



ISTITUTO COMPRESIVO
"ARISTIDE GABELLI"



CLIL WEEK + OPEN LESSONS

ISTITUTO DI ISTRUZIONE MARTINO MARTINI

MEZZOLOMBARDO (TN)

Stefania Dalpiaz - insegnante di economia aziendale e marketing in CLIL
Francesca Dalbosco_ insegnante di lingua e letteratura inglese e
responsabile dei progetti di internazionalizzazione

LABORATORI FORMATIVI - 11 OTTOBRE 2023 MISTERBIANCO, CATANIA



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38017 Mezzolombardo TN

Ristoranti Hotel Cose da fare Musei Trasporto pubblico Farmacie Bancomat

Mezzolombardo
38017 TN

Soleggiato · 23 °C
14:38

Indicazioni Salva Nelle vicinanze Invia al telefono Condividi

In breve

Mezzolombardo è un comune italiano di 7 442 abitanti della provincia autonoma di Trento. È situato nella Piana Rotaliana. [Wikipedia](#)

Hotel



Commissione Internazionalizzazione

Soggiorni estivi in lingua inglese e tedesca

Gemellaggi con paesi di lingua tedesca

Progetti E.Twinning

Tirocini internazionali in lingua tedesca, inglese ed inglese veicolare

Erasmus+



Soggiorni estivi e tirocini e gemellaggi



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Erasmus+ KAction1 "Career service"

Mi
ORIENTO

Istituto Martino Martini

MiOriento è uno spazio di informazione, consulenza e confronto dedicato a studenti e studentesse che affrontano momenti di disorientamento, difficoltà e disagio legati al proprio percorso formativo

ANSIA
Ho fatto la scelta giusta?
Non riesco a studiare! Mi oriento! Che stress!
Forse non sono capace!
COSA DESIDERO? CHE OBIETTIVI HO?
Non sto bene in classe
Vorrei capire cosa non va a scuola

SCRIVICI!
mioriento@martinomartini.eu

Erasmus+ KAction2 “Ambienti di Apprendimento 4.0”



Die beste Bildung findet ein gescheiter Mensch auf Reisen.

Johann Wolfgang von Goethe



PROGETTO ERASMUS+

“AMBIENTI DI APPRENDIMENTO 4.0”



Accreditamento 2022-2027

Erasmus +
Diffusione e condivisione esperienze
di mobilità Docenti e ATA

27
Settembre
- 17.30 -
aula magna

accreditamento 2022-1-IT02-KA121-SCH-000062373

Istituto
Martino
Martini

Erasmus+
Enriching lives, opening minds.

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Accreditamento Erasmus+ Mobilità docenti



Accreditamento Erasmus+ Mobilità studenti



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ORGANIZZAZIONE CLIL NELLA NOSTRA SCUOLA

- 1 REFERENTE CLIL a disposizione di docenti e studenti
- 1 COMMISSIONE CLIL per una costante collaborazione tra docenti in team
- 1 DATABASE che raccoglie tutti i materiali prodotti dai docenti CLIL, a disposizione dei colleghi dell'Istituto con l'obiettivo di condividere l'expertise dei docenti, aiutarsi e fare rete
- la partecipazione ai BANDI PROVINCIALI per la produzione di materiali CLIL cofinanziati FSE (2015-17 e 2017-19 e futuri)
- CONTINUA FORMAZIONE linguistica e metodologica (clil on the road, clil practice in performance)
- TEAM CLIL per favorire un dialogo sui contenuti tra docente di disciplina linguistica e docente CLIL di disciplina non linguistica.



Teacher Rubric for Group Work

Group number _____

Members of the group _____

Member of the group	EXCELLENT	GOOD	NEEDS IMPROVEMENT	UNACCEPTABLE
Active in group discussion				
Communicates effectively				
Contributes in a positive way to the group work				
Listens carefully to others				
On task behaviour				
Member of the group	EXCELLENT	GOOD	NEEDS IMPROVEMENT	UNACCEPTABLE
Active in group discussion				
Communicates effectively				
Contributes in a positive way to the group work				
Listens carefully to others				
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Communicates effectively				
Contributes in a positive way to the group work				
Listens carefully to others				
On task behaviour				

CLIL on the ROAD


A project promoted by
CLIL committee

A stroll in Mezzolombardo,
chit chatting in English.
Our group always includes at
least one of our native
English speaking colleagues

January the 27th
14.00 from Martini

The activity lasts 1 hour

For more info, mail to:
paolo.aldighieri@martinomartini.eu




CLIL practice in performance

*A project promoted by
the CLIL committee*

A series of meetups designed at
practising English using acting
techniques, rehearsal strategy
& lively debates.

Sessions are 2 hours from 14:00-16:00

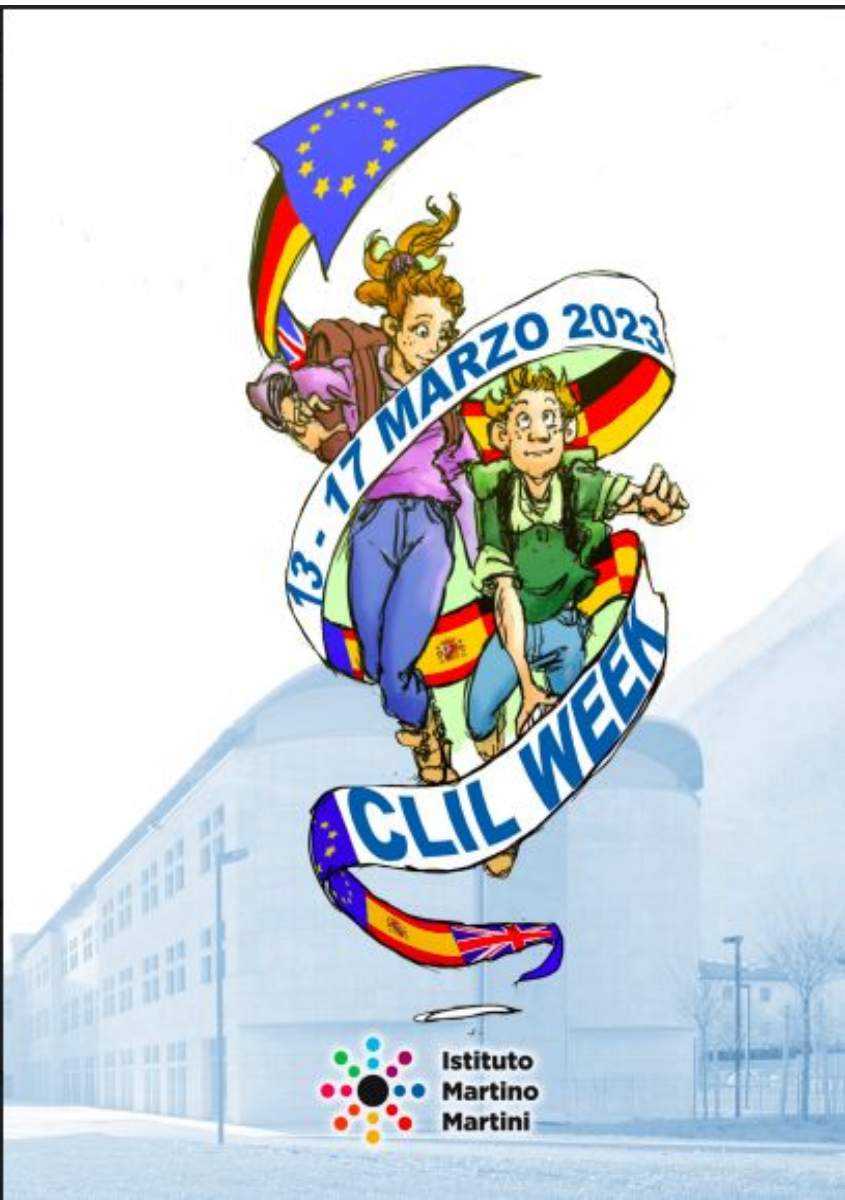
Dates:
Tuesday 24th January
Wednesday 8th February
Wednesday 22nd February
Tuesday 7th March
Tuesday 14th March
Wednesday 19th March
Tuesday 18th April
Wednesday 3rd May


Istituto Martino Martini

For more information email
iristania.verlato@martinomartini.eu or
adam.pritchett@martinomartini.eu



LA CLIL WEEK + OPEN LESSONS: format di condivisione di buone pratiche CLIL





LA CLIL WEEK + OPEN LESSONS:

format di condivisione di buone pratiche CLIL

- un'intera settimana per osservare, sperimentare ed imparare a fare lezione in maniera attiva in lingua inglese (collaborazione con Iprase, con Liceo Sophie Scholl)
- corso di aggiornamento BASE e ADVANCED per docenti
- laboratori - open lessons proposti in diverse materie: Disegno tecnico e Storia dell'Arte; Storia; Sc. Motorie; Matematica; Fisica ed Elettronica Marketing e Scienze umane.
- Feedback e scheda di osservazione da parte dei docenti.

<https://docs.google.com/document/d/12cbAsac-qkb3GPCliWgNTXYkwKxWZeiw/edit>



ERASMUS +

long life learning (EU and UN)
ICELAND: CLIL COURSE



OPEN LESSON:

“CREATE SOLUTIONS, NOT PRODUCTS”

HOW TO DESIGN HIGH QUALITY ENTREPRENEURIAL IDEAS

"Creativity is intelligence having fun."
→ Albert Einstein



In the first part we will do a virtual journey around the world discovering the **main global trends** and identifying some problems related to our planet and its inhabitants.

Later on we will concentrate on problems which are closer to our daily lives.

Your objective (as a group) during this lesson will be to identify and choose a specific **problem** to focus on, proposing a **solution** and identifying **opportunities**.



KEEP IN MIND THE DEFINITIONS

FROM THE
PROBLEM TO

1

PROBLEMS: are unsatisfying situations, which causes difficulties to people.

THE
OPPORTUNITY

2

SOLUTIONS: is a way to deal with a problem, so to remove the difficulties

3

OPPORTUNITIES: is a situation in which it is possible to do something that you want to do.



Divide into 4 groups of 5 people

1. WHAT ARE MEGA TRENDS?

“recent trends in six critical areas that are either reflected directly in the SDGs or are so important that they are likely to condition the prospects for achieving all of the goals. These six “mega-trends” relate to poverty and inequalities, demography, environmental degradation and climate change, shocks and crises, development cooperation and financing for development, and technological innovation.”
(UN global trends report)





ACTIVITY 1

Focus on 1 or 2 mega trend and find those you are mostly interested in. Think about problems you may face in these fields.

Find at least 2 companies that offer solutions linked to these mega trends: what they do, in which territories they operate and which megatrend is related to its activity.

FONTE: UNSPLASHSOCIAL.CUT

SUSTAINABLE DEVELOPMENT GOALS



ACTIVITY 2

as a group, recall the PROBLEM, SOLUTION, OPPORTUNITIES definition and try to associate each company's idea with one or more of the sustainable development goals. ”.

<https://sdgs.un.org/goals>

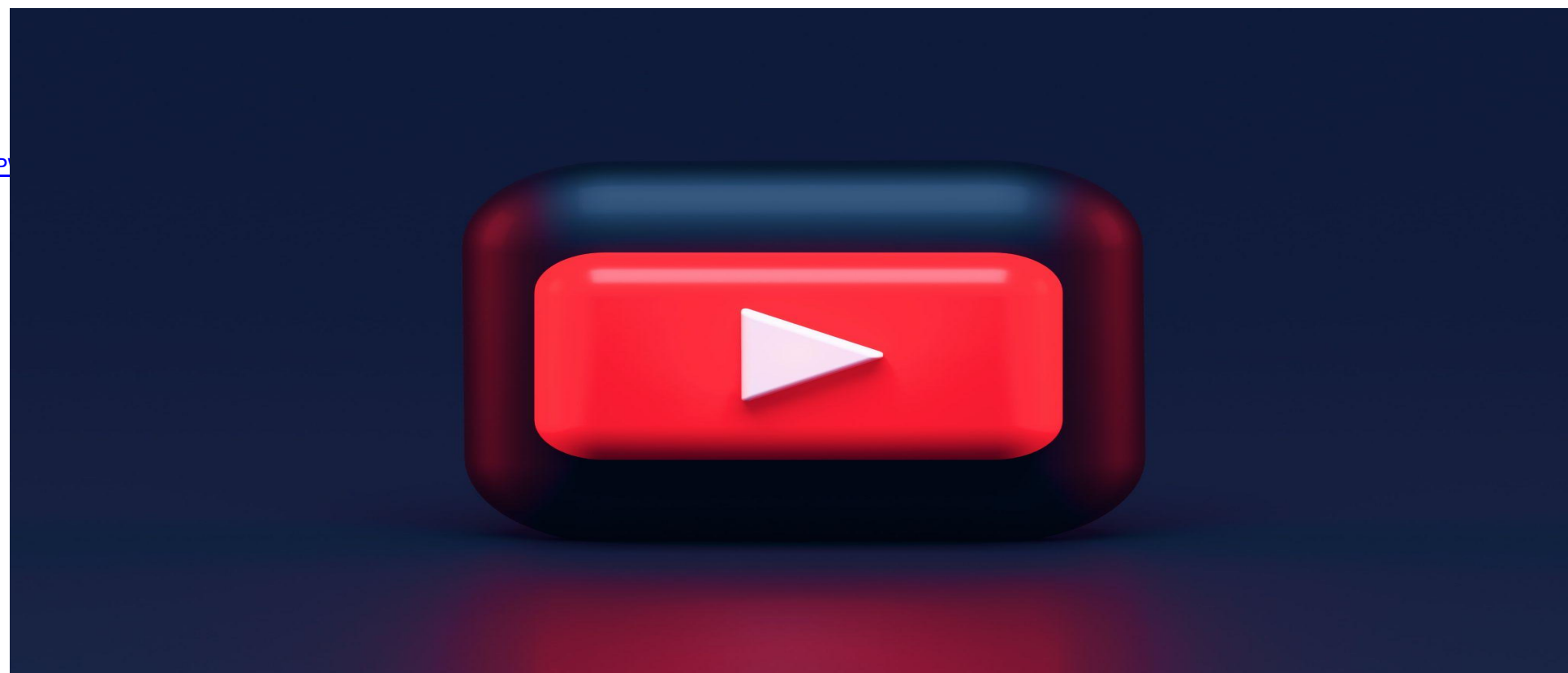
FONTE; UN WEBSITE



ACTIVITY 3: WATCH THE VIDEO BY PETER FISK AND TAKE NOTES

Peter Fisk is a keynote speaker, global thought leader in leadership and strategy, innovation and marketing. At the QSP Summit 2021, with 2500 people in Portugal. He explores the fast-changing, post-pandemic markets of the world - the new challenges, the new disruptors, the new opportunities. He describes the megatrends in detail and what they mean for your business, and what it means for you as a business leader.

<https://www.youtube.com/watch?v=OA4MP>



FONTE: UNSPLASH BY
Alexander Shatov



As we have seen in the video, some companies have found innovative and inspirational ideas for their business in the mega trends.

how can you lead the future? <https://www.youtube.com/watch?v=OA4MPWrIQAw>

- CURIOUS
- INTUITIVE
- CREATIVE
- COLLABORATIVE
- EMPATHETIC
- RESPONSIBLE
- COURAGEOUS



FROM THE PROBLEM TO THE OPPORTUNITY

Now you are going to learn how to recognize and choose an entrepreneurial idea, starting from the cues raised from the
**GLOBAL TRENDS AND THE SUSTAINABLE
DEVELOPMENT GOALS.**



THINK GLOBALLY, ACT LOCALLY



FONTE: UNSPLASH BY
Lucie Hošová



ACTIVITY 4: IN YOUR GROUP, brainstorm some problems you face in your daily life and think how these are related to the trends. (use [mentimeter](#))





Tip 1 : *A good idea, when arrives, is not ready to be used and developed: the best ideas transform themselves many times and need to be bettered, enriched and validated, before reaching the final version. This is the most common way to pass from a problem to an opportunity.*

Tip 2 : *brainstorming will be crucial and you will need to give space to your mates: present your idea but be open to other people's interests.*



KEEP IN MIND.....

1. Your ideas might be able to solve a daily

problem (Which is the hardest part of your day? What would you possibly avoid?

Where do you find difficulties in the activity you are doing? Which are the biggest challenges in school, with friends, while you are practicing your sport, in your leisure time, with your family?)

2. Your ideas might solve some

community/society's problem (Identify one homogenous group of people (children, elderly people, students, tourists, ecc) and try to think of their lifestyles or typical days. Try to understand the problem they might face or which needs they have.)



ACTIVITY 5: PROBLEM SHAPING (DO SOME RESEARCHES ONLINE, LOOK FOR SOME EXAMPLES, INVESTIGATE WHETHER OTHER COMPANIES ARE WORKING ON THE SOLUTION OF THIS PROBLEM)

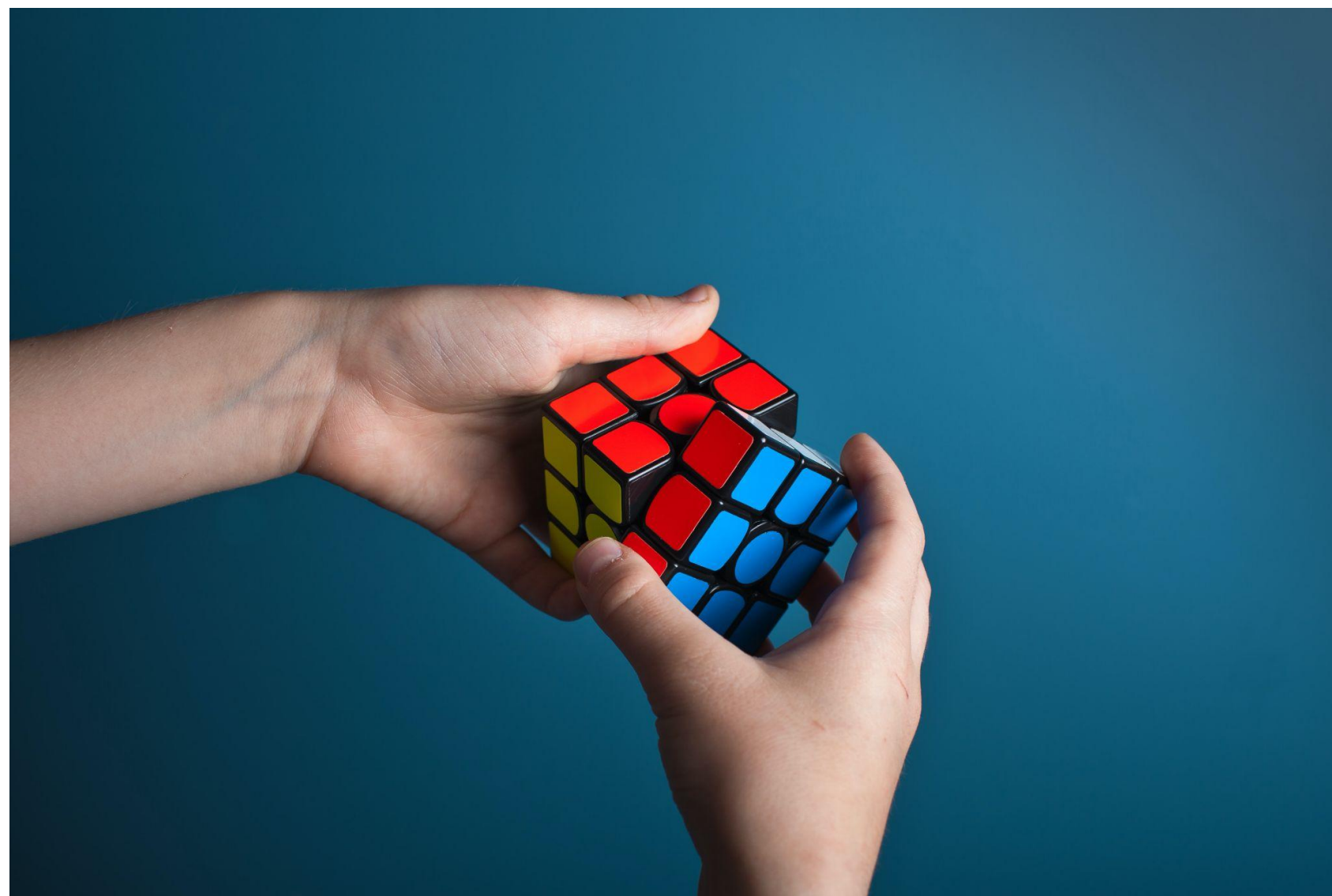


FOTO: UNSPLASH BY

[Olav Ahrens Røtne](#)



ACTIVITY 6: present your IDEA to the class in the most effective way.

Remember to be persuasive, convincing, appealing.

EXPANSION: This activity could be developed further by applying the Dragon's den format in the final part of the activity, depending on the level of the students.

In the Dragon's den , a famous british reality show, aspiring entrepreneurs have one chance to make their dreams come true when they pitch their business idea to five multimillionaire investors.



ASSESSMENT:

YOUR GROUP'S NAME _____

FOR THE DRAGONS: DURING THE PITCH

GROUPS					
group 1					
group 2					
group 3					
group 4					
group 5					
group 6					
group 7					

FOR THE DRAGONS: AFTER THE PITCH

Questions for further investigation

GROUPS	QUESTIONS
group 1	
group 2	
group 3	
group 4	
group 5	
group 6	
group 7	

EXPANSION: This activity could be developed further by applying the Dragon's den format in the final part of the activity, depending on the level of the students.

In the Dragon's den , a famous british reality show, aspiring entrepreneurs have one chance to make their dreams come true when they pitch their business idea to five multimillionaire investors.

"Man's mind, once stretched by a new idea,
never regains its original dimensions."

— Oliver Wendell Holmes

Grazie per l'attenzione!

FESTIVAL CLIL
10 - 11 OTTOBRE 2023
MISTERBIANCO, CATANIA



CITTÀ DI
MISTERBIANCO



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