

Experiential learning at sea

Sail smart, work smarter!

The idea is to:

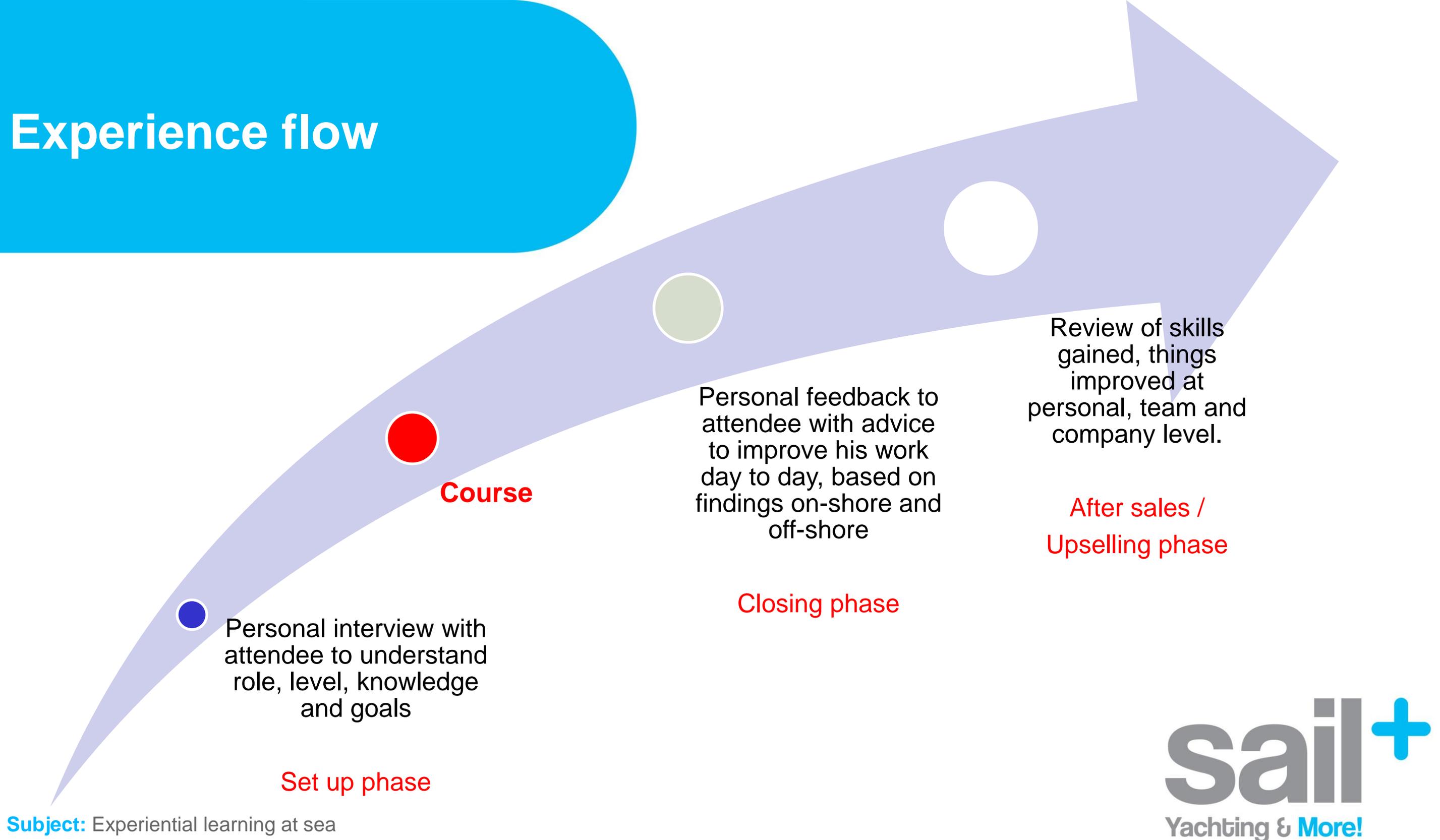
Design an innovative **experiential** course for **business** students and executives.

Use **sailing** as a means to drive **understanding** of **business** concepts

Offer a **fun** and **rewarding** course adding **value** to the **attendee** and his **employer**

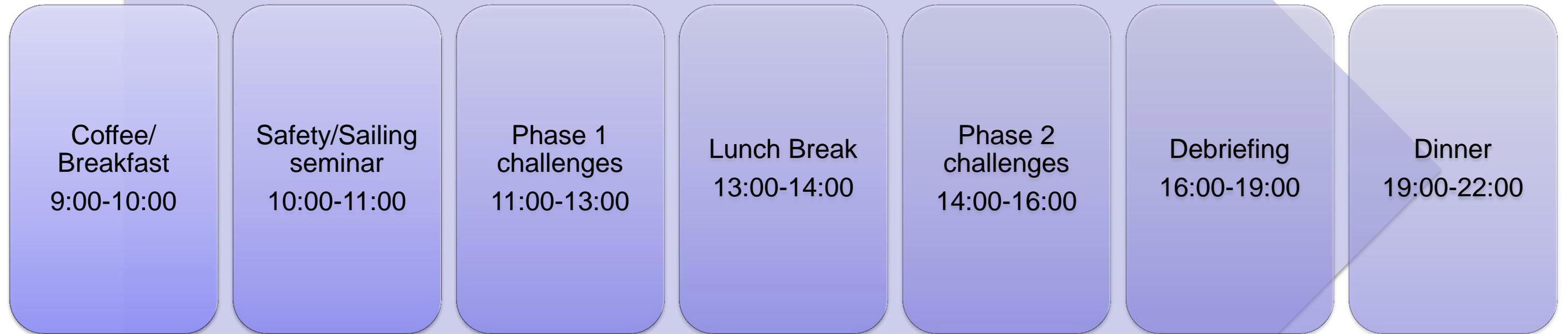
Launch a **learning product** which would promote **Greek** education by using a unique learning **platform**: the **Sea**

Experience flow



Subject: Experiential learning at sea

Typical course day



Course can also be designed to be longer in duration and last for 2-3 or more days.

Subject: Experiential learning at sea

Corporate Training Modules



Module 1- Leading Change

Module's objectives:

- Kotter's 8 steps for leading change.
- Team building.



Sailing exercise:

1. The team's goal is to change the boat's headsail.
2. Following Kotter's steps, the team will have to:
 1. Discuss why the sail change needs to be done now.
 2. Discuss with the actioners'.
 3. Discuss the benefits of changing sail.
 4. Make sure everyone understands why the sail change is necessary.
 5. Explain in detail to all actioners the steps to be followed.
 6. Set up the headsail in a way to gain time in hoisting it.
 7. Hoist the new sail.
 8. Trim the sail correctly to get its maximum performance.

Duration: 30 mins.

Prerequisite: None

Module 2- Managing Change

Module's objectives:

- Example of managing change.
- Team building.



Sailing exercise:

1. Yacht sailing towards a direction while a command to change destination is given.
2. Crew must:
 1. Assess current position and steps to be made to reach new destination. (assessment phase)
 2. Plan the new course/route on the map/gps. (planning phase)
 3. Follow the new course and adjust the sails.(perform change)
 4. Verify they are sailing correctly on new course.(ante post)

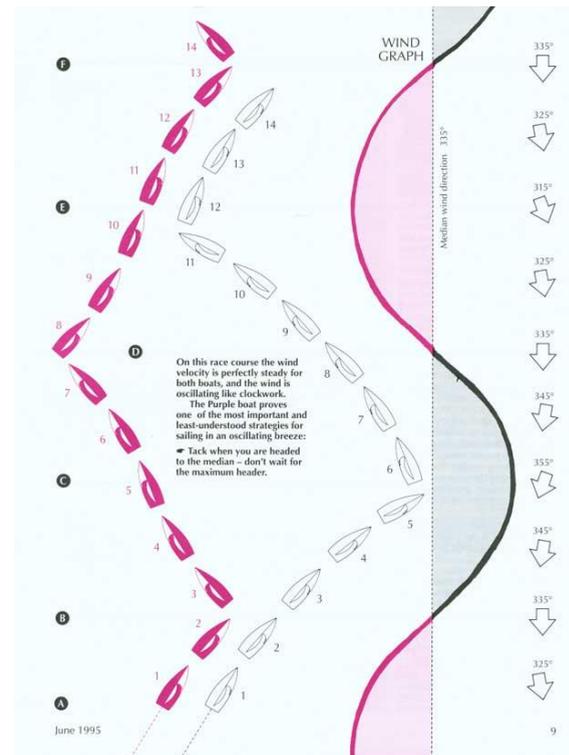
Duration: 45 mins.

Prerequisite: None

Module 3- Using market insights

Module's objectives:

- To demonstrate the need for identifying market insights.
- To use market insights to adopt.
- Team building.



Sailing exercise:

1. The changing wind will play the role of the changing environment. The team needs to take advantage of wind shifts to sail the fastest course towards an upwind destination.
2. Crew must:
 1. Understand how wind shifts can make the boat reach faster a destination.
 2. Identify wind shifts (market changes) by using the compass. (Research tool)
 3. Adjust the boats course to take advantage of those shifts.

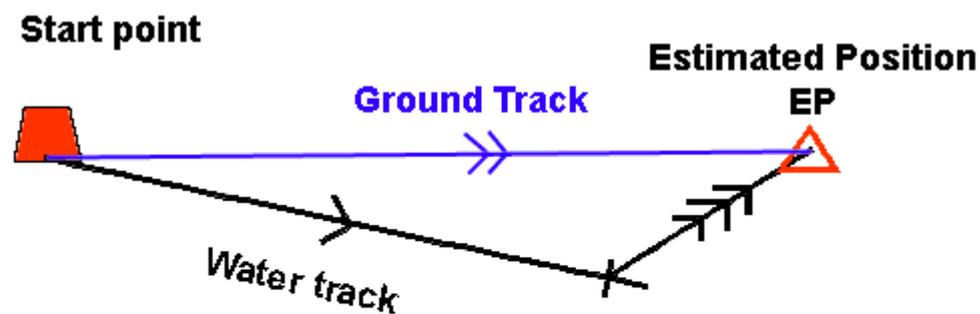
Duration: 45 mins.

Prerequisite: None

Module 4- Assessing insights

Module's objectives:

- To demonstrate the need for correct market insights.
- To assess market insights importance and decide on action or no action.
- Team building.



Sailing exercise:

1. Crew shall understand the effect of current to the course of the boat and understand the need for more insights.
2. Crew must:
 1. Identify current flow via the GPS and assess the difference.
 2. Identify the influence of waves and assess the difference.
 3. Learn to assess big vs small wind changes and assess action or no action.

Duration: 30 mins.

Prerequisite: Module 3

Module 5- Crisis management

Module's objectives:

- To demonstrate the need for a solid structure during crisis
- To demonstrate that things can go wrong and a good team can manage any issue.
- Team building.



Sailing exercise:

1. The Man Over Board maneuver is explained and demonstrated. Then a buoy is thrown in the sea and needs to be recovered.
2. The crew must act as a team to recover the buoy.
3. Roles on board will resemble those in a corporate environment:
 1. Skipper → CEO
 2. Trimmers → upper managers
 3. Mastman pointing MoB → Insights
 4. Other crew → Staff

Duration: 30 mins.

Prerequisite: None

Module 6- Product Development

Module's objectives:

- To demonstrate the steps of product development.
- Team building.



Sailing exercise:

1. The crew's goal is to set the spinnaker (a new product for the organization)
2. The crew must act as a team to:
 1. Identify the need of enhancing sail area
 2. Propose the solution
 3. Plan the spinnaker set up
 4. Set it up –assign new roles
 5. Perform checks
 6. Launch, handle and monitor the new sail

Duration: 45 mins.

Prerequisite: None

Module 7- Versatile Sales

Module's objectives:

- To demonstrate the need for versatile selling.
- To use versatile selling and observe different results.



Sailing exercise:

1. One of the most important parts of yacht racing is the start. The perfect start is when the boat starts on time, at the right side of the starting line, on starboard tack, with maximum speed and free from other yachts to pursue its strategy. The starting line is never even and a good sailor takes advantage of it to make a good start.
2. The crew must learn to identify the trend in the starting line and adopt to different conditions while performing numerous starts. Evaluate the results of having adopted to the trend vs not having adopted to that. The same as if adopting versatile selling or not.

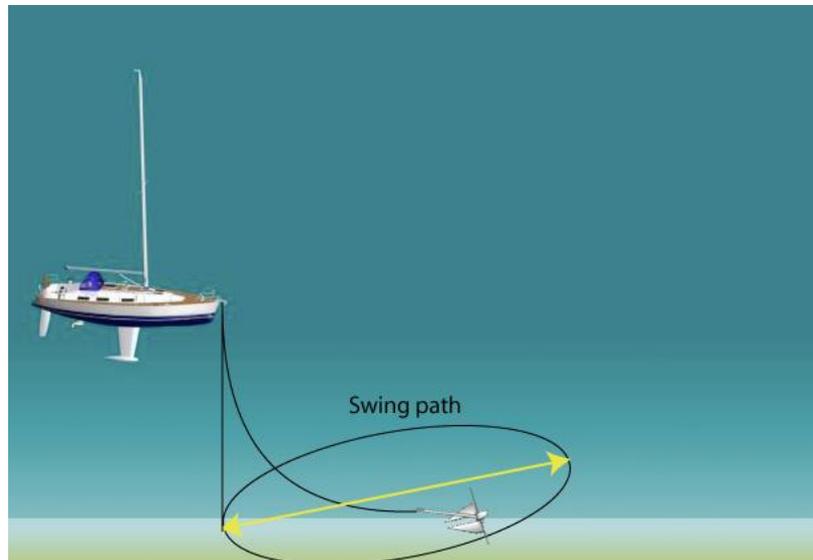
Duration: 45 mins.

Prerequisite: None

Module 8- Taking Smart Risks

Module's objectives:

- To demonstrate the importance of following a process when deciding on a risk to be taken.
- To understand the importance of analysis when taking a decision.



Sailing exercise:

The safe anchoring of a boat is a difficult process. A lot of factors need to be considered before choosing a safe spot and anchoring safely. The module shall begin with demonstrating all factors that can affect anchoring. (e.g. dominant weather, depth, marine traffic, current and forecasted weather conditions, type of seabed, type of anchor available, proximity to shore, etc.)

The team will have to use maps, instruments, smartphone applications and all other means available to anchor the boat in a spot which has the minimum risk possible from a selection of spots.

Duration: 45 mins.

Prerequisite: None

Module 9- Delegating with Confidence

Module's objectives:

- To demonstrate the need of delegating in the modern work environment.
- To understand that delegating increases productivity and employee satisfaction.
- To understand the importance of selecting the right person for the job, the importance of mutual build of trust through the assignment process and the support needed after the assignment to fulfill the task with success.
- Team building

Sailing exercise:

The exercise is to hoist the team's "manager" up the mast to take a picture of the team. It will become obvious that the task is very difficult –if not impossible- if the "manager" tries alone.

The "manager" will have to choose the team that will complete the task by assessing them. (e.g. one that is not afraid of the responsibility, one that has the physical stamina to help, etc.)

The "manager" will have to inspire the team and support them by remotely giving directions. Both parties shall understand the importance of mutual trust as the "managers" life is at stake. (in reality it is perfectly safe to hoist one person up the mast but doing it for the first time seems risky)

Duration: 30 mins.

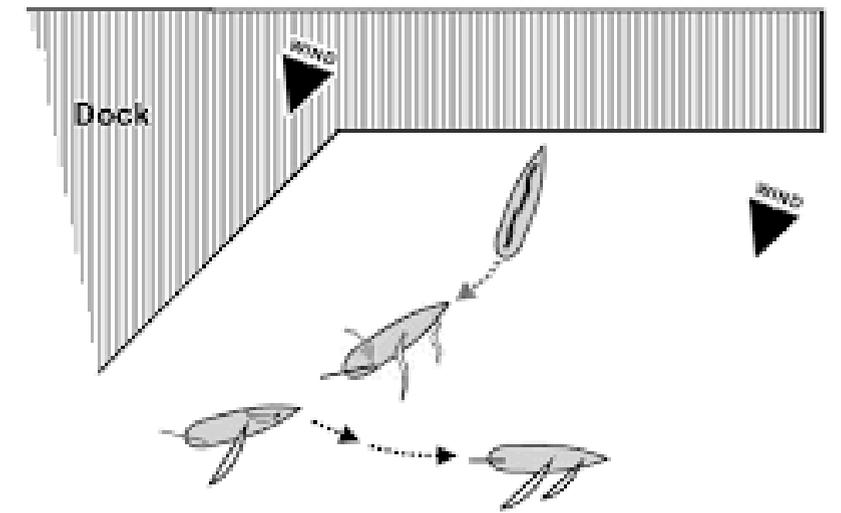
Prerequisite: None



Module 10- Problem Solving

Module's objectives:

- To understand that there are multiple approaches to solve a problem.
- To learn to identify obstacles in solving a problem.
- To learn to take decisions and work as a team.
- To learn to operate under less stress and improve practices they already use.



Sailing exercise

The boat will be motoring to the harbor, without sail, when an engine failure happens. They need to overcome this and moor the boat safely.

- 1) They need to hoist the sails so that the boat becomes controllable in order to have time to assess their options.
- 2) They need to identify possible obstacles and set up a plan.
- 3) They shall work as a team, manage stress, evaluate options and pursue the best available plan.

Duration: 45 mins.

Prerequisite: None

Thank you!

sail+
Yachting & More!