

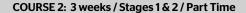


# DESIGN, MAKE AND MARKET Innovation in a global market

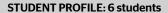
#### **COMPANY PARTNER: SMD LTD**

An engineering company specialising in structural floor and roof solutions smdltd.co.uk  $\,$ 

- · Generating ideas
- · The business of advertising
- · Cultural bias

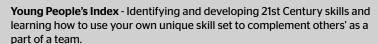


12-29 March 2018



2 x Venezuelan, 2 x Korean, 1 x Japanese, 1 x Saudi Arabian

#### STAGE 1 WORKSHOPS



**Design Thinking** - Learning how to improve creative and critical thinking, as well as how to conduct research, develop prototypes and articulate ideas

**Time Management and Project Planning** - Undertaking a series of activities that highlight the importance of thorough planning and working to deadlines.

**Presentation Skills** - Enhancing ability to organise content and engage an audience when giving a presentation.

**Language Gymnastics** - Perfecting pronunciation - a workshop designed to develop more confidence and natural sounding speech.

#### STAGE 1 PROJECT

To back up the company project that would follow students were asked to design and create a cross-cultural web-based social interaction project within Capital School of English. A project designed to bring together the different cultures, traditions, interests, experiences and backgrounds of the students.

At the end of the project when asked what they had learned to carry forward to the company project the students commented that 'Organisation is vital' (Giovanni), 'the necessity to be creative and work as a team' (Ernesto), and that 'it is possible to make a successful project even if you can't speak perfectly.' (Miso)





















#### STAGE 2 PROJECT with SMD

The students worked with SMD Engineering on a challenging brief to identify the main barriers to entry for a UK company trading within an identified country/region. The regions of South-East Asia and South America were chosen to reflect the nationalities of the students. In this project students were asked to list out methods of how to overcome cultural barriers with a targeted marketing campaign aimed specifically at the local market, bearing in mind regional customs and methods of communication, so that the content and layout were sympathetic and appropriate to the area in question.





### **COURSE SUMMARY**

At the end of the third week the students produced solutions and advice that the international manager, and the marketing and brand manager for SMD, Jane Biddle and Pete Watkins felt provided them with real pathways to help them when marketing to these areas. The project had also been very positive for the students as Giovanni from Venezuela put it, 'because the actual experience is a real experience with a big, real company.'

Students also felt that they had improved their skills in all areas and especially their communication skills and the all round experience had been very positive.



#### STUDENT FEEDBACK

'I enjoy being under pressure in all the activities, because that help me to manage my time and focus on tasks....I really enjoy the experience and the opportunity to work with SMD and also I would like to congratulate out teacher for been so helpful and supportive every time.'

Ernesto, Venezuela

'I enjoyed working with other people and knowing how they think.' Mohammed, Saudi Arabia



















## PROJECT PLANNING AND TIME MANAGEMENT



### 2 hours with Robin Pearce

Experienced business English teacher Robin Pearce leads the Project Planning and Time Management workshop. Students work on several mini projects and learn how to plan their project, fix deadlines, execute their plan and give feedback on their own and others' work, as well as valuable skills such as delegation and lateral thinking.

"The aim of project and time management is ultimately to get more and higher quality work done in a shorter amount of time and allows for reasonable deadlines to be set and met."

Robin - workshop tutor

What former Future Success students said about this workshop:

'I enjoy being under pressure in all the activities, because that helps me to manage my time and focus on tasks.'

Ernesto - Venezuela

There were lots of opportunities to collaborate. Marta, Italy

























## DESIGN AND CREATIVE THINKING



### 2 hours with Cheryl Brooks

With a background in interior design and fine art, Future Success coordinator Cheryl Brooks leads the Design Thinking workshop based around principles developed at the Institute for Design at Stanford University. By learning techniques to promote their creativity and critical thinking, students learn to identify problems and combat these with unique solutions.

Cheryl - workshop tutor

What former Future Success students said about this workshop:

'It really helped to improve our creativity' Ernesto - Italy

'The workshop was dynamic. I particularly enjoyed the activity that made us work with a partner and only use one of our hands each.' Gabriel, Brazil

'We used teamwork to turn our ideas into a beautiful design' Khalid, Saudi Arabia























## YOUNG PEOPLE INDEX



### 2 hours with Helen Rivero & **Andrew Roberts-Wray**

This workshop aims to empower young people by highlighting their natural preferences and inclinations in terms of how they contribute to a team, organisation, project or role and thus boost confidence and self-awareness.

"It is vital that each and every young person is aware of their own individual strengths and skills so they can not only see the value they add in the classroom or in society but are also able to make more informed choices about their future."

What former Future Success students said about this workshop:

'The Young People Index workshop was a highlight of the course' Gabriel. Brazil

























## PRESENTATION SKILLS



### 1.5 hours with Spencer Fordham

Capital School of English's Managing Director Spencer Fordham brings his wealth of public speaking knowledge to the Presentation Skills workshop and gives students the tools to deliver professional and confident presentations to an audience

"Delivering information clearly and effectively is a key skill to get your ideas and results across and, today, presentation skills are sought after in almost every field."

Spencer - workshop tutor

What former Future Success students said about this workshop:

'The presentation skills workshop gave me a lot to think about and definitely improved my overall final performance.'

Iris, Spain

'I learned the importance of engaging an audience.' Mohammed, Saudi Arabia























## LANGUAGE GYMNASTICS



### 1 hours with Cristina Fraser

Cristina Fraser runs the Language Gymnastics workshop, empowering students to speak clearly and confidently, allowing them to trust their pronunciation and ultimately focus more on content. The workshop includes an opportunity for students to flag up any problem words that are likely to appear frequently in the final presentation, for example local place names, and dedicate time to them specifically.

"Students are always keen to sound as natural as possible when speaking English, especially when involved in projects that culminate in public speaking. This workshop focuses on improving the accuracy of key sounds, stress and linking in the language with an emphasis on the final presentation."

Cristina - workshop tutor

What former Future Success students said about this workshop:

'I was able to focus on words I was struggling with and that would appear in my final presentation. Also I had guidance on how to improve my pronunciation.'

Iris, Spain





















## INTRODUCTION TO G SUITE



### 30 minutes

The course tutor guides the students around the world of Google Suite, showing them the fundamentals of, amongst others, presentation software - Google Slides and website designing software - Google Sites, giving students the edge when it comes to delivering high-quality, engaging presentations.

"Multifunctional software is at the heart of almost every business and being able to navigate it effortlessly and use it to its full potential is a huge advantage. Whether it's creating presentations, websites or spreadsheets, this workshop gives students a glimpse of what is possible with Google's G Suite."

James - couse tutor

What former Future Success students said about this workshop:

'Using Docs to express my ideas and Slides to do the presentation was really useful' Santino, Venezuela

'The drive was really helpful' **Anna, Italy** 

'I enjoyed working in The Hub...the touch screen TV and Chromebooks." Gabriel, Brazil



















