

## Theatre of Ideas: Pitching for Employment

Dear partner,

Please read the information in sections Project Summary and Activity Details – Example from the Coordinating organisation UPSET Croatia, and then please write the short description of your activity in section Activity Details – YOUR ORGANISATION. Only fill in sections with a **yellow background**.

**THE PITCH** focuses on development and popularisation of pitching in raising employability through non-formal education activities. Pitching is presentation method which helps marginalised groups (unemployed youth, people with disabilities etc.) to learn how to learn and develop efficient, existing, and inclusive project ideas (their projects will be focused on solving one of the problems of a marginalised group in partner's local community) - at the same time inspiring and empowering them through the experience of presenting their project ideas to the public (livestream programme).

**Your role** will be to (list is indicative, not exhaustive - additional shared tasks might come up during implementation, as COVID-19 showed us last years...):

- Assign a project manager and their assistant/substitute who will be the main contacts for this partnership
- Host a local workshop (LTT) on the topic/method you will describe in the next section (each partner will send to you 1-3 participants). Each workshop ends with a public moment: livestream Pitching forum of projects that participants will pitch.
- Act inclusively: Include members of marginalised groups (as local participants when you host at home and/or as staff/volunteers from your organisation who will travel to other partner's workshops)
- Act Green: include "green" approach in your workshop design, travel and all activities (no printing etc.).
- Send 1-3 participants to other partner's educational activities (18+, english speaking, informed, motivated, staff/volunteers, i.e. no learners)
- (Optional, but welcome) Host a TPM project managers meeting (1-2 day coordination meeting for project managers)
- Handle you own and share with other partners administration, communication, promotion, translation during the whole partnership
- Publish educational materials: eVideo and eManual (step-by-step description of your workshop/method/topic), livestream of pitching forum (presentations by participants)
- Be a partner, i.e., share responsibilities all unpredictable tasks with the coordinator and other partners

**FUNDING:** Even though Erasmus+ has changed their budget scheme, we plan to use the same lump sum system as before. Each partner receives 100% of the applied budget for the work they have done. Basically, it comes to this:

ERASMUS+ FUNDING RULES	Unit	Sub-unit	Maximum Lump Sum
COORDINATOR PROJECT MANAGEMENT	Month		€ 500,00
PARTNER PROJECT MANAGEMENT	Month		€ 250,00

TRAVEL	Kilometre	500-1999 km	€ 275,00
		>2000 km	€ 360,00
		0-99 km	€ 20,00
		100-499 km	€ 180,00
INDIVIDUAL SUPPORT	Day	Days x Participants	€ 106,00
TRANSNATIONAL PROJECT MEETING	Mobility	100-1999 km	€ 575,00
		>2000 km	€ 760,00
		0-99 km	€ -
INTELLECTUAL OUTPUTS	Day	See Funding rules Per Country	€ -
SPECIAL NEEDS	Real costs	Invoice, contract, real cost	100% of the REAL COST
EXTRA COSTS	Real costs	Invoice, contract, real cost	85% of the REAL COST

**Full information about budget headings can be found in the Handbook for KA2 Lump sum:**

<https://www.erasmusplus.it/wp-content/uploads/2023/01/Handbook-on-KA2-lump-sum-2023.pdf>

(these rules will apply in our partnership)

**Please send your PIF and Activity Description by 24 February 2022 to [upset.theatre@gmail.com](mailto:upset.theatre@gmail.com) or [upset@upset.hr](mailto:upset@upset.hr).**

If you have questions, please let us know at [upset.theatre@gmail.com](mailto:upset.theatre@gmail.com).

Thank you all for continuing this effort – I am sure we have a good chance once we get the feedback from partners.

Best regards,

Ivan Hromatko, director

Association of prevention of stigmatisation and education through theatre – UPSET

## Project Summary

Anyone who has looked for a job knows that a big part of getting a job is presentation at the job interview. And performance comes with practice. Theatre practices and exercises that go beyond that which is deemed “normal” in everyday life and enable us to take the meta-position toward presentations of self are “natural tools” for improving an individual's presentation and, thus, employability.

Theatre enables us to see how one presents himself/herself, to become aware of our body, voice, gestures, posture and thousands of other details – all of which can make or break a job interview. And being able to present yourself in front of an audience, in a fast changing format and in English language is an experience which develops personal skills, motivates and empowers participants for the labour market. This partnership for adult, non-formal education aims to achieve educational goals by use of theatre practices and the so-called pitching. **Participants will be taught to “pitch” (present) themselves in a better way and to pitch their ideas (projects) that will be beneficial for integration and inclusion efforts in the EU.** It is a fruitful and holistic partnership of NGOs, public cultural organisations, tertiary education institutions and organisations working with/for the unemployed. The project aims to host **XX educational theatre workshops with XX participants from XX countries**, including people with disability and those with fewer opportunities, such as the unemployed youth, Roma or migrants (or other groups). They will join the inclusive education, share methods of working in non-formal and formal education by means of theatre.

The workshops will end with **XX Pitching Forums**. These forums will serve as training and presentation grounds for participants and also as places for promotion of new project ideas about EU inclusion. Coming up to the Pitching Forums, participants will take their place in an educational workshop where they will learn to present themselves and their ideas/projects in a more effective way - which will help their soft-skills and employability. Workshops will all be different, as every partner has a different method of work and sharing will improve both professional knowledge of the educators/staff and motivate learners (especially those from marginalised groups). **Methods range from drama-action models designed for a PhD to XX; XX and other methods used for exploration, learning and dissemination/presentation of our results, while participants will learn tools for project development and successful presentation.**

By participating in this project, participants from **XX Europe's countries** will learn the skills of presentation (pitching) and their soft-skills (social and civic competences, cultural awareness and expression, English language etc.) and then present their skills to the audience in a Pitching forum. In other words, they will significantly develop their transversal and presentational skills - all the while developing the human resources of involved partner organisations. All pitching forums will be recorded for archives and also broadcast live online - thus, enhancing the promotional, visibility and dissemination capacity of the project.

Upon return to their hometowns, the participants will give a **follow-up presentation/workshop** and present their new knowledge and experience in their local community. They will also use this opportunity to pitch their project for inclusion in the EU.

As all partners have years of experience in the similar field of work, the project will have immediate impact on participants and also the audience and our beneficiaries (4000). It will raise their EU Key Competences and improve English, presentational and social skills and bring cultural awareness. Beside the immediate educational impact, the project will produce e-Manual, various printed materials (both educational and promotional), photo gallery, videos from all workshops, live broadcasts from Pitching Forums (free and open to anyone) - and all educational material will be shared on EPALE, SALTO, ENCC and VALOR platforms.

This partnership stems from a successful Theatre Pitching for Employment (2018-1-HR01-KA204-047439) partnership and aims to build on its success, and expand it geographically and methodologically. New partners will bring new knowledge and inspire others to join what will ultimately become a sustainable and open platform for EU project pitching. This will help develop the Theatre Pitching Forum Network that will include adult learners, promote active citizenship and inclusion of marginalised groups, practice entrepreneurship and motivate individuals to share and develop projects - a true Theatre of Ideas.

## BASIC EXPECTATIONS FROM PARTNERS: IN NUMBERS

- **LTT (workshops)**
  - Each partner hosts one 5 day workshop that ends with a “Pitching Forum” (public or online live streamed event) where participants will pitch their project ideas to a panel of jurors and to the wider audience.
  - Each partner sends 1-3 participants to other partners’ workshops. Only staff/volunteers can participate (no learners).
  - Give participants with fewer opportunities a chance to join your activities (minimum 1-3 at your local activity, but mobilities for participants with fewer opportunities are welcome). Act inclusively.
- **PM (project management)**
  - Minimum 1 social media post/month (active promotion and dissemination)
  - 1 monthly online Project Managers’ meeting
  - 1 monthly online Team Building meeting
- **TPM (management meetings)**
  - Bonus point to a partner who is willing to host a 1-2 day management meeting
- **Intellectual Output**
  - Work/volunteer toward production of a publication – eManual – that will share our knowledge, experience, and projects that were pitched
    - 10 day work by teacher/trainer/researcher staff

## Activity Description – UPSET CROATIA (Example)

Here is the description of our workshop. You can use it to see what is expected from you, in your description. However, please note that this is just one way of describing our work.

You might have your own style and that is preferable actually. Please describe the workshop that is relevant for this project. Also, there is no need to “invent” completely new workshops. You already possess certain knowledge that you will share in this partnership. It is better to describe some workshop that you are master of than to invent a completely new programme you are not certain of.

<b>HOST</b>	<b>Association for Prevention of Stigmatization and Education Through Theater – UPSET</b>
<b>EID</b>	<b>E10064372</b>
<b>ACTIVITY TITLE</b>	<b>Drama-Action-Pitch!</b>
<b>ACTIVITY DURATION</b> (minimum 3 days, maximum 7 days)	<b>5 WORKSHOP DAYS (+ 2 TRAVEL DAYS)</b>
<b>PREFERED MONTH OF HOSTING</b>	12/2023, 02/2024, 04/2024, 05/2024
<b>LOCATION</b>	The workshop and Pitching Forum will be held in Zagreb, Croatia – at a day care centre for people with learning disabilities. Weather dependent, outdoor activities are planned as well – so that participants get first-hand knowledge of the local culture.
<b>FACILITATOR(S)</b>	<p>IVAN HROMATKO has a PhD in sociology. He is an author of the drama-action model of research, which has proven to be useful for pitching projects to an audience. Ivan has 14 years of experience in facilitating both formal and non-formal education activities in local and international context, as well in working with various marginalised groups.</p> <p>VANJA BUDIMIR has a MA degree in Portuguese and French language. She is an entrepreneur with her own tourist agency. She is also a contemporary dancer aware of the importance of body language.</p> <p>Together, they will provide a holistic learning programme that will enrich both the participants and them as well.</p>
<b>PARTICIPANTS PROFILE</b>	<p>Each sending partner will have 2 representatives, staff members who are capable of receiving and transferring the newly gained knowledge of pitching to others in their local community. Besides providing facilitators, host organisations will include few members from their local community and marginalised groups – ensuring inclusive work.</p> <p>Participants will have to be: adults (18+), active English speakers, capable of facilitating a follow up presentation/workshop with marginalised groups (e.g. people with disabilities or other groups your organisation works with).</p> <p>LOCAL: members of marginalised group and local community</p>
<b>LOCAL AND MARGINALISED PARTICIPANTS</b>	Host will include two (2) members of a marginalised group we work with - people with learning disabilities.

<b>ACTIVITY DESCRIPTION</b>	<p>Our workshop will present the Drama-Action Model of educational work and research, which is our trademark method, developed by sociologist Ivan Hromatko for his PhD. DAM combines theatre practitioners work (Boal, Chaikin, Stanislavski, Chekov, Grotowski etc.), social science research findings and rigorous analysis of impact and civil activism - as our workshops always end with public performances. Participants will learn how to present themselves during a job interview, as well as how to present a project and get funded/employed. During the workshop, participants will also learn to interact and work with people with disability, and other marginalised groups (e.g. unemployed youth).</p> <p>Energizers, ice-breakers and “light” programmes such as the Origami workshop will cover all activities with a fun activity that develops motoric and planning skills, and gives agency to learners.</p> <p>All workshops will follow methods of experiential, practical learning from play and non-formal education. Participants will co-create the process during daily discussions. Finally, they will pitch their project ideas at a Pitching Forum (livestream programme with live audience) with a panel of jurors who will use this as educational moment a</p> <p>Individual and group work will be encouraged, as well as cultural and social mixing and development of EU focused and inclusive project ideas (those that respond to the needs of our local marginalised group - people with learning disability).</p> <p>Host will organise additional outdoor and indoor activities that will teach guests about the local culture, history, and connections between the local country and the EU. Equally important, the host will give the opportunity to guests to present their culture and skills – ensuring mutual sharing and learning.</p> <p>We put high emphasis on equality and equity in our work so we will try to achieve gender and disability participation equality. We will also welcome and encourage participants' free creation and ownership of their own products.</p>
<b>GOALS OF THE ACTIVITY</b>	<p>IMMEDIATE</p> <ul style="list-style-type: none"> <li>- sharing educational practices among partners, especially pitching method combined with local practice/method used by the host</li> <li>- empowering &amp; motivating participants</li> <li>- development of basic skills (Key Competences): English, learning to learn, cultural awareness, social and civic competence</li> <li>- raising participants' presentation skills (verbal &amp; non-verbal)</li> </ul>

	<ul style="list-style-type: none"> <li>- inclusion of locals and marginalised groups into the educational programme</li> <li>- promotion &amp; dissemination (pitching project at the Pitching Forum) to media and wider audience online</li> <li>- cultural exchange between participants and local community (pitching project ideas dedicated to the problems of the local community, EU, and taking inclusive action)</li> </ul> <p>LONG TERM</p> <ul style="list-style-type: none"> <li>- raising visibility of marginalised groups and motivating them to join education and labour market</li> <li>- professional networking &amp; international experience</li> </ul>
<b>RESULTS OF THE ACTIVITY</b>	<p><b><i>THESE WILL BE THE SAME FOR ALL WORKSHOPS, BUT ADD MORE IF NECESSARY</i></b></p> <p>OUTCOMES</p> <ul style="list-style-type: none"> <li>- INDIVIDUAL:             <ul style="list-style-type: none"> <li>o learning how to develop and pitch project ideas</li> <li>o raising employability through development of Key Competences:                 <ul style="list-style-type: none"> <li>▪ Multilingualism (working in English language)</li> <li>▪ Entrepreneurship</li> <li>▪ Cultural awareness and expression (including awareness for marginalised groups)</li> <li>▪ Social and civic skills</li> </ul> </li> <li>o raising self-esteem through:                 <ul style="list-style-type: none"> <li>▪ developing presentation skills</li> <li>▪ Public speaking and performance</li> </ul> </li> </ul> </li> <li>- ORGANISATION:             <ul style="list-style-type: none"> <li>o expanding human resources</li> <li>o developing new educational programmes</li> <li>o networking</li> </ul> </li> </ul> <p>OUTPUTS</p> <ul style="list-style-type: none"> <li>- Pitching Forum live streamed on YouTube</li> <li>- eManual with description of method, list of all project ideas that were pitched by the participants, and advice for other educators based on participants feedback and evaluation.</li> <li>- promotional materials (poster, leaflet) and design</li> <li>- online promotion and dissemination campaigns (social media, website)</li> </ul>

## Activity Description – YOUR LOCAL ACTIVITY

In the previous section, you can find a description of our activity. You can use it to see what is expected from you, in your description. However, please note that this is just one way of describing our work. You might have your own style and that is preferable actually. Please describe the workshop that is relevant for this project. Also, there is no need to “invent” completely new workshops. You already possess certain knowledge that you will share in this partnership. It is better to describe some workshop that you are master of than to invent a completely new programme you are not certain of.

<b>ORGANISATION</b>	<b>??</b>
<b>EID</b>	<b>??</b>
<b>ACTIVITY TITLE</b>	<b>TITLE??</b>  <i>If possible, please write something “catchy” that shows the purpose of the workshop. If you are not feeling creative, make the title about your method (e.g. Learning method X for inclusion)</i>
<b>ACTIVITY DURATION</b> (minimum 3 days, maximum 7 days)	<b>XX DAYS</b>  <i>Ideally, workshops will be given within 3-5 days.          1 WORKSHOP DAY = 8h of work/programme (including breaks)</i>  <i>(!) Travel days are not included (!)</i>
<b>PREFERRED MONTH OF HOSTING</b>	<b>MM/YYYY</b>  <i>Range between 01.09.2023 – 31.08.2026</i>  <i>(!) If you have more options, put them in ranks (option 1., option 2....)</i>
<b>LOCATION</b>	<b>(if possible – write the VENUE) and obligatory - CITY</b>  <i>(!) Usually the same as your organisation, but could be a town nearby, somewhere in the countryside etc.</i>
<b>FACILITATOR(S)</b>	<b>NAME &amp; SURNAME</b> <i>Short biography (1-2 sentences)</i>  <i>(!) One or more facilitators (!)</i>
<b>PARTICIPANTS PROFILE PER ORGANISATION</b>	Each partner will send 1-3 educators who will gain new skills and learn pitching presentation skills. To ensure inclusive education, hosts will invite few members from the local community and from marginalised group(s).



	<p>Participants will have to be:</p> <ul style="list-style-type: none"> <li>- Adults (18+)</li> <li>- Active English speakers</li> <li>- Capable to facilitate a follow up workshop with marginalised groups</li> <li>- In case of host organisation: members of marginalised group (adult)</li> </ul>
<b>LOCAL AND MARGINALISED PARTICIPANTS</b>	<p><b>TYPE OF MARGINALISED GROUP</b></p> <p>e.g. People with disability, refugees, migrants, economically marginalised people, homeless, addicts, unemployed youth etc. (people you work with usually)</p> <p><i>(!) Each host will give opportunity to few (2-3) participants from the local community and from marginalised groups - to promote inclusion and face-to-face experiential learning</i></p>
<b>ACTIVITY DESCRIPTION</b>	<p>Answer as much of the following questions as possible</p> <p><b>Describe in maximum of 2000 characters with spaces</b></p> <ul style="list-style-type: none"> <li>- <b>HOW?</b> What is your method, how can we combine it with pitching method? If applicable, please add its name and short background of your method</li> <li>- <b>WHAT?</b> Will the participants do and learn at your workshop? What will be the exact topic? You can have a mix of various skills (e.g. you can show us two-three methods/practices that your organisation knows/uses)</li> <li>- <b>WHY?</b> is that method good practice for doing inclusive work with marginalised people</li> </ul> <p><i>Croatian National Agency puts emphasis on projects that include "environment and fighting against climate change", so please include green practices in your workshop design (e.g. you will only use recycled materials, you will explore a topic of inclusion and ecology etc.)</i></p>
<b>GOALS OF THE ACTIVITY</b>	<p><b>BASIC GOALS ARE THE SAME FOR ALL WORKSHOPS, BUT YOU CAN ADD MORE IF NECESSARY</b></p> <p>IMMEDIATE</p> <ul style="list-style-type: none"> <li>- sharing educational practices among partners, especially pitching method combined with local practice/method used by the host</li> <li>- empowering &amp; motivating participants</li> <li>- development of basic skills (Key Competences): English, learning to learn, cultural awareness, social and civic competence</li> <li>- raising participants' presentation skills (verbal &amp; non-verbal)</li> </ul>

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<b>RESULTS OF THE ACTIVITY</b>	<p><b>BASIC RESULTS ARE THE SAME FOR ALL WORKSHOPS, BUT YOU CAN ADD MORE IF NECESSARY</b></p> <p>OUTCOMES</p> <ul style="list-style-type: none"> <li>- INDIVIDUAL:             <ul style="list-style-type: none"> <li>o learning how to develop and pitch project ideas</li> <li>o raising employability through development of Key Competences:                 <ul style="list-style-type: none"> <li>▪ Multilingualism (working in English language)</li> <li>▪ Entrepreneurship</li> <li>▪ Cultural awareness and expression (including awareness for marginalised groups)</li> <li>▪ Social and civic skills</li> </ul> </li> <li>o raising self-esteem through:                 <ul style="list-style-type: none"> <li>▪ developing presentation skills</li> <li>▪ Public speaking and performance</li> </ul> </li> </ul> </li> <li>- ORGANISATION:             <ul style="list-style-type: none"> <li>o expanding human resources</li> <li>o developing new educational programmes</li> <li>o networking</li> </ul> </li> </ul> <p>OUTPUTS</p> <ul style="list-style-type: none"> <li>- Pitching Forum live streamed on YouTube</li> <li>- eManual with description of method, list of all project ideas that were pitched by the participants, and advice for other educators based on participants feedback and evaluation.</li> <li>- promotional materials (poster, leaflet) and design</li> <li>- online promotion and dissemination campaigns (social media, website)</li> </ul>

## TPM in your city

Is your organisation willing, and has human and other relevant capability to host one Transnational project meeting? It is a 1-2 day meeting of project managers used for coordination of partners.

YES or NO

If your organisation wants to host one TPM meeting, please input your preferred meeting and preferred month of the meeting

Choose a month between 09/2023 and 08/2026.

If your organisation can host in several months, please input them all, ranked from the best choice to the last.

Project managers will meet in TPM meetings at the beginning of the project, at its middle, and at its end. Coordinator (UPSET NGO) will host the Kick-off meeting, while other meetings will be hosted by 2-3 other partners (Interim, mid-term meeting, and Final Report meeting).

How is this project complementary to other initiatives already carried out by your organisation?\* 500 characters

What needs do you want to address by implementing this project?\* 500 characters

How did you identify the needs of your organisation and those of your target groups?\* 500 characters

Please describe the potential impact of the project on your organization. Are there other groups or organisations at local, regional or national level that will benefit from the project?  
\*700 characters

If applicable, please list and describe the associated partners you want to involve in the project. \*300 characters

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