

Manual Plataforma e-learning ISSA



Contenidos

1	Introducción.....	3
2	Instalación y configuración	4
2.1	Requisitos	4
2.2	Crear una cuenta.....	4
2.3	Iniciar sesión en la plataforma de aprendizaje online ISSA.....	7
3	Visión general del e-learning de ISSA	9
3.1	Tablero	9
3.2	Página de Inicio	10
3.3	Mis cursos	11
3.3.1	Resumen del curso.....	12
3.3.1.1	Comunicación e información del curso	12
3.3.1.2	Información general sobre Búsqueda de oportunidades	13
3.3.1.3	Objetivos de aprendizaje.....	13
3.3.1.4	Lecturas.....	13
3.3.1.5	Material de aprendizaje adicional	14
3.3.1.6	Poner en práctica.....	14
3.3.1.7	Autoevaluación	15
3.3.1.7.1	Encuesta de autoevaluación.....	15

1 Introducción

Esta es la primera versión del manual de aprendizaje online de ISSA.

2 Instalación y configuración

2.1 Requisitos

Lo único que necesitas para usar la plataforma online de ISSA es conexión a Internet.

2.2 Crear una cuenta

Necesitas crear una cuenta para usar la plataforma online de ISSA.

Paso 1: Ve a la web de la plataforma online de ISSA. El enlace es:

<http://www.cs.ucy.ac.cy/projects/issaplatform/moodle/>

Paso 2: Haz click en “Iniciar sesión” en la esquina superior derecha ([Image 1](#)).

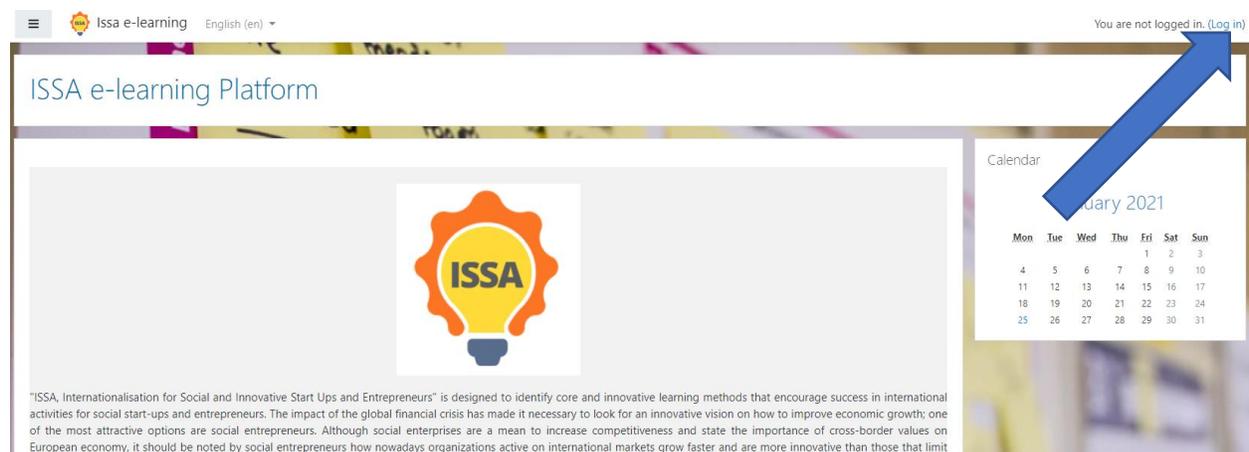


Imagen 1: Iniciar sesión en la plataforma online de ISSA.

Paso 3: Haz click en el botón “Crear una nueva cuenta” ([Image 2](#)).

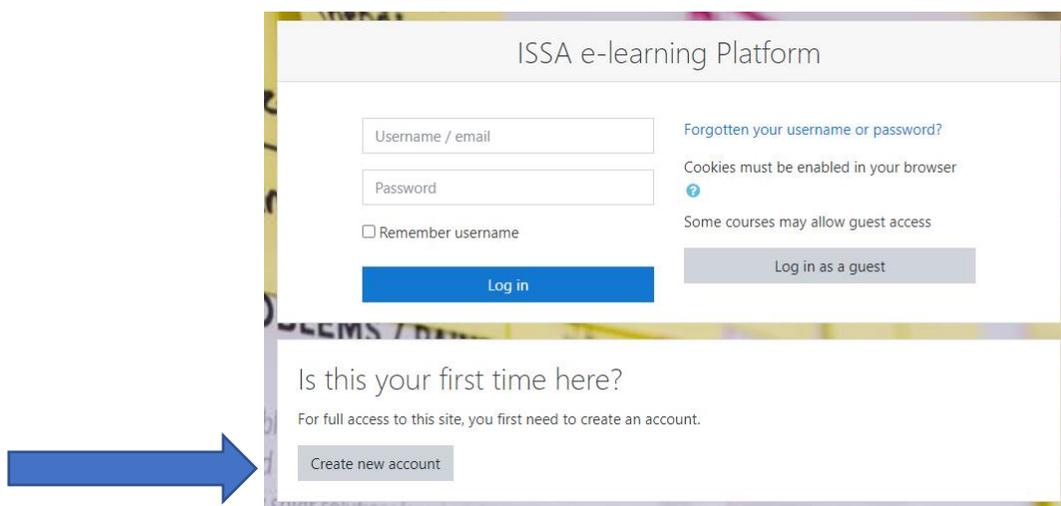


Imagen 2: Botón “Crear una nueva cuenta”.

Paso 4: Debes rellenar algunos campos para crear tu cuenta como la imagen que se muestra a continuación ([Image 3](#)). Ten en cuenta que en este formulario hay campos obligatorios marcados con un signo de exclamación rojo. La contraseña debe tener al menos 8 caracteres, al menos 1 dígito(s), al menos 1 letra(s) minúscula(s), al menos 1 letra(s) mayúscula(s), al menos 1 carácter(es) no alfanumérico(s) como *, -, o #. Una vez rellenados los campos, haga clic en el botón "Crear nueva cuenta"..

New account

▼ Collapse all

▼ Choose your username and password

Username



The password must have at least 8 characters, at least 1 digit(s), at least 1 lower case letter(s), at least 1 upper case letter(s), at least 1 non-alphanumeric character(s) such as as *, -, or #

Password



▼ More details

Email address



Email (again)



First name



Surname



City/town

Country

Select a country



Create my new account

Cancel

There are required fields in this form marked  .

Imagen 3: Campos de creación de cuenta y botón "Crear una cuenta nueva".

Paso 5: Se debería enviar un correo electrónico a tu dirección. A continuación, haz clic en el botón "Continuar". ([Image 4](#)).

ISSA e-learning Platform

Home / Confirm your account

An email should have been sent to your address at
It contains easy instructions to complete your registration.
If you continue to have difficulty, contact the site administrator.



Image 4: Botón "Continuar" para la confirmación por correo electrónico.

Paso 6: Ve a tu cuenta de correo electrónico y verás un correo con el título "Plataforma de e-learning de ISSA: confirmación de cuenta" como la imagen que se muestra a continuación ([Image 5](#)). Para confirmar tu cuenta, dirígete a la dirección URL que tiene el correo electrónico.

ISSA e-learning Platform: account confirmation

🗨️ Μετάφραση μηνύματος στα: Ελληνικά | Να μην γίνεται ποτέ μετάφραση από τα: Αγγλικά



Manios Kyriakou (via Issa e-learning) manios.kyriakou@ucy.ac.cy

Πέμ 28/1/2021 11:56 π.μ.

Προς: manios.kyriakou@ucy.ac.cy

Hi Manios Kyriakou,

A new account has been requested at 'ISSA e-learning Platform' using your email address.

To confirm your new account, please go to this web address:

<http://www.cs.ucy.ac.cy/projects/issaplatform/moodle/login/confirm.php?data=v88eZ8OYTEY7Xni/test>

In most mail programs, this should appear as a blue link which you can just click on. If that doesn't work, then cut and paste the address into the address line at the top of your web browser window.

If you need help, please contact the site administrator,

Admin User

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Imagen 5: Correo electrónico "Plataforma de e-learning de ISSA: creación de cuenta". Ve a la dirección para confirmar tu cuenta.

Paso 7: Lo siguiente que verás será algo como la imagen de abajo (**Image 6**). Haz clic en el botón "Continuar" y podrás utilizar la plataforma de aprendizaje electrónico de ISSA.

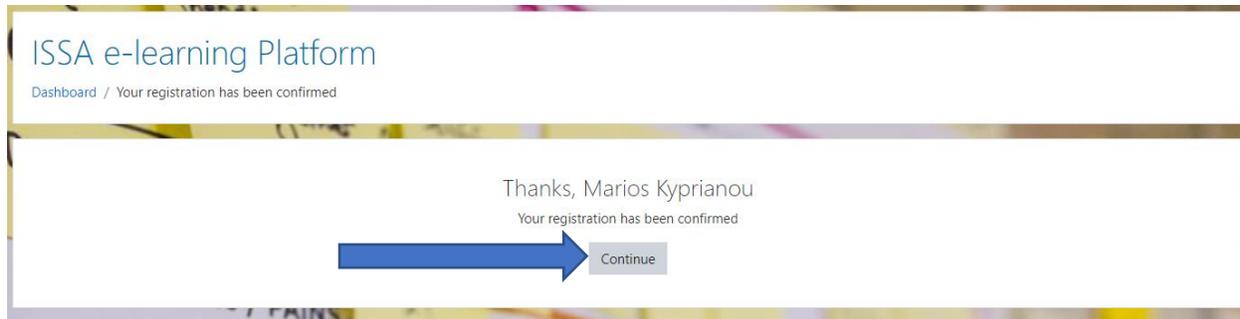


Imagen 6: Botón "Continuar" para utilizar la plataforma de aprendizaje electrónico de ISSA.

2.3 Iniciar sesión en la plataforma de aprendizaje online ISSA

Paso 1: Ve a la web de la plataforma online de ISSA. El enlace es:

<http://www.cs.ucy.ac.cy/projects/issaplatform/moodle/>

Paso 2: Haz click en "Iniciar sesión" en la esquina superior derecha (**Image 7**).

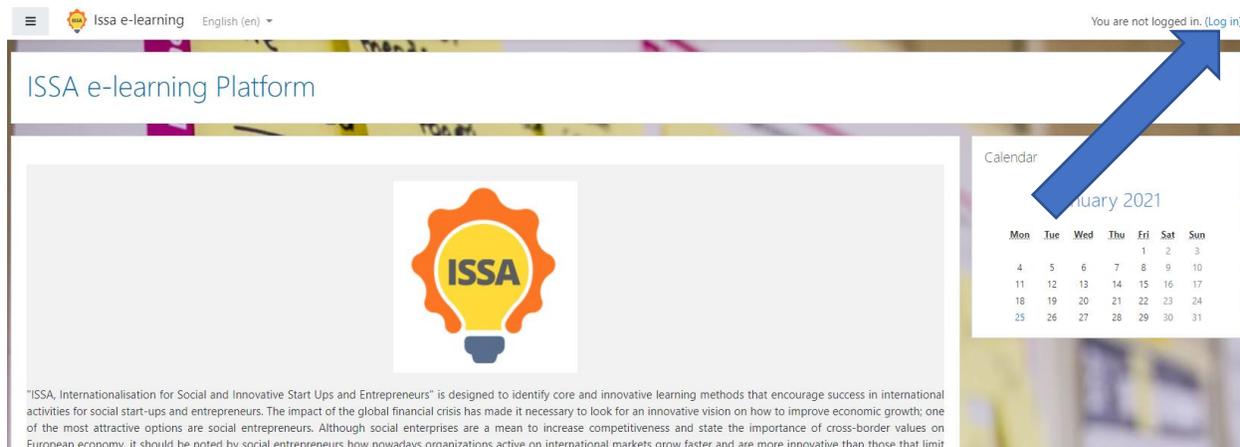


Imagen 7: Iniciar sesión en la plataforma online de ISSA.

Paso 3: Introduce tus credenciales (nombre de usuario o correo electrónico, contraseña) y luego haz clic en el botón azul "Iniciar sesión". (**Image 8**).

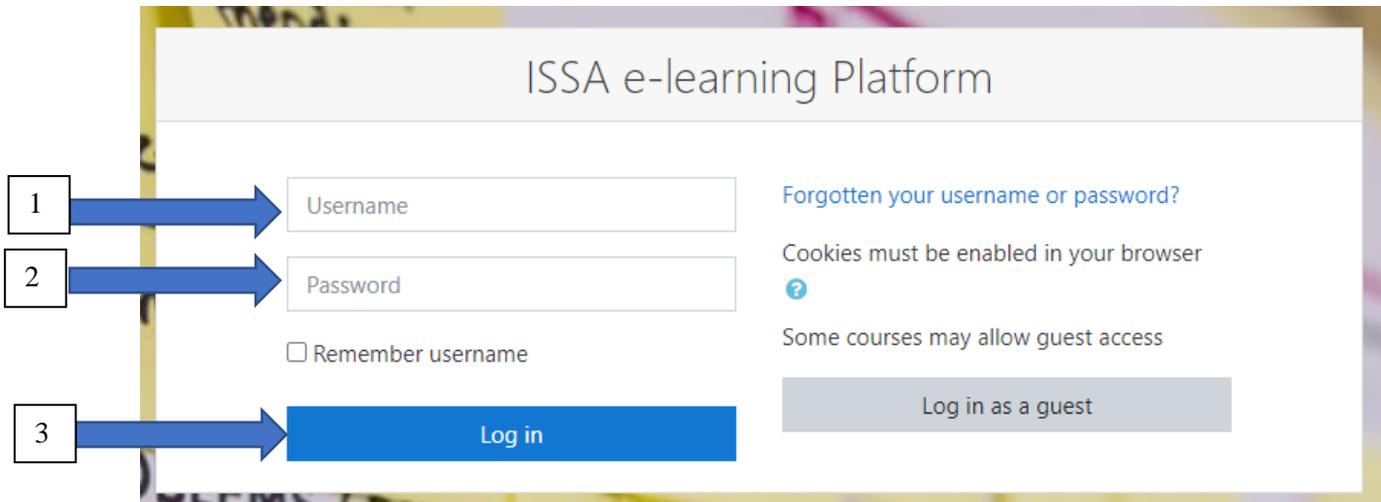


Imagen 8: 1) Nombre de usuario o mail 2) Contraseña 3) Botón de "Iniciar sesión".

3 Visión general del e-learning de ISSA

3.1 Tablero

La primera página que puedes ver, es el Tablero de Moodle. Si eres un nuevo miembro, tu tablero está vacío y se ve como la imagen de abajo ([Image 9](#)).

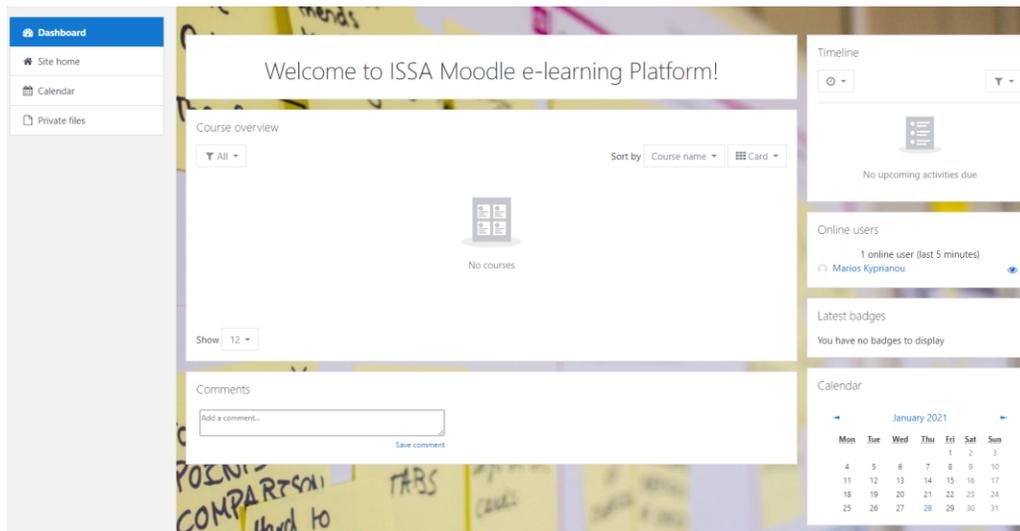


Imagen 9: Tablero de Moodle vacío.

Si eres un usuario inscrito en los cursos de la plataforma de e-learning de ISSA, el tablero se parece a la imagen siguiente ([Image 10](#)). En la vista general de los cursos, puedes ver los cursos y haciendo clic en ellos puedes ir a la página del curso.

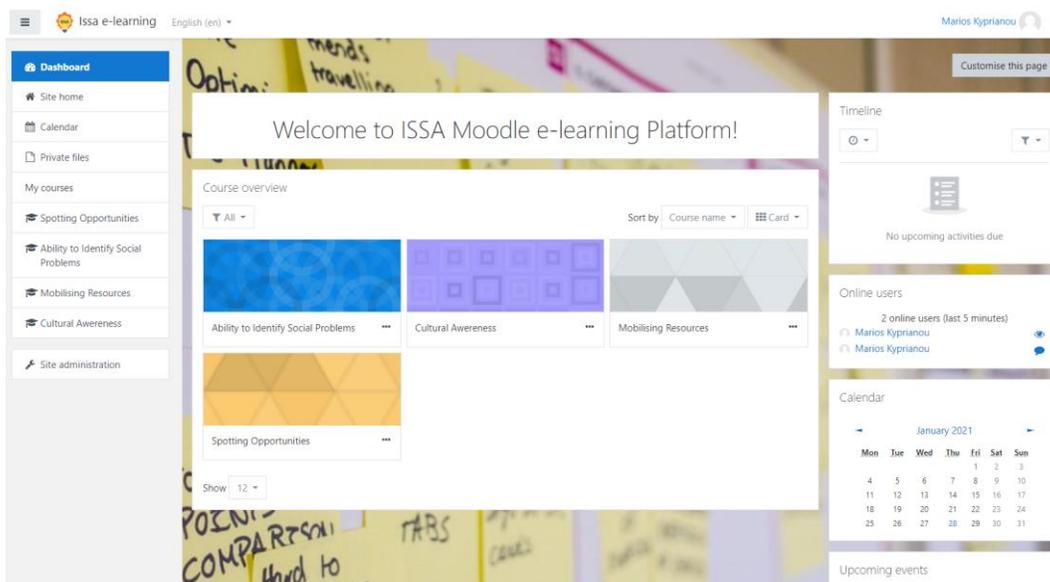
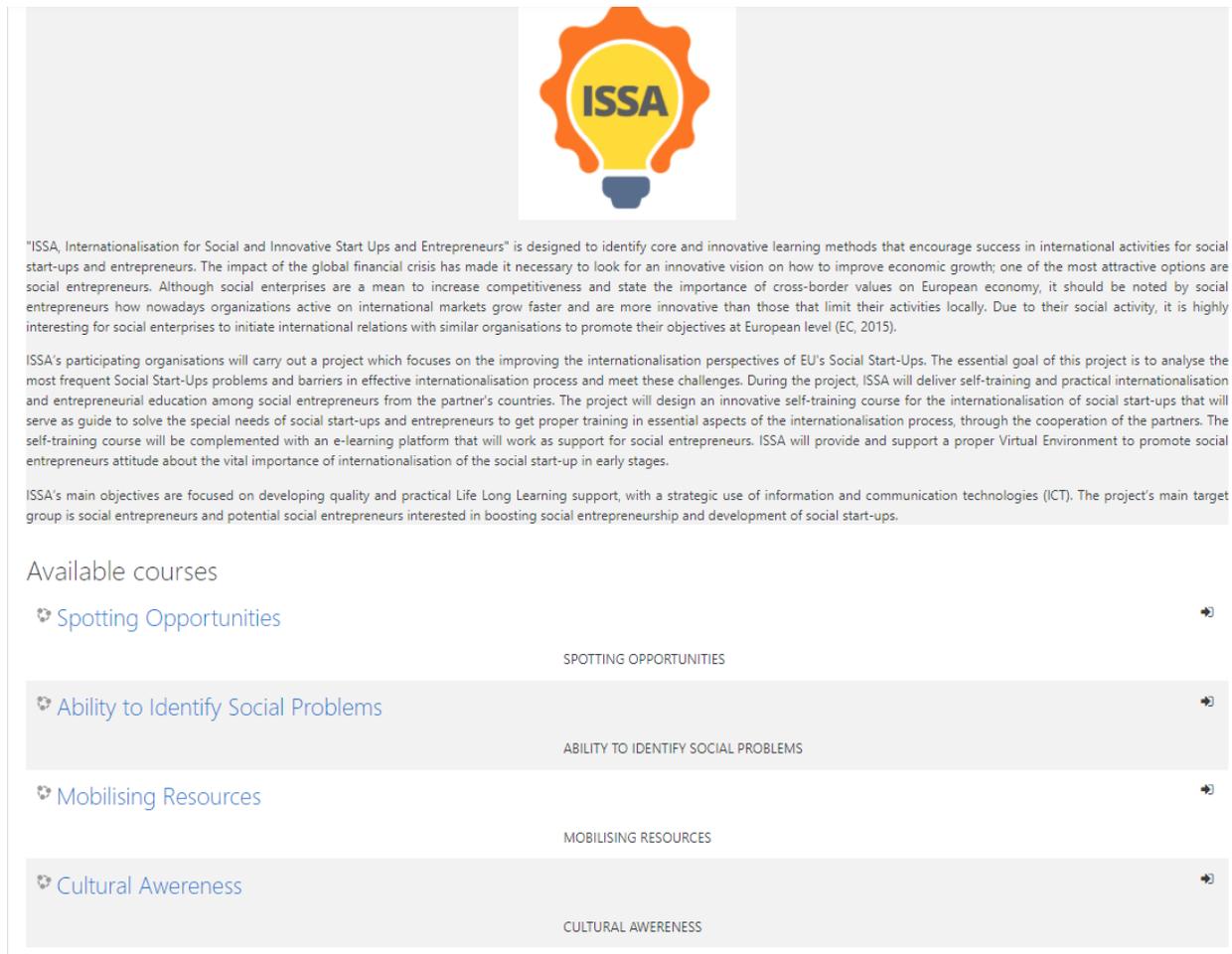


Imagen 10: Tablero de usuario registrado.

3.2 Página de Inicio

Haciendo clic en la pestaña Inicio del sitio en el menú de la izquierda ([Image 10](#)), puedes ir a la página de inicio del sitio. En esta página puedes ver un resumen sobre el proyecto ISSA y los cursos disponibles ([Image 11](#)).



"ISSA, Internationalisation for Social and Innovative Start Ups and Entrepreneurs" is designed to identify core and innovative learning methods that encourage success in international activities for social start-ups and entrepreneurs. The impact of the global financial crisis has made it necessary to look for an innovative vision on how to improve economic growth; one of the most attractive options are social entrepreneurs. Although social enterprises are a mean to increase competitiveness and state the importance of cross-border values on European economy, it should be noted by social entrepreneurs how nowadays organizations active on international markets grow faster and are more innovative than those that limit their activities locally. Due to their social activity, it is highly interesting for social enterprises to initiate international relations with similar organisations to promote their objectives at European level (EC, 2015).

ISSA's participating organisations will carry out a project which focuses on the improving the internationalisation perspectives of EU's Social Start-Ups. The essential goal of this project is to analyse the most frequent Social Start-Ups problems and barriers in effective internationalisation process and meet these challenges. During the project, ISSA will deliver self-training and practical internationalisation and entrepreneurial education among social entrepreneurs from the partner's countries. The project will design an innovative self-training course for the internationalisation of social start-ups that will serve as guide to solve the special needs of social start-ups and entrepreneurs to get proper training in essential aspects of the internationalisation process, through the cooperation of the partners. The self-training course will be complemented with an e-learning platform that will work as support for social entrepreneurs. ISSA will provide and support a proper Virtual Environment to promote social entrepreneurs attitude about the vital importance of internationalisation of the social start-up in early stages.

ISSA's main objectives are focused on developing quality and practical Life Long Learning support, with a strategic use of information and communication technologies (ICT). The project's main target group is social entrepreneurs and potential social entrepreneurs interested in boosting social entrepreneurship and development of social start-ups.

Available courses

- Spotting Opportunities
- Ability to Identify Social Problems
- Mobilising Resources
- Cultural Awareness

Imagen 11: Pantalla principal.

3.3 Mis cursos

En la página de inicio del sitio puedes ver los cursos disponibles de la plataforma de e-learning de ISSA ([Image 12](#)). Haz clic en el curso que quieras.

Available courses

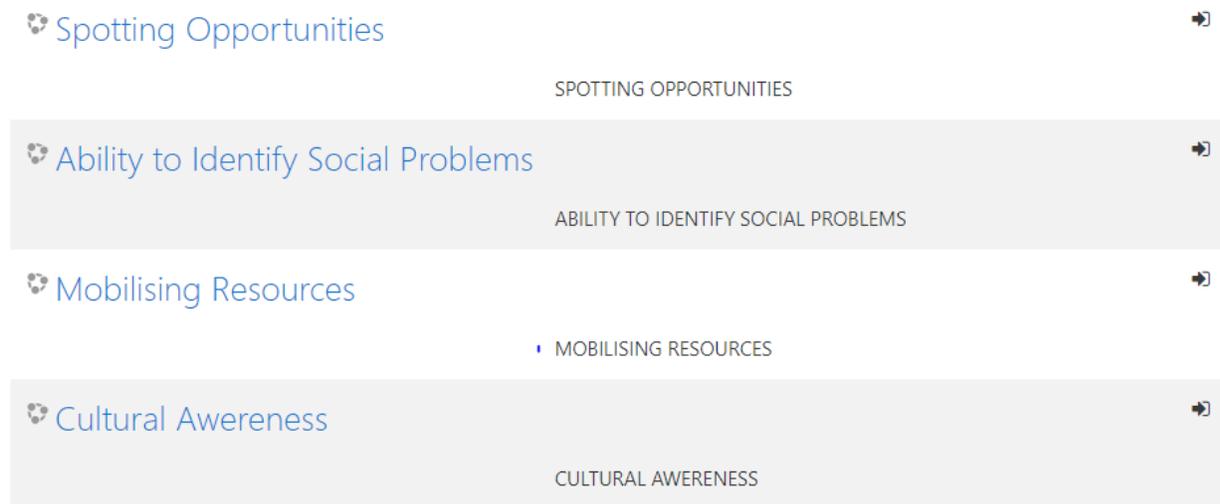


Imagen 12: Cursos disponibles de la plataforma de aprendizaje electrónico de ISSA.

Paso 1: Haz clic en uno de los cursos. (Por ejemplo, búsqueda de oportunidades)

Paso 2: Ahora debes inscribirte en el curso para ver su contenido. Haz clic en el botón "Inscribirme". ([Image 13](#)).

Enrolment options

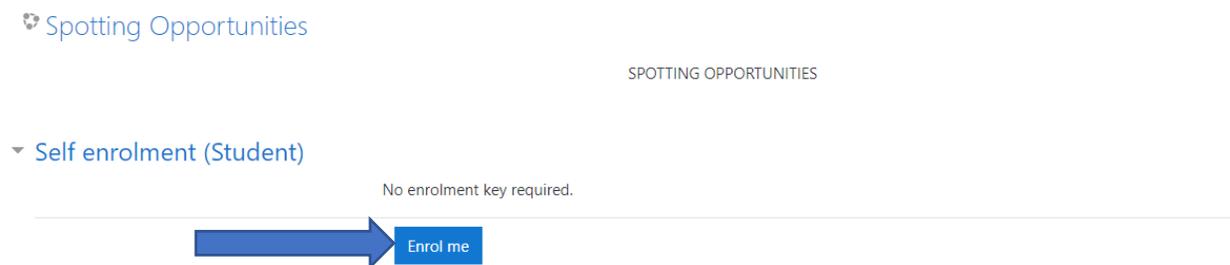


Imagen 13: Botón "Inscribirme".

De ese modo tendrás acceso al curso.

3.3.1 Resumen del curso

El curso aparecerá como muestra la siguiente imagen ([Image 14](#)). Tiene 7 secciones.

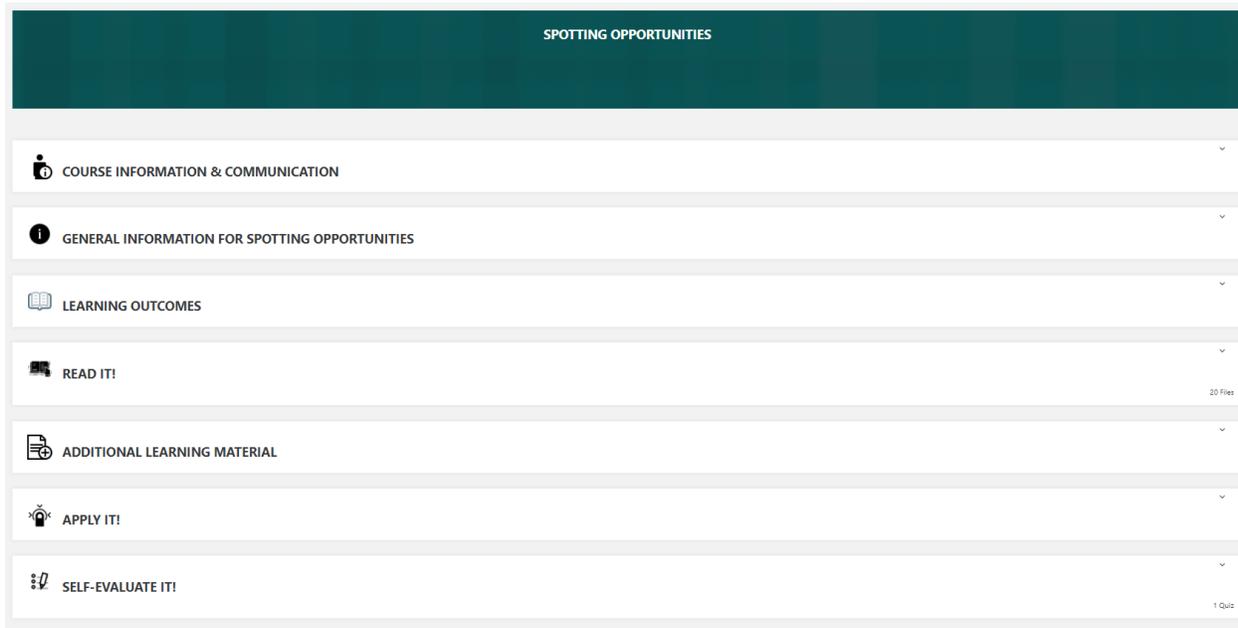


Imagen 14: Formato del curso.

3.3.1.1 Comunicación e información del curso

En esta sección del curso, te enseñamos algunos pasos que debes seguir durante el curso ([Image 15](#)).

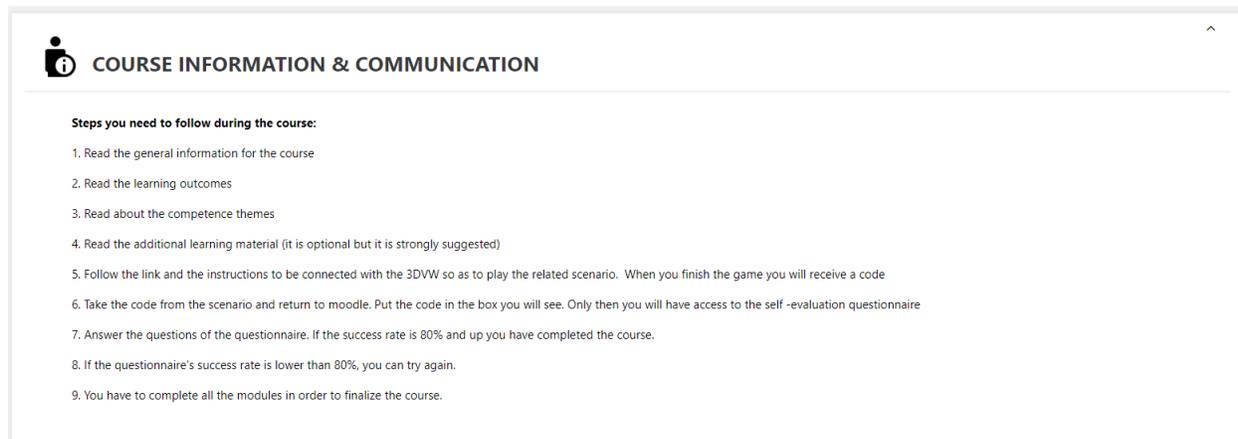
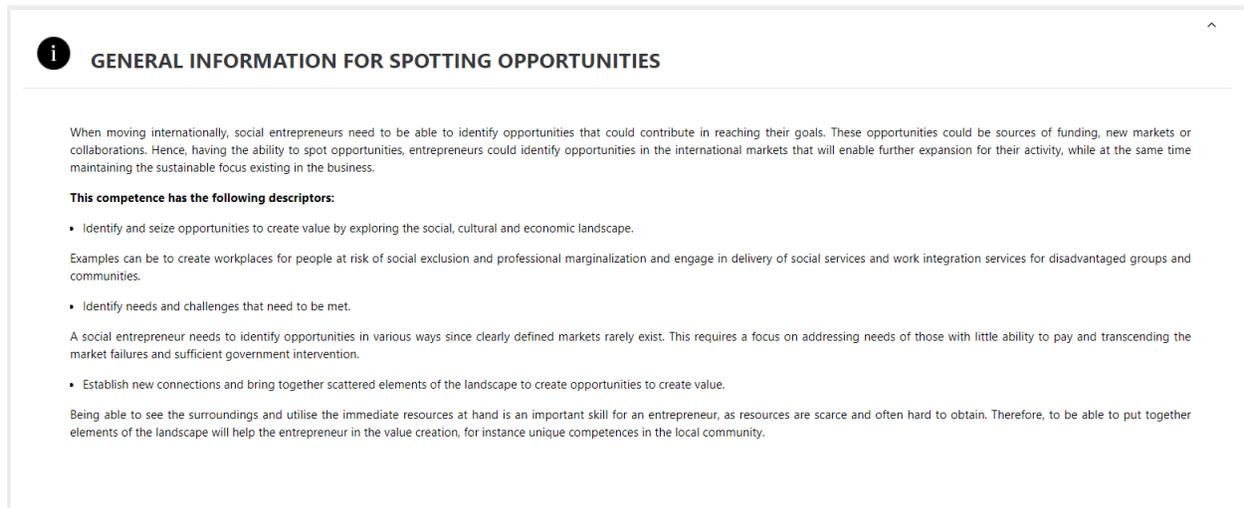


Imagen 15: Sección de información y comunicación del curso.

3.3.1.2 Información general sobre Búsqueda de oportunidades

Como el título de la sección, aquí tenemos información general sobre la competencia ([Image 16](#)).



i GENERAL INFORMATION FOR SPOTTING OPPORTUNITIES

When moving internationally, social entrepreneurs need to be able to identify opportunities that could contribute in reaching their goals. These opportunities could be sources of funding, new markets or collaborations. Hence, having the ability to spot opportunities, entrepreneurs could identify opportunities in the international markets that will enable further expansion for their activity, while at the same time maintaining the sustainable focus existing in the business.

This competence has the following descriptors:

- Identify and seize opportunities to create value by exploring the social, cultural and economic landscape.

Examples can be to create workplaces for people at risk of social exclusion and professional marginalization and engage in delivery of social services and work integration services for disadvantaged groups and communities.

- Identify needs and challenges that need to be met.

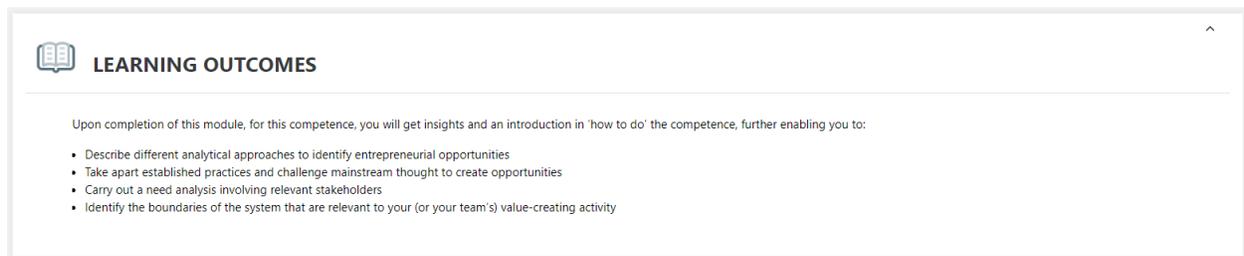
A social entrepreneur needs to identify opportunities in various ways since clearly defined markets rarely exist. This requires a focus on addressing needs of those with little ability to pay and transcending the market failures and sufficient government intervention.

- Establish new connections and bring together scattered elements of the landscape to create opportunities to create value.

Being able to see the surroundings and utilise the immediate resources at hand is an important skill for an entrepreneur, as resources are scarce and often hard to obtain. Therefore, to be able to put together elements of the landscape will help the entrepreneur in the value creation, for instance unique competences in the local community.

Imagen 16: Información general de la sección de competencia.

3.3.1.3 Objetivos de aprendizaje



📖 LEARNING OUTCOMES

Upon completion of this module, for this competence, you will get insights and an introduction in 'how to do' the competence, further enabling you to:

- Describe different analytical approaches to identify entrepreneurial opportunities
- Take apart established practices and challenge mainstream thought to create opportunities
- Carry out a need analysis involving relevant stakeholders
- Identify the boundaries of the system that are relevant to your (or your team's) value-creating activity

Imagen 17: Sección de objetivos de aprendizaje.

3.3.1.4 Lecturas

Esta sección incluye todo el material de lectura necesario ([Image 18](#)). Ten en cuenta que en cada competencia tenemos todo el material en todos los idiomas de los socios (inglés, griego, español, búlgaro y noruego).

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READ IT!

20 Files

One of the most important competences for a social entrepreneur while moving internationally will be to spot opportunities. Different contexts have different needs, various groups of users and customers, and often challenges that may not be found in other contexts. As such, as an entrepreneur, you need to have the ability to handle the contexts when spotting opportunities.

In this document, you will be introduced to four 'themes' that this competence consist of:

- Identify, create and seize opportunities
- Focus on challenges
- Uncover needs
- Analyse the context

These themes will be explained and definitions will be introduced in the following pages. However, we will start by giving an introduction to the competence in general.

About the Competence:

As an entrepreneur, understanding how you can use your knowledge, network, time, money and other resources to create value for yourself and other is central. For instance, you need to understand if it is only few that could need your value-creating activity, or if there are many that could benefit from your product or services. If there are only few, it might be difficult to establish a business that could get the necessary funding and survive over time. Hence, you need to create a sustainable business whose activity is needed and wanted. Therefore, you need to understand which opportunities that are worth working on and those that you should not pursue.

One way to identify different opportunities is to look for challenges that you could solve for others, for instance challenges with getting a job, that could be writing application or obtain necessary permits. Another way is to identify needs that you could solve. This could be a need for improving a service or production method, for instance better packaging of products such that the transport becomes more efficient, saves time, and is safe for the people transporting the product. However, as you identify new ways of solving a need or a challenge, you might experience that your service is sometimes not needed. This might be the case even though you know of situations where your value-creation is needed or solve a challenge. The reason for this is often that different contexts have their own characteristics, and one solution might not be beneficial in other contexts.

Therefore, there is a variety of different factors you need to consider when spotting opportunities, and in the next pages, we will introduce you to them through the different themes this competence consist of.

[Identify, create and seize opportunities \[theme1\]](#)

Imagen 18: Sección de lectura.

3.3.1.5 Material de aprendizaje adicional

En esta sección ([Image 19](#)) tenemos más material didáctico para quien quiera ver más información sobre la competencia.

ADDITIONAL LEARNING MATERIAL

EU Science Hub - Joint Research Centre :

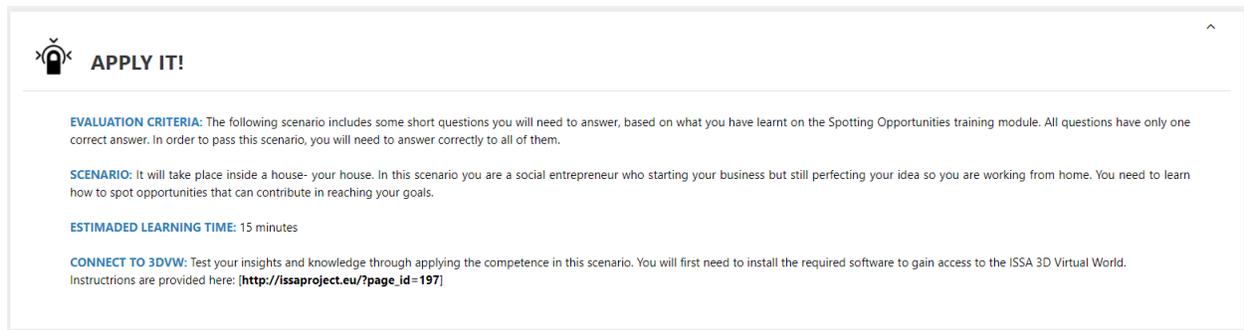


- The Value Proposition Canvas : <https://www.strategyzer.com/canvas/value-proposition-canvas>
- Entrepreneurs Solve Problems Differently Than Other Professionals. Really! Here Are the 6 Ways, from *Entrepreneur Europe*: <https://www.entrepreneur.com/article/303407>
- Youth entrepreneurship – A contexts framework : <https://www.odi.org/publications/7816-youth-entrepreneurship-contexts-framework>
- 10 Methods for Identifying Customer Needs, by Jeff Sauro : <https://www.dummies.com/business/customers/10-methods-for-identifying-customer-needs/>
- From World Economic Forum: The way we deal with poverty : <https://www.weforum.org/agenda/2015/12/social-entrepreneurs-seeing-problems-as-opportunities/>

Imagen 19: Sección de material didáctico adicional.

3.3.1.6 Poner en práctica

Usa esta sección ([Image 20](#)) para conectar con el 3DVW para hacer los escenarios y obtener el código para la sección de autoevaluación.



APPLY IT!

EVALUATION CRITERIA: The following scenario includes some short questions you will need to answer, based on what you have learnt on the Spotting Opportunities training module. All questions have only one correct answer. In order to pass this scenario, you will need to answer correctly to all of them.

SCENARIO: It will take place inside a house- your house. In this scenario you are a social entrepreneur who starting your business but still perfecting your idea so you are working from home. You need to learn how to spot opportunities that can contribute in reaching your goals.

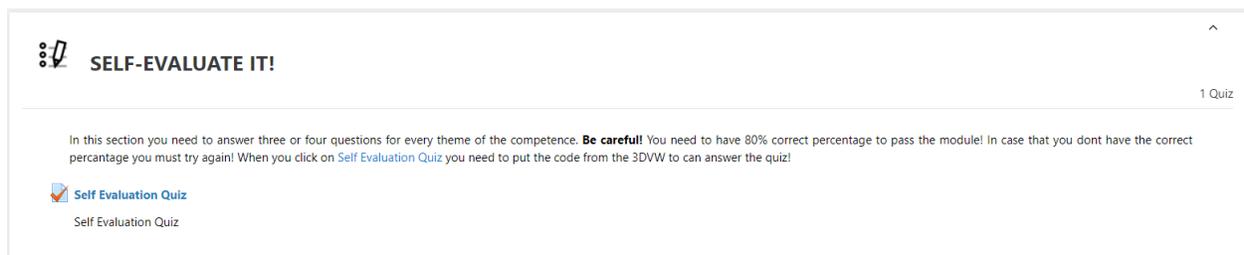
ESTIMATED LEARNING TIME: 15 minutes

CONNECT TO 3DVW: Test your insights and knowledge through applying the competence in this scenario. You will first need to install the required software to gain access to the ISSA 3D Virtual World. Instructions are provided here: http://issaproject.eu/?page_id=197

Imagen 20: Sección poner en práctica.

3.3.1.7 Autoevaluación

Sección ([Image 21](#)) con el cuestionario de autoevaluación.



SELF-EVALUATE IT!

In this section you need to answer three or four questions for every theme of the competence. **Be careful!** You need to have 80% correct percentage to pass the module! In case that you dont have the correct percentage you must try again! When you click on [Self Evaluation Quiz](#) you need to put the code from the 3DVW to can answer the quiz!

[Self Evaluation Quiz](#)
Self Evaluation Quiz

Imagen 21: Sección de autoevaluación.

3.3.1.7.1 Encuesta de autoevaluación

Step 1: Click on “Attempt quiz now” ([Image 22](#)).

To attempt this quiz you need to know the quiz password

Grading method: Highest grade



Imagen 22: botón de “Contestar el cuestionario”.

Paso 2: Poner el código del concurso (contraseña) que se obtiene del 3DVW ([Image 23](#)). Sin el código no puedes acceder al cuestionario. A continuación, haga clic en "Iniciar intento".

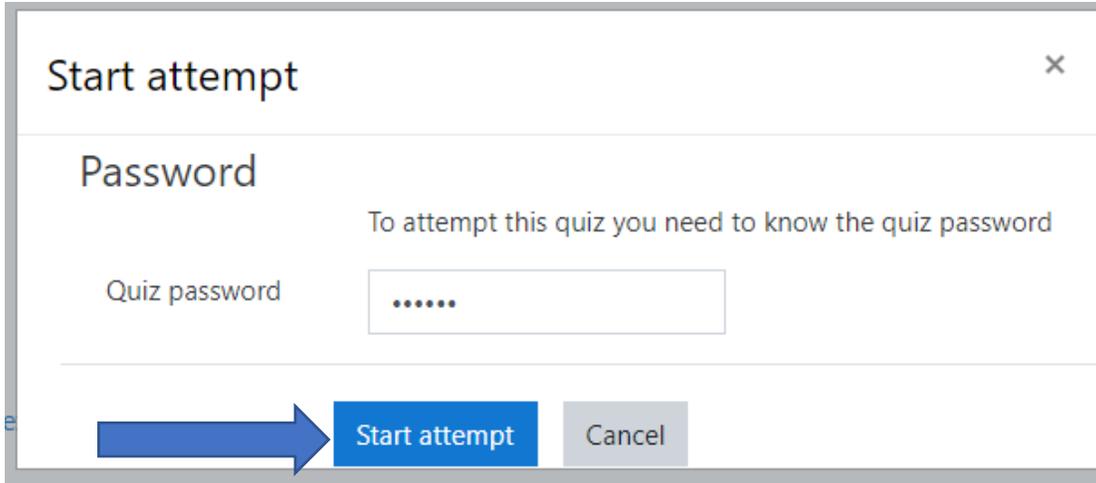


Imagen 23: Campo de la contraseña del cuestionario y botón "Iniciar intento".

Paso 3: Responde a las preguntas. Cuando termines haz clic en el botón "Finalizar intento...". ([Image 24](#)).

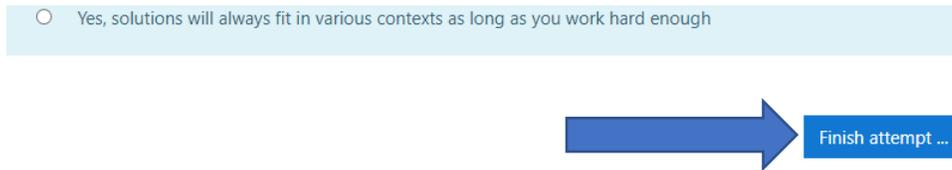


Image 24: Botón "Finalizar intento".

Paso 4: Ahora puedes ver el resumen del intento ([Image 25](#)). Tienes la posibilidad de volver a tu intento haciendo clic en el botón "Volver al intento". Si ya has terminado, haz clic en el botón "Enviar y terminar".

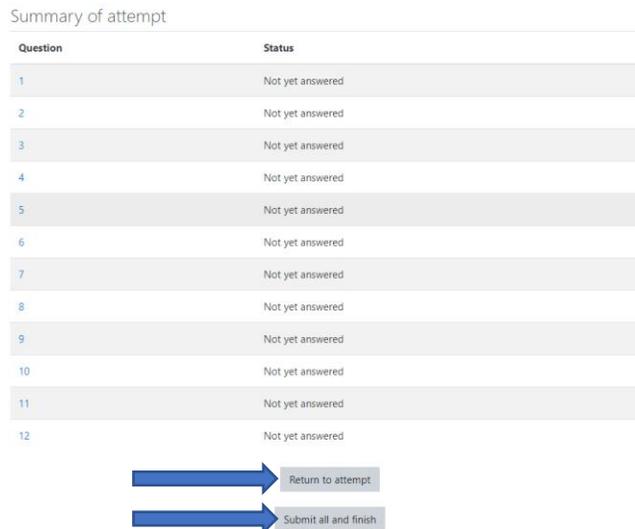


Imagen 25: Resumen del intento. Botón "Volver al intento" y botón "Enviar todo y terminar"..

Paso 5: Al hacer clic en "Enviar todo y terminar" ([Image 25](#)), verás un mensaje de confirmación ([Image 26](#)). Haz clic en el botón "Enviar todo y terminar" o "Cancelar" para volver.

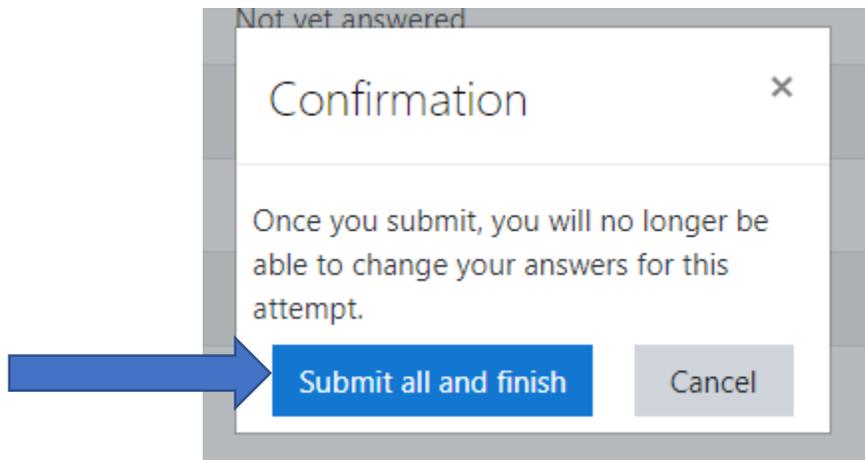


Imagen 26: Mensaje de confirmación. Botón "Enviar todo y terminar" y botón "Cancelar".

Paso 6: Ahora puedes ver la revisión con las respuestas correctas e incorrectas de la pregunta. Haz clic en "Terminar revisión" en la parte inferior derecha de la página ([Image 27](#)).

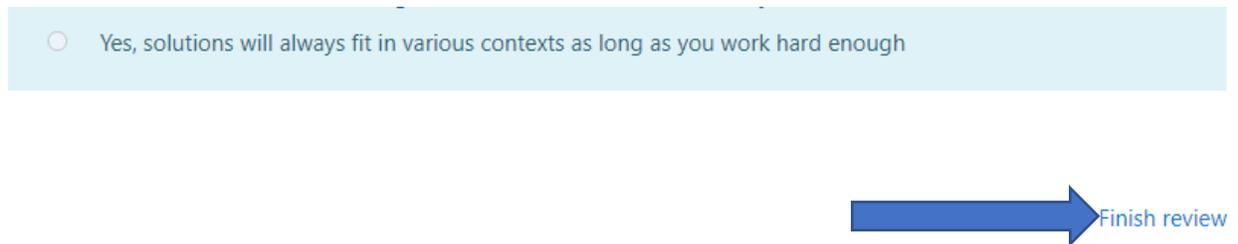


Imagen 27: Enlace "Terminar la revisión".

Ya has terminado. Ahora puedes ver tu calificación ([Image 28](#)). Si obtienes el porcentaje correcto (80%) estás aprobando la prueba. Si tu porcentaje correcto es inferior al 80% estás suspendido y debes volver a intentarlo. Tienes un número ilimitado de intentos y la plataforma de e-learning guarda tu nota más alta. Haz clic en "Reintentar el test" si quieres volver a intentarlo.

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Self Evaluation Quiz

Self Evaluation Quiz

To attempt this quiz you need to know the quiz password

Grading method: Highest grade

Attempts: 61

Summary of your previous attempts

Attempt	State	Grade / 10.00	Review	Feedback
1	Finished Submitted Monday, 18 January 2021, 10:56 AM	4.00	Review	FAIL!
2	Finished Submitted Monday, 18 January 2021, 10:58 AM	9.00	Review	PASS!

Highest grade: 9.00 / 10.00.

Overall feedback

PASS!



Imagen 28: Calificación de la prueba. Botón "Reintentar".