traditional practices and create new educational approaches that adapt to the needs and demands of today's world.
An edupreneur is not only limited to implementing existing ideas and approaches, but also actively seeks to develop and apply new educational methodologies, technologies and models. He is willing to take risks, experiment, and learn from failure to achieve significant improvements in education.
An edupreneur is a leader in the educational field. You not only have strong pedagogical skills, but also business and management skills. You can create and lead educational projects, collaborate with other professionals, and establish strategic alliances to drive change and innovation in education.
Someone who blends their passion for education with entrepreneurial skills to create innovative learning solutions.
In this case, to improve the integration of young people into the world of work.
They identify gaps in the education system and develop products or services that respond to those needs.
Edupreneurs must understand pedagogy, learning theories and methodologies and the principles of instructional design, as well as have the skills to market their products or services, manage finances and create a sustainable education-focused business.
Edupreneurs tend to draw on their conscientiousness, altruism and focus on social aspects rather than key competences. They develop educational apps or design interactive learning materials that can reach a wider audience and offer personalised learning experiences.
Being an edupreneur means taking risks and being willing to challenge traditional educational practices. It involves thinking outside the box and constantly looking for new ways to improve learning outcomes and engage students.
Edupreneurs want to positively influence the field of education. They focus on the belief that education is a powerful tool for personal and social growth, and strive to create meaningful and transformative learning experiences.

PORTUGAL

To be aware of latest trends in education – either methodologies or IT related - to use them in the classroom
To take in consideration the diversity of students in terms of learning styles to apply methodologies that are more relevant and effective to them
To use differentiated instruction respecting individual specific learning needs of students
To contribute to innovation in education and support overcoming the resistance to change of some (usually older) peers
To develop didactic activities that are engaging
It means being an education professional: - with capacity of vision in the medium and long terms (not only in the short term)

- with creative thinking on how to deliver education in an attractive and engaging way
- focused on educational approaches in which learners take the main role

Someone altruist so that they can provide opportunities to support the development of learners

A professional with an innovative perspective about education, pedagogy, and learning And entrepreneurial skills to help positioning innovative approaches in the education market and influence others through more or less disruptive products and services.

Being passionate about making a positive impact on education, whether it is through teaching, creating innovative learning solutions, or improving educational systems;

Focusing on making education awesome and exciting;

Combining passion for education with an entrepreneurial mindset, to innovative, effective, and sustainable solutions to the challenges faced by the education sector.

For me, it means being coherent and innovative in order to follow the interests of the students, through strategies that allow their learning.

TÜRKIYE

To me, being an edupreneur means:

- **Combining Education and Entrepreneurship:** Edupreneurs merge their passion for education with an entrepreneurial mindset, seeking innovative ways to deliver impactful learning experiences. They are motivated by the desire to make a positive impact in the education field, often through the creation of their own educational products, services, or platforms.
- **Embracing Innovation and Adaptability:** Edupreneurs are constantly exploring new technologies, pedagogical approaches, and trends in education. They are open to embracing change, adapting their teaching methods, and utilizing digital tools to enhance the learning process. They are willing to take risks and explore creative solutions to improve education outcomes.
- **Empowering Learners:** Edupreneurs prioritize empowering learners by providing them with opportunities for self-directed learning, critical thinking, and personalized educational experiences. They aim to foster a learner-centric approach, encouraging students to actively engage, explore their interests, and develop essential skills that prepare them for the challenges of the future.

Eduprenuer is someone who can give the texture of the language to his students. This means, using Anatlioum pedagogy, giving them a culture of the language and sticking on your nature. Not only teaching them grammar and sentences. Maria Montessori is the best example of it.

Being an edupreneur means to me to be able to look from different perspectives.To have critical thinking. To be able to create innovative programs for learners.

It is a new way of teaching. Being able to use technology and often refresh himself. Having much more fun and being flexible. To travel the world, visit more places to explore and meet new people.

GREECE

Transform new research data and approaches to the philosophy of education and continuous learning-experimentation-discovery in new models of educational experience with people-centred communities and the integration of technological innovation and cutting-edge research.

To be able to combine innovative ideas with respect for the values and ideals of education

The one who innovates in the field of education, offering a solution for any kind of education, especially in the field of non-formal education.

Edupreneur is considered a person who approaches education with an entrepreneurial mindset.
Education is a service with various parties involved, and the outcome should cover the needs of the client

(university, school, organisation - company, depending on the sector) and the expectations of the users and the learners.

The term describes a person who combines the role of an entrepreneur with that of an educator and applies innovative methods, uses technology in order to improve the learning services and enables the participation of all those who wish to be trained.

In order to become an edupreneur, a person must be as passionate about education and believes in the value of lifelong learning. Personally, my need to get involved in training professionals came after my experience as a trainee in the field of entrepreneurship. Through the help of facilitators in seminars I attend, coaches and mentors that I have from time to time, I can develop as a person and, by extension, as a professional.
So in my view, as edupreneurs, we must be learners first. At then, that training comes back, constantly improving the products and services that we offer.

Edupreneur I would call anyone who can combine his/her love for education with innovative ideas on how the educational framework itself can evolve to include new societal challenges.

Someone who is an entrepreneur in the education sector and uses some digital tool or method

I consider that it is any teacher who decides to become active in the free market by offering his/her services relating to education and training, either through him/herself or through others (partners and employees). For me, a necessary element is to include innovation in the activity of an edupreneur.

People with an educational background who decided to use their skills to create their own business.

CYPRUS

Transform new research data and approaches to the philosophy of education and continuous learning-experimentation-discovery in new models of educational experience with people-centred communities and the integration of technological innovation and cutting-edge research.

For me it means:

- Being able to face all the challenges that you may affront in the teaching and learning process as opportunities to change something in the process.
- All the difficulties could turn to challenges that help us learn and grow professionally.
- To affront challenging situations in the field of education successfully.

For me it means:

- having a passion for education and entrepreneurship and using that passion to create innovative solutions that positively impact learners and the education industry as a whole.
- combine knowledge of education with their entrepreneurial skills to create educational products or services that are not only effective but also financially sustainable.
- be driven by a desire to make a difference in the world by improving access to education
- creating new learning opportunities
- solving specific educational challenges
- being creative problem-solvers who are willing to take risks and innovate in order to create better educational outcomes for students or customers.

- Generate creative ideas
- Empower learning

- combine skills and passions in business and in education towards the aim of creating innovative solutions in the education sector
- be able to develop educational programs or products that help individuals learn new skills, gain knowledge, and achieve personal and professional growth

A professional with a teaching or education background who decided to use his/her skills to create his/her own business.

ITALY

- Edupreneur is an expert who succeeds in promoting inclusion and participation within the classroom among learners and students
- Edupreneur is a professional able to apply different pedalogical approaches and methodologies that ensure an active involvement of the learner aiming at make the learner participates in the learning process
- An Edupreneur does not allow leaving any student excluded from the learning avoiding any kind of traditional and frontal approach but experimenting innovative and more invlusive methods of learning.

- Edupreneur is an Expert in educational field who designs training pathways
- Edupreneur takes special consideration of the diverse and specific needs of learners trying to meet them during the learning process
- Edupreneur does not leave anyone behind in the training process

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The Edupreneur is the one who shares good practices and successful innovative experiences. He/she can be an educator and/or entrepreneur who develops a learning pathway to enhance entrepreneurship skills and to promote diversity and equal opportunity in the education and vocational training of learners.

The Edupreneur is A developer and creator of culture

An enterprising trainer who prefers a collaborative educational approach linked to goals to be achieved together

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The Edupreneur is someone who is able to doing business by designing and managing a digital business (remembering and emphasizing that virtual is real) based on sharing their knowledge (hard skills), through a communication model that can inspire the people they come in contact with, and be for them "promoters of change."

A professional figure that aims to identify innovative training paths for the development and growth of enterprises: from managers to all personnel involved.

LATVIA

Edupreneur is a professional who aims for constant development (both personal and professional). An edupreneur integrates new methods in everyday practice and aims to apply the most appropriate ones according to the learners' needs.

An educational specialist understands the educational environment and learners. An educational specialist must be honest in all situations, tolerant, helpful and patient.

Being an edupreneur means having an entrepreneurial mindset and taking calculated risks to introduce new ideas, technologies, or methodologies that can revolutionize learning experiences. This requires a willingness to explore uncharted territory, challenge the tatus quo, and envision a future where education is more accessible, engaging, and effective.

Edupreneur, is very responsible role it demands a person to understand the learning cohort and the Carnegie Category of an educational enterprise in a particular set-up within a defined criteria. This understanding then enables the edupreneur to demand, act, modify, tweak or reconsider and suggest new educational approaches as per the scenario and situation.

An education specialist is one who understands, first of all, the needs of learners and is able to match them with the needs of the educational institution and potential employers; secondly, who is able to inspire and motivate learners.

What do you think the pedagogical pathway or pedagogical framework that an edupreneur follows in their practice should look like to address inclusion and all individual needs in their classroom (refer to Universal Design for Learning)?

On the one hand, people can have work experience, that is, having a track record in the sector (for example, being an education teacher) or, on the other hand, their own experience. I consider it essential to have established knowledge at a conceptual and formative level, although it does not have to be in formal education. (Can be acquired by other means).

Individualized, taking into account the people and not an orientation towards the group

- The pedagogical framework of an edupreneur to address inclusion :
- Knowledge of individual needs: Become familiar with the diverse needs and individual characteristics of your students.
- Curriculum adaptation: Adjust the curriculum and teaching approach to meet the individual needs of your students.
- Inclusive Environment: Create a welcoming and respectful classroom environment, where all students feel valued and accepted.
- Use of Technology: Use technology effectively to support inclusion and individual needs.
- Collaboration and support: Work closely with other education professionals, such as school psychologists, therapists... to identify and address the individual needs of students.
- Formative Assessment: Conduct formative and ongoing assessments to monitor each student's progress and make adjustments to your teaching approach.
- Open Communication: Maintain open and ongoing communication with students, their families, and other members of the educational team.
- The pedagogical path towards inclusion and support for individual needs is a continuous process, therefore, flexibility, empathy and a willingness to adapt are key qualities to promote inclusion in the classroom as an edupreneur. For me, being an edupreneur means combining the Entrepreneurial spirit with a passion for education. An edupreneur is someone who actively seeks innovative, creative and effective solutions to improve education and address existing educational challenges.
- Being an edupreneur means taking a proactive and change-oriented approach to education. It is someone who strives to identify opportunities for improvement, challenge traditional practices and create new educational approaches that adapt to the needs and demands of today's world.
- An edupreneur is not only limited to implementing existing ideas and approaches, but also actively seeks to develop and apply new educational methodologies, technologies and models. He is willing to take risks, experiment, and learn from failure to achieve significant improvements in education.
- Also, an edupreneur is a leader in the educational field. You not only have strong pedagogical skills, but also business and management skills. You can create and lead educational projects, collaborate with other professionals, and establish strategic alliances to drive change and innovation in education.

- Use of "Differentiated Instruction" methodology: Encouraging differentiated instruction allows the educator to recognise and adapt to the diverse learning needs, abilities and interests of individual learners.
- This approach allows teaching strategies, materials and assessments to be adapted to meet the individual needs of learners, ensuring that all learners can access and engage with the content

- Include Culturally Responsive Teaching.
- Acknowledging and valuing students' cultural backgrounds, experiences and perspectives is crucial to fostering inclusion.
- Edupreneurs can adopt culturally responsive teaching practices by incorporating diverse resources, fostering multicultural perspectives in the curriculum, and creating a classroom environment that celebrates and respects students' identities.

- Active listening and collaborative learning.

- Emphasising collaborative learning strategies promotes inclusion and supports the development of social and emotional skills.
- Create opportunities for students to work in groups, engage in peer learning and participate in collaborative projects.
- Fostering a sense of belonging, encourages diversity of perspectives and helps students learn from and with each other..

- Using "Universal Design for Learning" (UDL)
- This framework is essential for educators to create flexible and inclusive learning environments.
- It involves providing multiple means of representation, expression and engagement to support students' diverse learning styles and preferences.

- In special education "Personalised learning".
- Edupreneurs can adopt personalised learning approaches to effectively address individual special needs.
- This involves tailoring instruction, pacing and content to each learner's unique abilities and interests.
- By leveraging technology and data, Edupreneurs can deliver personalised learning experiences that foster student engagement, motivation and success.

PORTUGAL

- Learning styles
- Pedagogical methodologies
- ICT in education
- Cultural diversity
- Differentiated instruction
- Innovation
- Entrepreneurship
- AI in education
- Quizzes
- Classroom management software/apps
- Multimedia resources (videos, infographics)
- E-learning platforms
- Social media
- Online libraries
- Digital museums

- Application of diagnostic assessments
- Knowledge on the social-economic background of learners
- Development of educational physical spaces that foster inclusion
- Development of strategies for autonomous work by learners

- Learner-centered approach
- Deep understanding of diverse learning needs and preferences
- Pedagogical differentiation
- Diverse learning strategies

- A teacher should be involved in cooperative groups and never work alone, either in its school or outside.
- Sharing is essential to inclusion and respond to all the needs of the students.
- In a society and generation with such rapid changes, it is essential that teachers keep themselves informed, with a meaningful cultural approach and who know the students' reality, with enough technological approach to motivate students and lead them to build knowledge.

- Focus on Education
- Entrepreneurial mindset
- Venture creation
- Problem-solving orientation

- Integration of education and business
- Impact-driven approach
- Continuous learning and improvement.

TÜRKIYE

In order to address inclusion and individual needs in their classroom, an edupreneur should consider the following in their pedagogical framework:

- **Differentiated Instruction**: Edupreneurs should employ strategies that accommodate diverse learning styles, abilities, and backgrounds. This involves adapting teaching methods, providing varied learning materials, and offering multiple pathways for students to access and engage with the content.
- **Universal Design for Learning** (UDL): Incorporating UDL principles allows edupreneurs to create inclusive learning environments by providing multiple means of representation, action, and expression. This framework ensures that instructional materials, activities, and assessments are accessible and adaptable to meet the needs of all learners.
- **Collaborative and Cooperative Learning**: Edupreneurs should foster a classroom culture that encourages collaboration and cooperation among students. By incorporating group projects, peer learning, and cooperative activities, they promote teamwork, communication, and the sharing of diverse perspectives, thereby enhancing inclusivity and promoting a sense of belonging for all learners.

- Every culture has its own way of life. When I was in the United States, I had a chance to work in Montessori schools and I think Montessori has a sense of the perfect texture of teaching a language.
- I think as a Turkish person Maria Montessori should give us an example of being an Anatolium educator. Giving the children the texture of the language culture at first.
- Maria Montessori's approach is more family oriented and modest to give love and sense in baby steps.
- My philosophy is learning with baby steps and taking it slowly

When you plan a lesson, you can't think in one way. You have to think about other students, too, because we have some learners who learn by hearing, listening, kinesthetic activities and being a part of the lesson. So, you have to cover all learners. So that you can be successful at the end of the path.

First of all you have to know your students who you are referring to. You should be able to shift your skills. Being able to be good at your work.
Being able to use technology in an effective way. If you are teaching face to face, you can reach a maximum of 30 students but when you are on the internet, the whole world is underneath you. You can reach everyone by internet, websites, platforms and applications. Because in this modern world, people love colors and visuals. People don't like those books. The black mirror is charming and great way of teaching.

GREECE

I agree about the utilisation of the UDL.

Must use inclusive teaching methods and differentiated teaching strategies

The UDL, I believe, refers to instructions for trainees to follow in order to achieve the educational objectives of a training programme. It is a set of guidelines which may be followed by an edupreneur in order to meet the needs of all trainees. However, I believe that personalised learning is also a practice that is aimed at and tailored to each individual learner. With personalised learning, it adapts the educational program to the needs of the needs of the student, making it more flexible. This method ensures the integration and the needs mentioned in the question above.

Technology offers a wealth of tools that can be used in education to enhance the interaction and active participation of learners. Also, the addition of experiential activities makes the impact of the educational conclusions.

I think that first of all, we need proper training on the tools that we want to use (e.g. coaching), as well as on tools - skills that support the provision of our services (e.g. Zoom, public speaking, communication, etc.). Then, through practice of our knowledge, it is good to come up with our own pedagogical process, which becomes our competitive advantage

I think the idea of linking UDL with Applied Behavior Analysis is the an appropriate pedagogical framework for edupreneurs. In more detail, according to the NAC, the Students learn to make a simple correlation between cause and effect. With repetition, a student learns to associate a correct action with a reward. As a result, therefore, that correct choice will be repeated as the incorrect action does not earn a reward. When not rewarded, behaviours begin to fade slowly, a process known as extinction.

The use of technology to encourage behaviors is ideal, as anyone can rewarded over and over again without everyone seeing it and creating an unfair competition.

In combination, UDL using parallel alternative methods of display can include in the educational process all educational needs and, above all, help to leave behind the concept of 'dry' lectures so that the learner can interact with the teacher almost throughout the whole lesson.

More specifically, in order to achieve this objective, there should be a rotation throughout the lecture visual and audio material, rewarded tests, online games with rewards and simultaneous experiential groups

I think that education in Greece exists and can exist in very specific contexts that concern and influence the activity of an edupreneur to the extent that it is difficult to impossible to apply methodologies and frameworks as mentioned in the question. You need a major change in the whole context in order to be able to follow corresponding methods. Certainly, I see in young colleagues - especially adult educators – the adoption of new tools and perhaps even methods (such as behavioural learning, the reverse classroom etc.).

The one of inclusive education

CYPRUS

I think the framework must include:

- existing practices
- examples of new practices
- examples for addressing inclusion and individual needs in a variety of different situations in the teaching and learning process

Inclusion, it requires a pedagogical framework that is adaptable to the diverse learning needs and backgrounds of students. By following a pedagogical pathway or framework like the one below, edupreneurs can create an inclusive learning environment that meets the needs of all learners and supports their academic and social growth.

Differentiation of learning (and all similar terms that you will find in literature such as individualisation, personalisation)

- launch innovative pedagogical pathways that address all learners needs and approaches
- Using inclusive pedagogies for learning and differentiation (Universal Design for Learning, Differentiation of Instruction),
- Be in a better position to find innovative solutions for presenting the teaching material, engaging students in the learning process and enabling them to act and express than a conventional educator with no business knowledge.

- To ensure quality and equity in education
- To establish an inclusive school and classroom environment offering opportunities for all students
- Enchanting the development of all children to reach their full potential
- To establish a clear school vision and framework with principles about the management of individual needs and the promotion of inclusion.

ITALY

The model of the Universal Design for Learning is absolutely a good tool and framework to be applied in order to address inclusion and to meet all the students' individual needs. This way of designing and managing educational practice allows to meet the different learning methods and conditions existing in different contexts. An edupreneur should follow this kind of model to ensure an educational personalization through a flexible and inclusive approach, thus enabling equal opportunity and equity of learning for all learners.

The Edupreneur should follow a pedagogical framework that ensures to reach all the learners within the learning process. The problem is the presence of many people active in the field of education who, despite having a broad educational background, are unable to relate to the young people or the target audience because they lack communication skills or are anchored in traditional and uninspiring teaching methodologies

Yes, adapted to a local context such as Italy, moreover regional one by sectorializing the reference verticals reliably and from the right creative mix create measurable outputs on the reference classes, such as KPI's and motivational forecasts.

Pay attention to the activities of communication, organization and human resource management.

An enterprising trainer who prefers a collaborative educational approach linked to goals to be achieved together

- Each person learns differently because our history is different and different are the emotional, behavioural, neurological, and cultural factors that set us apart.
- Pedagogical knowledge should "crash into" education systems, which are still so rigid and sometimes archaic to make education inclusive, removing various obstacles to learning so that each person feels comfortable while learning (we know how important the emotional side is!).

LATVIA

The pedagogical framework is set up in a way that is the most appropriate for the target group (learners), including methods that facilitate inclusivity and emphasis on specific learners' needs.

An educational specialist who deals with issues related to inclusiveness and individual needs in the learning process must have basic knowledge in psychology and medicine.

An edupreneur's pedagogical framework for addressing inclusion and individual needs in the classroom should follow Universal esign for Learning (UDL). UDL focuses on providing multiple ways to represent information, engage students, and allow for various means of expression and action, ensuring all learners can succeed.

Pedagogical education and understanding of the learners' special needs are necessary in order to be able to match the learner's abilities with the learning content

What digital tools do edupreneurs use to enhance an active role in the learning process (referring to "Technological and pedagogical knowledge of content")?

SPAIN

MOOCs, open platforms where students can design accompanied, their itinerary (I don't know if it exists), Gaituz

- There are so many digital tools, but you would need tools for generating multimedia content, tools for multimedia communication, and tools for finding information. All tools must be collaborative so that students and teachers can interact with other people. The DigCompEdu framework defines the necessary digital skills, and I find this approach very interesting.
- I won't name tools because there are many that become fashionable and then disappear (prezi) in favor of new ones that appear (genially, loom) and as I said before, there are many.

- All those that you can introduce in your tasks, objectives,... Digital tools are tools and not the objective that would be the inclusion and participation of students and other agents in the learning process, in a personal and individualized way.

- Online learning platforms: such as Moodle, Canvas or Google Classroom
- Online collaboration tools: Applications such as Google Docs, Microsoft Teams or Slack
- Content creation tools: Edupreneurs use content creation tools such as Canva, Adobe Spark or Prezi to develop engaging and multimedia educational materials.
- Video conferencing platforms: Tools such as Zoom, Google Meet or Microsoft Teams .... facilitate real-time communication and interaction with students, regardless of their geographical location.
- Assessment and feedback tools: tools such as Kahoot, Quizizz or Socrative to create interactive quizzes, formative assessments and feedback activities.
- Online tutoring platforms: platforms, such as Tutor.com or Chegg.
- Online educational resources: such as Khan Academy, TED-Ed or Coursera, to enrich student learning.

- Learning Management Systems (LMS)
- LMS platforms like Moodle, Canvas, or Google Classroom provide a centralized digital space where edupreneurs can organize and deliver course content, communicate with students, facilitate discussions, and track student progress.
- These platforms enable the edupreneur to create interactive learning experiences and provide timely feedback to learners.

- Use of digital assessment tools: Digital assessment tools such as Kahoot!, Quizizz or Socrative allow educators to create interactive quizzes, questionnaires or assessments that measure students' understanding and progress.
- These tools provide immediate feedback, generate analysis and encourage active participation and competition among students, making the learning process more engaging and motivating.

- Virtual Reality technologies offer immersive and interactive experiences that can bring abstract concepts to life.
- Educators can use virtual reality headsets or augmented reality applications to create virtual field trips, simulations or 3D visualisations that enhance student understanding and engagement.
- These technologies offer students hands-on experiences that complement traditional classroom teaching.

- Use of interactive whiteboards.
- Interactive whiteboards, such as SMART Boards or Promethean Boards, combine traditional whiteboard functionality with digital capabilities.
- They allow educators to actively engage students by presenting multimedia content, annotating and highlighting information, and encouraging collaborative problem solving.
- Interactive whiteboards enhance interactivity and visual representation of content, encouraging student participation.

- Use of "Educational applications".
- There is a wide range of educational apps available for various subjects and levels of knowledge and skills.
- Edupreneurs can use these apps to complement classroom teaching, provide additional practical exercises, offer interactive simulations and gamify the learning experience.
- Examples of educational apps include Khan Academy, Duolingo, Quizlet and Scratch.

PORTUGAL

- Quizzes
- Classroom management software/apps
- Multimedia resources (videos, infographics)
- E-learning platforms
- Social media
- Online libraries
- Digital museums

- Social media platforms, that can support several competences' development, such as research, writing and creating images and videos
- Artificial intelligence tools, that recently have been widespread and learners need to know how to make good use of them

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- It is more about the strategy than the tools
- A combination of digital and analogic tools, e.g., makerspaces inspiration
- Digital tools that enable immersive experiences – VR and AR
- Digital tools that allow for content creation and different means to express knowledge – documents creation, spreadsheets, photo and video creation and editing, chroma key, drawing and composition software (e.g., Canva)

- Learning Management Systems (LMS);
- Authoring tools;
- Collaboration and communication tools;
- Virtual Reality (VR) and Augmented Reality (AR) Tools;
- Social m,edia and blogging platforms

For the subject I teach, technology is used to communicate with students, exchange tasks or carry out class projects. Some specific software is also used, for example, for geometry I exclusively used dynamic geometry software.

TÜRKIYE

Edupreneurs utilize various digital tools to enhance their active role in the learning process:
- Learning Management Systems (LMS): Edupreneurs leverage LMS platforms such as Moodle, Canvas, or Google Classroom to organize course materials, share resources, facilitate communication, and track student progress.
- Interactive Multimedia Tools: Edupreneurs employ interactive multimedia tools like interactive presentations, educational videos, virtual simulations, and gamified learning platforms to engage learners, provide dynamic content delivery, and foster active participation.
- Collaboration and Communication Tools: Edupreneurs make use of collaboration and communication tools like video conferencing platforms (e.g., Zoom, Microsoft Teams), online discussion boards, and collaborative document editors to facilitate interaction, group work, and real-time communication among students, promoting engagement and collaborative learning experiences.

- Nature. Learners should enhance nature and use it as a best learning choice. I am kind of a traditional and old fashioned teacher.
- Taking them out, playing with them, and living life with language.

- We shouldn't be this much away from books and pencils. Technology doesn't not always give the right way of learning.
Interactive powerpoint slides, kahoot games, online world war games activities and interactive websites.
Being able to use technology in an effective way. If you are teaching face to face, you can reach a maximum of 30 students but when you are on the internet, the whole world is underneath you. You can reach everyone by internet, websites, platforms and applications. Because in this modern world, people love colors and visuals. People don't like those books. The black mirror is charming and great way of teaching.

GREECE

I added Digital Immersive Storytelling tools. I've experimented with Nearpod VR, Padlet, Miro, Squirrel AI
Tools that allow them to reach all learners remove barriers and restrictions. Tools that promote respect for diversity and help all learners reach their full potential
Digital tools that can be used by edupreneurs are SCRATCH, TINKERCAD, CAPTERRA, iSpring, MOODLE, DREAMBOX, STORYBOARD
Prototyping simulation tools (e.g. marvel app), remote collaboration platforms (e.g. Google Drive, miro) and interactive presentation platforms (aha slides, mentimeter)
TPACK is a very good tool, as well as many educational tools that have been created by Microsoft to organise, teach, engage and assess.

CYPRUS

- 1. for communication social media tools or tools like google classroom, class dojo, - 2. during teaching interactive tools, like paddlet, kahoot, that promote active engagement - 3. tools that can be used independently from the user online resources etc. (…)
- LMS platforms like Moodle - Blackboard - Canvas - Google Classroom Also, tools to conduct live online classes - Zoom - Microsoft Teams - Google Meet - Skype Gamification tools like - Kahoot - Quizlet - Classcraft Online assessment tools - Quizlet - Google Forms
- video creation tolos - animation tolos - LMS - graphics creation/design - podcast/audio - authoring tools (see articulate, ispring)
- Social media platforms - learning management systems - Canvas

- Moodle
- Blackboard
- video conferencing tools
- zoom
- skype,
- various other digital tools, such as
- Kahoot!
- Padlet
- Prezi
- google classroom
- trello

- Educational digital tools during instruction
- Administrative digital tools for school management

ITALY

I know the "Technological Pedagogical Content Knowledge"(TPCK) however i do not refer to it very often when i design my lessons or my teaching pathway.

- I know the "Technological Pedagogical Content Knowledge"(TPCK) however I do not refer to it very often when I design my lessons or my teaching pathway.
- Various digital tools can be used, but learning process cannot be separated from the active experimentation and emotional participation of the learners. Digital tools should support the trainer/ teacher in involving and making the learners active participants in the training.

- I know the "Technological Pedagogical Content Knowledge"(TPCK) however I do not refer to it very often when I design my lessons or my teaching pathway.
- The digital tools can be used to enhance an active role in the learning process as stated in the "Technological and pedagogical knowledge of content" framework; however first, it is still relatively young and therefore still to be tested, and after, the technology needs to be introduced and made usable at a very high level, understanding its reflections.

- I do not know the "Technological Pedagogical Content Knowledge"(TPCK)

- I am not familiar with TPCK. Among the digital tools
- I would point to social networks with greater popularity among young audiences
- instant messaging

LATVIA

There are different tools that can be used in order to improve active participation in the learning process. Edupreneur mostly uses tools that help to organise the learning process more efficiently, taking into account learners' abilities and experience with digital tools/technology. The goal is to make the process easier for both teachers/trainers and learners as well as to increase the outcomes of the learning.

In order to promote active participation in the learning process, education specialists can use any digital tools that are available in the given situation.

Edupreneurs use digital tools such as interactive learning platforms, educational apps, multimedia content, and collaborative tools to enhance an active role in the learning process and integrate technological and pedagogical knowledge of content.

There is no particular tool, Interactivity is important, a tool is basically of no use if it lacks the interactivity. Learners' active engagement is necessary therefore it highly depends upon the content creation as per the exercised digital too for learning

Learning by doing is increasingly used, meaning that learners gain a better understanding of topics through hands-on experiments. Both computers and various smart devices are actively used in the learning process

What key competences do edupreneurs have to develop a role as champions of change in education? Being an edupreneur

SPAIN

Proactivity, seriousness, reliability, flexibility, patience, being disruptive and identifying the critical points where to act.
Leadership: Initiative-proactivity, empathy, communication skills
The same as an entrepreneur, but with a more education-oriented vision
Pedagogical knowledge, Innovative thinking, Entrepreneurial skills, Technological competence, Leadership skills, Critical thinking and problem solving, Communication skills

- Use of "Innovative Thinking".
- Educators must be able to think creatively and generate innovative ideas to transform education.
- They must be open to exploring new approaches, technologies and pedagogical methods to respond to the changing needs of learners and the education system.

- Understanding of the educational context.
- Edupreneurs should have a deep understanding of the educational context, including policies, regulations and challenges in the education system.
- They should be aware of the needs and aspirations of students, teachers and other stakeholders, and design solutions that are relevant and sustainable to the context.

- Technological Literacy: Given the increasing role of technology in education, edupreneurs should have a strong grasp of technology and digital tools.
- They need to stay updated on the latest advancements, understand how to leverage technology for effective teaching and learning, and navigate the digital landscape to implement innovative educational solutions.

- Entrepreneurial mindset:
- Edupreneurs must possess an entrepreneurial mindset, which implies having a proactive, resourceful and risk-taking attitude.
- They must be able to identify opportunities, take calculated risks and overcome challenges to bring about positive change in education.

- Leadership and collaboration is important.
- Educators must demonstrate leadership skills and the ability to collaborate effectively with all educational stakeholders.
- They must inspire and influence others, foster a shared vision and mobilise support for educational innovation and change.

PORTUGAL

- Innovation - Critical thinking - Proactivity - Entrepreneurship - ITC literacy - Interpersonal communication - Active listening
- Innovation - Motivation - Perseverance

- Strong pedagogical background with innovative strategies sustained by a meaningful use of learning resources
- Evidence-based communication and storytelling skills to pitch the proposed approaches effectively
- Strategic thinking both in terms of education and business
- Business

- DigComp 2.2 – Digital Competence framework for citizens;
- DigCompEdu – Digital Competence Framework for Educators.

- Be close to students and establish a strong positive relationship with students.
- Listen to them, be available.
- The pedagogical relationship must be based on trust and mutual respect, but above all on the student's responsibility for his own learning. Negotiation is fundamental to build learning.
- Don't be afraid of parents or the community – we all work for the same purpose.

TÜRKIYE

- Entrepreneurial Mindset: Edupreneurs should have an entrepreneurial mindset, which includes being proactive, resourceful, and willing to take calculated risks. They are driven by a desire to create impactful educational solutions and are not afraid to explore unconventional paths.
- Adaptability: Edupreneurs must be adaptable in the face of evolving educational landscapes. They are open to learning, flexible in their approaches, and willing to adjust their strategies based on feedback, emerging technologies, and changing student needs.

- Reading is the best way to do it.
- Looking at others' lives and going outside and wandering around. Listening to the experience of people.
- Having empathy.

Being teacher centered is not a successful way to teach. It is not about teachers, but students. Our students should be in the center. It is not us who make them to know something but it is students and teachers that go together with and follow the same. Not to show them the way to go somewhere , but to go with our students. Holding their hands and saying you are not alone, I am tougher with you. Being a teacher is not controlling everyone in the class but being equal with our students. So that they can fill you and themselves.

Being an edupreneur is like being a psychologists. You need to learn how to listen in the first place. Listening Is a great skill because when we listen we can produce speech. You need to listen to your students first and then you can create content according to their needs. To be a great observer and to have an empathy of your students. This is how you make a great connection/bond between your students.

GREECE

Asking new questions (curiosity). Experimenting. Art of dialogue and criticism and ethical thinking in physical, digital, immersive, enclosed communities Collaboration and questioning for the certainties and "ready-made ideas" of the time.

- Communication
- Creativity
- Innovation,
- Empathy
- Knowledge

The Instructor must listen more than he/she speaks in a room, especially when it comes to training on a subject outside the scope of formal education. Students, usually adults, need the instructor to listen to their concerns and offer the educational solution for which they attended the training in the first place. They should have the ability to understand the degree of assimilation of the information she/he is providing to their students, and if they see that she/he is 'missing' them somewhere, they can change her/his teaching approach and adapt quickly. Other

skills are the Ability to communicate skills, Adaptability, Patience, Understanding and empathy, Humour, and Understanding of what is needed and what an educational audience needs.

- Entrepreneurial mindset,
- Good knowledge of technology,
- Empathy
- Customer focus

Having a thirst for continuous learning, being reflexive, listening to students and their needs, and to be responsive to the needs of learners, responsive to developments in society and willing to work differently and having the courage to innovate (evaluation and corrective action work)

CYPRUS

- critical skills
- communication skills
- creativity
- problem solving skills
- time management
- Confidence
- technical skills.

- Creativity and Innovation: Edupreneurs must have the ability to generate new and creative ideas that can improve teaching and learning outcomes. They must be willing to take risks and think outside the box to develop solutions to the challenges faced by educators and learners.
- Leadership and Management: Edupreneurs must have strong leadership and management skills to build and sustain their educational ventures. This includes skills such as strategic planning, team-building, and financial management.
- Communication and Collaboration: Edupreneurs must have excellent communication skills and the ability to collaborate effectively with a variety of stakeholders, including teachers, students, parents, policymakers, and investors. They must be able to articulate their vision, build consensus, and motivate others to support their initiatives.
- Technological Competence: Edupreneurs must have a good understanding of technology and its potential to transform teaching and learning. They should be able to use technology tools and platforms to create and deliver innovative educational experiences.
- Pedagogical Expertise: Edupreneurs must have a strong foundation in pedagogy and educational theory. They must be knowledgeable about different teaching strategies and approaches, as well as the latest research in learning science.

- Entrepreneurial Mindset: Edupreneurs must have an entrepreneurial mindset, which includes the ability to identify opportunities, take calculated risks, and manage uncertainty. They must be able to adapt to change and pivot quickly when necessary.

- Critical thinking
- adaptability/flexibility
- communication skills
- leadership

- Draw practices from the business sector for developing and marketing their educational products
- Identify target audiences
- Create engaging content
- leverage technology to reach a wider audience
- Provide learners with access to new and innovative learning resources tailored to their needs and competences

- Educational digital tools during instruction
- Administrative digital tools for school management

ITALY

One of the most important skills that an edupreneur should have is the ability to facilitate and support learning processes so that they are inclusive and ensure the full and complete participation of all students, including and especially those with special needs

Not being a "champion," but a facilitator of the learning process.
The Edupreneur should be able:

- To train teachers and staff active in schools
- to listen, understand and meet the needs of learners putting them at the center of the learning process

- Passion and talent
- At least 10 years of experience in the field.
- Being Technologically sapiens.

- good communication
- networking skills
- a good ability to ensure effective and dynamic internal and external coordination.
- emotional skills

- Creativity
- communication
- collaborative approach
- determination,
- welcoming attitude
- patience

LATVIA

I would like to emphasize that an education specialist should learn the so-called "soft skills" - empathy, the ability to inspire and motivate, to support in various situations, to find a balance between "what I can" and "what is needed". I believe that just wanting to become an education specialist is not enough.

Understanding changes, Understanding Generations, Identifying learners learning patterns, Developing of engaging learning content, know-how of digital tools and how to utilize them appropriately

Edupreneurs need to develop key competences such as innovation, adaptability, vision, collaboration, and a deep understanding of educational trends to become champions of change in education.

An education specialist must be a person who has worked in an educational institution as a teacher for some time and understands the educational environment and learners. An educational specialist must be creative and communicative

Edupreneurs must possess the ability to understand the different needs of learners and to support them in various ways. An edupreneur is not only professional in his/her field of expertise but also can empathize and communicate with the different groups of learners. An edupreneur is not only concerned with the learning
outcomes but also focuses on the well-being of learners during all phases of the learning process. An edupreneur is open minded and always ready to learn. An edupreneur acknowledges mistakes and is keen to improve constantly.

Conclusions

Edupreneurs aim to positively influence education by creating transformative learning experiences. They personalise learning for learners with special needs, leveraging technology and educational applications. Effective leadership and collaboration are crucial to inspire others, share a vision and drive educational innovation.

Educators use Universal Design for Learning (UDL) to create inclusive learning environments. UDL provides multiple means of representation, expression and participation to accommodate diverse learning styles. Interactive whiteboards, such as SMART Boards, facilitate multimedia presentations, collaborative problem solving and student engagement.

Educators need an entrepreneurial mindset to identify opportunities, take risks and drive positive change in education.

Edupreneurs prioritize social aspects over competences and develop educational apps or interactive materials for personalised learning. They promote active listening and collaborative learning, fostering inclusivity and social-emotional skills. Virtual reality enhances understanding, and technological literacy is crucial for leveraging technology in innovative educational solutions.

Edupreneurs need pedagogical knowledge and entrepreneurial skills to build sustainable education-focused businesses. Culturally responsive teaching promotes inclusion by valuing diverse backgrounds. Digital assessment tools improve engagement and provide immediate feedback. Understanding the educational context ensures relevant and sustainable solutions for students, teachers and stakeholders.

Edupreneurs combine education and entrepreneurship to create innovative learning solutions focused on integrating young people into the workforce. They use differentiated learning to address the individual needs of learners. Edupreneurs use learning management systems such as Moodle or Google Classroom to organize content, facilitate communication and track progress. They adopt innovative thinking to adapt to changing educational needs.