



Entrepoly Adaptation Guidebook

HOW TO ADAPT ENTREPOLY INTO YOUR CLASSROOM



Funded by the
Erasmus+ Programme
of the European Union





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Welcome to ISGEE project!

Our mission

The ISGEE project is an Erasmus+ funded transnational project. The ISGEE partnership develops an **open access, modularly structured** serious e-game called “Entrepoly” that is focused on entrepreneurial competence development among university students. The game is accompanied by a variety of useful resources – such as a comprehensive teaching toolkit – which facilitates educators to ignite entrepreneurial thinking and action during their lectures.

Aim of the project

The **aim** of the ISGEE project is to develop entrepreneurship and digital competences with a digital serious game, called Entrepoly (1), that arrives with a supporting adaptation handbook (2), a teaching toolkit (3) and also selected good practices for teaching (4).

This document

The current document is an **Adaptation Guidebook**, which was assembled to provide insight into how it is possible for interested parties to use Entrepoly in the classroom. After a short introduction into the ISGEE project, Entrepoly, the newly developed serious game is introduced. Our primary target group is the educators with whom we intend to reach the students – in this document we detail the essence of Entrepoly for both of these parties. Entrepoly house content is detailed, so that a thorough implementation would be possible for outside parties. This document answers the following questions: What is Entrepoly? Who can adapt Entrepoly? How can Entrepoly be adapted in the classroom? What structure does Entrepoly have? What houses does Entrepoly already have? How can you modify the content of Entrepoly?

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1 About ISGEE project



Aim of the project

The aim of the ISGEE Erasmus+ project is to develop entrepreneurship and digital competences with a digital serious game, called **Entrepoly**, that is supplemented with a supporting adaptation handbook, a teaching toolkit and also a selection of good practices for teaching. The document you are reading right now is the Entrepoly Adaptation Handbook.

Target group of the project

The target group of the ISGEE project is diverse. It includes the following stakeholders:

Lectures (main target group) - due to the increasing need to satisfy the needs of the new generation

Students - who are part of the new generations, especially generation Z; they use digital devices easily

Business Partners - who later employ the new generations

Entrepoly

The major accomplishment of the ISGEE project is a newly developed serious game, called Entrepoly. The game fits the European Union's EntreComp framework as it intends to develop skills related to entrepreneurship, rather than factual knowledge.

Why choose Entrepoly?

The aim of the current document is to introduce Entrepoly to the reader and to detail what structure the game has. It also provides a background for understanding how each module works and how educators can modify tasks in the game. Modification of tasks is of key importance, as a new feature of Entrepoly compared to other serious games is its customizability.

Project partners

ISGEE has a very diverse but united set of partners, who have been eagerly working together to reach the aims of the project. The partners include the University of Szeged (lead), West University of Timisoara, Technical University of Ostrava, STUCOM, Univations, Expertissa. The project also has associated partners including Nottingham Trent University and Mongolian University of Life Sciences.

2 Entrepoly – general introduction of the game



What is Entrepoly?

A free online game fostering the entrepreneurial mindset.

Who is Entrepoly for?

Entrepoly is dedicated to university students and teachers.

Teachers:

- have access to a teaching platform where they can create scenarios with combining the 4 houses
- can modify Entrepoly's content in the Houses by changing/adding questions in the dialogues s
- can assign student to their scenarios
- can track the activity of their students

Students

- can practice entrepreneurial skills: so just play!
- can earning gold in the game: this can be the basis for evaluation and competition.

What are the main features of Entrepoly?

Entrepoly is ...

- an open access, modularly structured role-playing digital serious game
- available on multiple platforms (laptop, phone, tablet)
- with dynamically adjustable content to match the specific educational requirements. Lecturers can easily *modify* content, define own combinations&variations (so called "scenarios") and *track the actions* of the students using the *teacher's platform*,
- arriving with built-in main features but the dialogues in the game can be modified, therefore new questions/answers can be added according to the teacher's aim
- suitable both for general (non-discipline dependent) and business type of *courses*
- suitable for *short* (5 minutes) tasks but can be used for *long* and complex (90 minutes) activities by combining the available scenarios
- modularly structured:
 - different in-game venues (so called "houses") are dedicated to improve different entrepreneurial competences. Lecturers can choose from these houses and construct their own "scenarios" and modify the content of it.

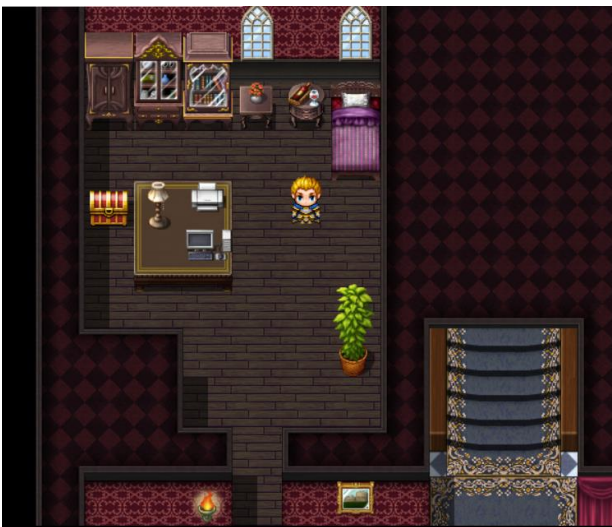
3 User's experience of Enterpoly



What are the 4 main parts of Entrepoly?

You can find 4 different small-games in Entrepoly, we call them “Houses”. These Houses look similar, have the same general methodology but differ in their main aims. The lecturer can combine these houses and can create scenarios with multiple houses involved.

Creativity House – to foster students *creative* and outside-of-the box thinking with simple tasks that require smart solutions.



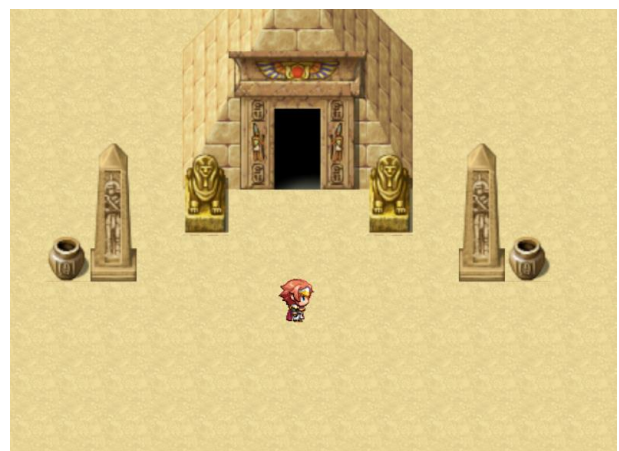
Casino House – to provide insights about the complexity of *consumer's choices* under uncertain circumstances while also fosters *risk-taking*.



Break-even point House – to foster students *business thinking* and *managerial* approach.



Start-up pyramid – to support student's *idea generation* and validation using start-up methodology.



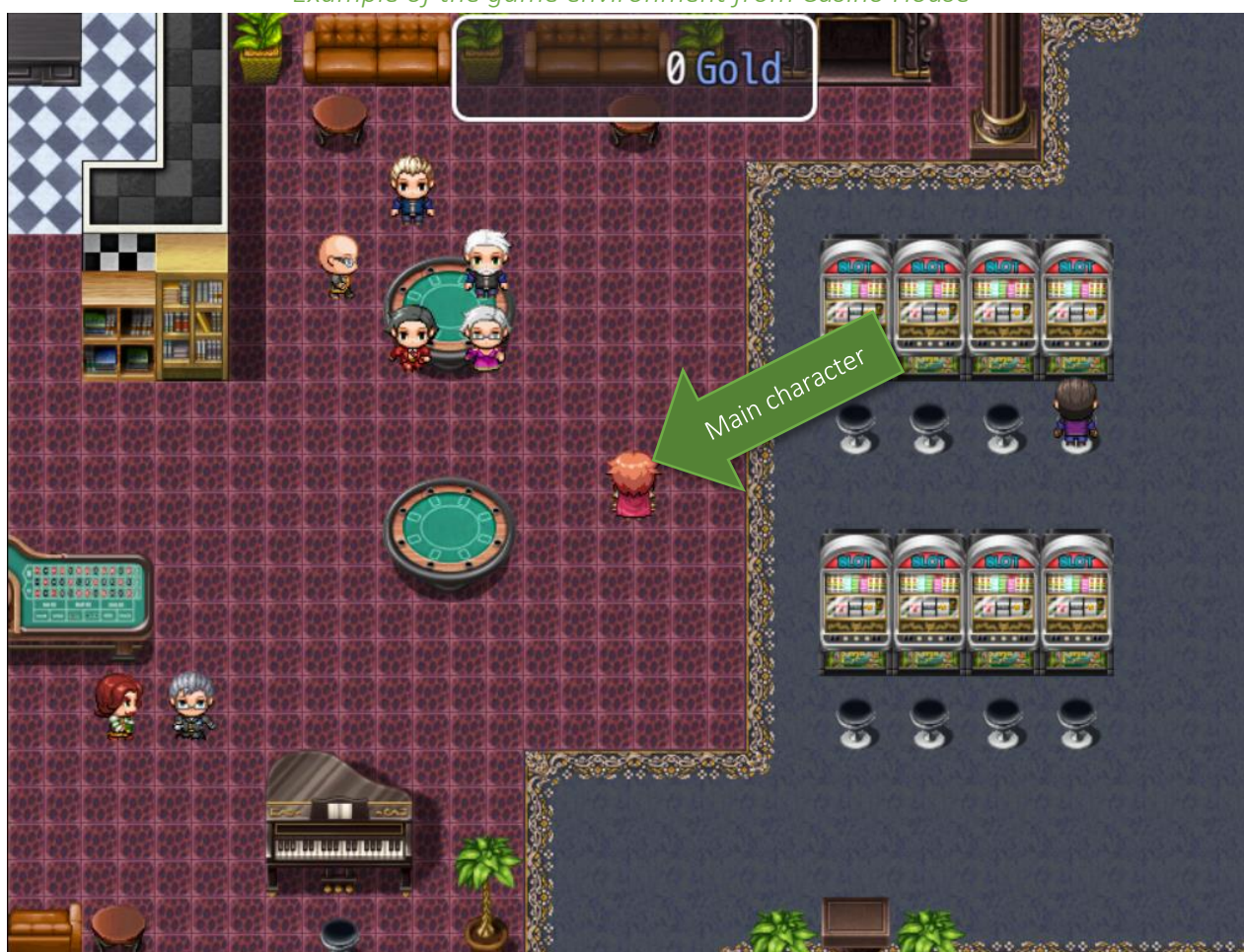
How can I play Entrepoly?

Entrepoly can be played by students after they are assigned to one scenario by the lecturer. (For the process of this assignation, check out chapter “5 Entrepoly Teachers’ Platform” of this document.)

Entrepoly consist of 4 different houses, but these houses are built upon the same rational as all the houses have these 5 common features and elements:

1. Role-playing game with exploratory method: You are controlling a character who wonders around and explores the environment (characters/tasks) around it.

Example of the game environment from Casino House



2. Main task: Each house has a central task that is explained at the beginning of the game by the “gate-keeper” or “receptionist” character. These tasks:

- **Creativity House** – solve short puzzles that require creative thinking.
- **Casino House** – players earn gold with betting and investment. Players can bet their money on trying to guess the typical rational choice of customers and they can invest their money on start-up ideas.
- **Break-even point House** – Players are running a company and they have to decide the wage/production/price to maximize the profit.
- **Start-up pyramid** – Players have to come up with their own start-up idea and form it into a business concept.

The main tasks are explained in detail at the last chapter of this document.

Example of receptionist from Casino House



Example of receptionist from Break-even point house



3. Question-answer methodology: The main tasks in the game are formulated in a question-answer methodology, meaning that the teacher can set up the question and the possible answers, highlighting the correct answer. The players choose from the list of answers and receive feedback based on their choices.

Example of question from Casino House



Example form question from Break-even point house



4. Options/inventory: Players can reach the Option part of the game by pressing ESC or two-finger-clipping where they can monitor their status and the items they have collected



5. Entertaining element: Besides the main task there are many other features in the game that are meant to provide entertaining element or in some cases opportunities for further learning. These elements are:

- Characters without any connection to the main task, with whom the players can interact. They share some funny quotes or some hints to the game.
- Wikipedia links for further learning.
- Elements in the environment (eg. slotmachine) that provide opportunity to learn gold.
-

Example of Wikipedia links for further learning from Casino House



Example of funny characters from Casino House.



4 Entrepoly Overview – for Educators



Why shall I use gamification in my education?

Currently, teachers are facing new challenges and have to solve important issues related to the adaptation of the learning process towards students' needs, preferences and requirements. Teachers have to use different teaching methods and approaches that allow students to be active participants with strong motivation and engagement to their own learning. One possible solution is to reward the efforts and achieved results by awards, which leads to increased motivation for participation and activity. That decision is based on the use of game elements in the learning process. *Gamification* in general could not only be applied in education. However, we currently focus on gamification in education, more specifically in higher education and entrepreneurship education.

We created a toolkit helping teachers to use serious games and gamification techniques for educational purposes to develop entrepreneurship competences. Our toolkit contains general literature overview about gamification, serious games, and their possible uses for educational purposes. Check out isgee.eu to download it!

Why shall I focus on entrepreneurship competences in my education?

Entrepreneurship competence is one of the 8 “key competences” of the Life Long Learning programme of the EU. However entrepreneurship competences are widely misunderstood and only considered as essential a business knowledge and start-up building intentions. While according to the EntreComp Framework¹ entrepreneurship competence is more about the entrepreneurial mindset that covers a wide variety of skills from creativity through risk taking to self-awareness. To get an overview about the 15 skills and sub-competences that can be considered as the elements of entrepreneurship competence just check the table below.

1. Table: Elements of Entrepreneurship competence according to the EntreComp Framework

COMPETENCE	Explanation / Hint
Spotting opportunities	Use your imagination and abilities to identify opportunities for creating value
Creativity	Develop creative and purposeful ideas.
Vision	Work towards your vision of the future
Valuing Ideas	Make the most of ideas and opportunities
Self-awareness & Self-efficacy	Believe in yourself and keep developing
Motivation & perseverance	Stay focused and don't give up
Mobilising Resources	Gather and manage the resources you need
Financial & Economic Literacy	Develop financial and economic know-how
Mobilising Others	Inspire, enthuse and get others on board
Taking the initiative	Go for it

¹ <https://ec.europa.eu/social/main.jsp?catId=1317&langId=en>

Planning & Management	Prioritise, organise and follow up
Coping with Uncertainty, Ambiguity & Risk	Make decisions dealing with uncertainty, ambiguity and risk
Working with others	Team up, collaborate and network
Learning through experience	Learn by doing

Source: <https://ec.europa.eu/social/main.jsp?catId=1317&langId=en>

We can agree on that these competences are of high-importance for the future and they should be incorporated and implemented in current (higher) education environment. However we can also admit that fostering these type of competences are not always an easy task – especially if we only consider the traditional educational methods. Most of these 15 skills and sub-competences can be categorized as soft-skills that are hard to be taught and learned from books and lectures, rather they can be obtained by constant practice and experience.

According to the rationale of ISGEE project gamification can be an essential solution for fostering these entrepreneurship competences. Therefore, our aim was to construct Entrepoly game as a tool for fostering entrepreneurship competences.

Who shall try Entrepoly?

Educators from *all kinds of fields*.

- Entrepoly is dedicated to foster entrepreneurial skills – that are not just business skills.
- Creativity, Risk taking and Idea generation are essential skills of nowadays no matter which field are you coming from.

Educators who are searching for *innovative ways to foster their lectures*.

- Entrepoly is not meant to substitute traditional education. Rather it is meant to foster it and add a tweak or boost with an entertaining game.

Why not directly *students*?

- We intend to reach out to students via the teachers as they can be the instructors and evaluators providing an appropriate context for implementing Entrepoly.

How can I join?

- You can join easily without any bureaucratic tasks, just fill out the form at isgee.eu
- After joining in, you can access teacher's platform where you can

- construct “scenarios” from the 4 houses
- modify some elements, dialogues, questions in the houses
- add students easily to your game (scenario).

If you are the first from your institution we can give you the “Administrator of Your institution” rights.

- With this rights you can add teachers from your institution.

5 Entrepoly Teachers' Platform



Login

Email

Password

☐ Remember me

[Forgot your password?](#)

Login

As the main target group of Entrepoly are the educators (teachers, lecturers), therefore we can consider the “Teacher’s platform” as the centerpiece of the whole game. Entrepoly is unique among the educational games in this sense that a “back-end” is also provided for teachers where they can easily

- *combine* the available games (houses) and construct own scenarios
- *modify* some of the content (dialogues) in the houses
- *assign* students to their scenarios
- *track* the activity of the students

...doing all this as simple as possible without any specific in-depth IT knowledge!

Teacher’s platform (or so called “dashboard”) is the so-called back-end of Entrepoly, where the lecturer can modify the game. It’s also worth noting that not all the elements are customizable, as the core rationale of the houses are set.

HOUSE	GENERAL AIM (NOT CUSTOMIZABLE)	ELEMENTS TO CUSTOMIZE
<i>Creativity House</i>	Small puzzles that can be solved with outside-of-the-box thinking	Puzzles in one room (Questions+answer)
<i>Casino House</i>	Betting money on the expected behavior of customers.	Betting opportunities at one room (Questions+answer) Investment opportunities at another room (Idea+Investment multiplier)
<i>Start-up House</i>	Start-up idea generation and validation	Change the PDF that is provided with the task description
<i>Break-even point House</i>	Setting up the prices/wages/production at a company.	The correct rates of price-wage-production.

You can access “Teacher’s platform” at this link: dashboard.isgee.eu

In order to get access to the platform, you have to be *registered*. For this please check “*How can I join*” part of the previous chapter!

How to create your own customized game in 8 steps?

In the following *8 steps* we guide you through the process how you *can create your own game scenario* and *assign students* to it and *track* their activity. (Note: We have used the Casino House as an example but the same methodology can be applied to all of the houses.)

Step 1 : You can choose from the available 4 houses plus add a short description to the students.

The screenshot shows the 'Create a new scenario' page in the IS^{EE} application. The page has a navigation bar with 'Dashboard', 'Houses', 'Scenarios' (selected), and 'Students'. The main heading is 'Create a new scenario'. Below it, the 'Scenario information' section includes a sub-header 'Create a new scenario with default or custom houses'. The form contains several input fields: 'Scenario name' (with 'TEST_Scenario' entered), 'Description for students' (with 'Here you can add a description to your students!'), and four dropdown menus for selecting a house: 'Creativity House' (Default Creativity House), 'Entrepoly Casino House' (Create a custom house), 'Break Even Point House' (Break Even Point House), and 'Entrepreneurship Pyramid House' (Default Entrepreneurship Pyramid House). A green 'Create this scenario' button is at the bottom.

Step 2: You can customize the questions in the house. You can delete the default (built-in) questions and you can add your own questions with possible answers.

Available questions

Define the questions available for this type of house

1. Pablo lives in Brazil. He is very shy, withdrawn and helpful but with very little interest in the real world. He has a need for order and structure, and a passion for detail. Which one is more likely? Pablo is...

2. Linda is 31 ears old, single, outspoken, and very bright. She graduated from a good university in Paris. As a student, she was deeply concerned with issues of discrimination and social justice, and also participated in anti-globalization demonstrations. Please rank in order of likelihood these scenarios: Linda is a (1) lawyer; (2) teacher; (3) feminist lawyer; (4) feminist teacher. Start with the most likely scenario!

Delete question

Add new question

Add new question

Here you can type in your custom question!

Answers

Please also mark the correct answer

Here is your OPTION 1 answer to your custom question.

If the student choose this OPTION 1, she receives this answer/feed-back. Eg. "Sorry this is not correct answer"

Here is your OPTION 2 answer to your custom question. (Marked as CORRECT)

If the student choose this OPTION 2, she receives this feed-back. Eg. "Yes. Correct, you have earned gold"

Here is your OPTION 3 answer to your custom question.

If the student choose this OPTION 3, she receives this answer/feed-back. Eg. "Sorry this is not correct answer"

Here is your OPTION 4 answer to your custom question.

If the student choose this OPTION 4, she receives this answer/feed-back. Eg. "Sorry this is not correct answer"

Add this question

Step 3: You can enroll your students

Enroll a new student

Student Information

Enroll a new student

First name

Last name

Institution

Email address

Enroll this student

Step 4: You can assign students to your scenarios

My scenarios

Search scenarios ...

Scenarios: 3

SCENARIO NAME	CREATED ON	STATS	
 TEST_Scenario	5 May, 2021	4 houses 0 students	View scenario Enroll students Remove

Here you can add a description to your students!



Enroll students to scenario: TEST_Scenario

Please check the students you wish to assign to this scenario. Only unassigned students are shown below.

STUDENT	INSTITUTION	EMAIL	ENROLLED ON
☐			
☐			
☐			
☐			
☐			
☒	TEST INSTITUTION	test@test.com	2021-05-05 15:38:14

[Assign selected users](#)



Step 5: Students receive e-mails about this invitation

ISGEE Teachers Dashboard

Student assignment

Dear Student,

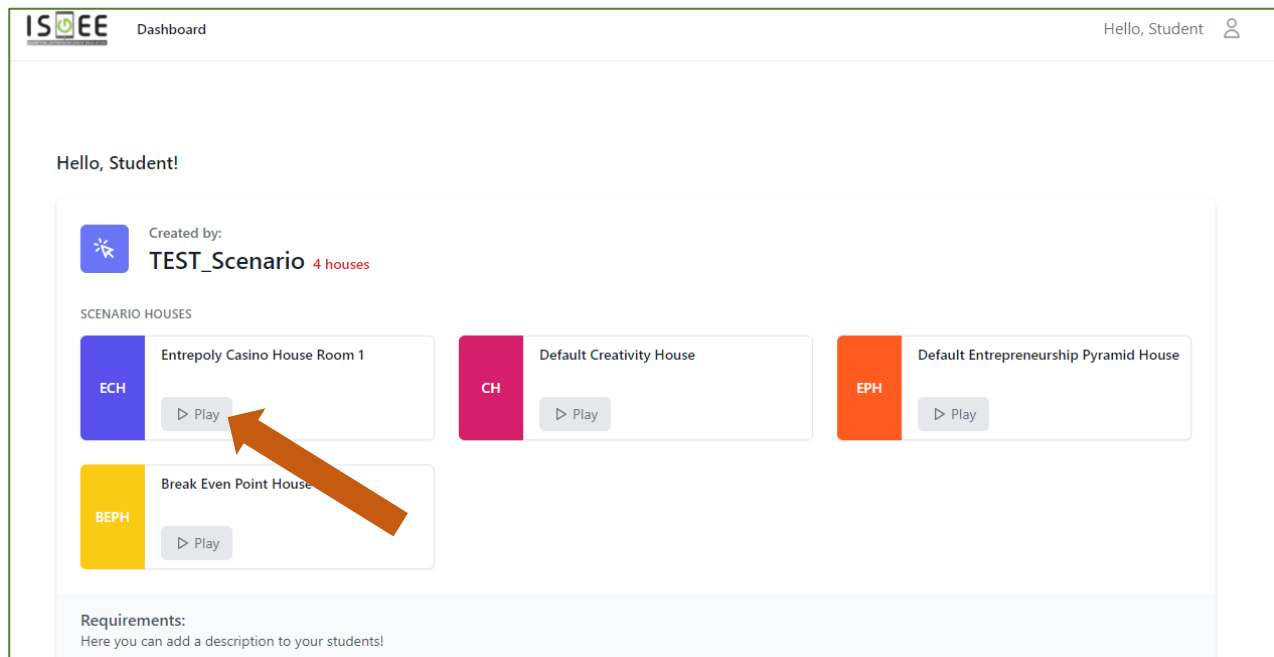
We are happy to inform you that your teacher Szabolcs Test (USZ_Test) assigned you the scenario TEST_Scenario.

From your teacher: Here you can add a description to your students!

[Login to your account](#)

Thanks,
ISGEE Teachers Dashboard

Step 6: Students log-in to their account and start the game



Step 7: Students play the game with your modified questions/answers



Step 8: You can track the activity of the students

Viewing scenario: TEST_Scenario

Scenario Houses

House Name	Created by	Created on	Status	Actions
Default Creativity House	Admin Isgee	2020-10-15 07:57:57	✓ Default house	 
Entrepoly Casino House Room 1	Szabolcs Test	2021-05-05 15:30:21		  
Entrepoly Casino House Room 2	Szabolcs Test	2021-05-05 15:30:21		  
Break Even Point House	Admin Isgee	2020-08-28 07:15:13	✓ Default house	 
Default Entrepreneurship Pyramid House	Admin Isgee	2020-10-15 08:24:08	✓ Default house	 

Assigned students

NAME	INSTITUTION	STATUS	RESULTS SUMMARY / GRADE	Actions
TEST STUDENT test@test.com	USZ	1 / 4 houses completed	51 gold	View activity log Remove

Logs

- Entrepoly Casino House: 51 gold ***
- Creativity House: not completed yet
- Entrepreneurship Pyramid House: not completed yet
- Break Even Point House: not completed yet

Activity Log Details:

- House 1: Start Game 2021-05-05 15:55:27 - ---
- House 1: Talk with Dan 2021-05-05 15:55:35 - ---
- House 1: Talk with Dan 2021-05-05 15:55:52 - ---
- House 1: Game Over 2021-05-05 15:59:55

Interested in Entrepoly?

If you are interested in trying any of Entrepoly's houses, or you are up to customizing your own, do not hesitate to visit our webpage, where you have got the possibility to do so:

ISGEE project website: <https://isgee.eu>