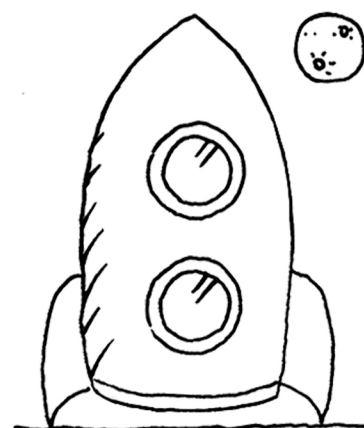


FUTURE ANYTHING



ACTIVATE ESSENTIALS  
Professional Learning Day  
Wednesday 3 March 2021  
Template Pack

# THE ENTREPRENEUR'S ODYSSEY



1. How did we get here?



2. What matters to us?



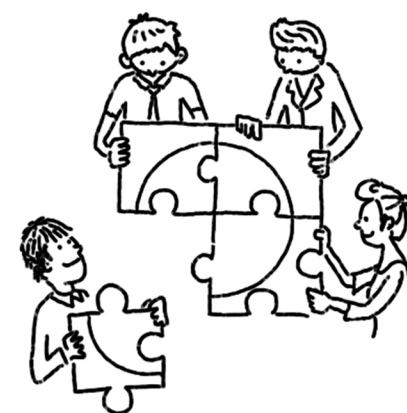
6. How are we different?



5. What could we do about it?



4. Who else thinks it matters?



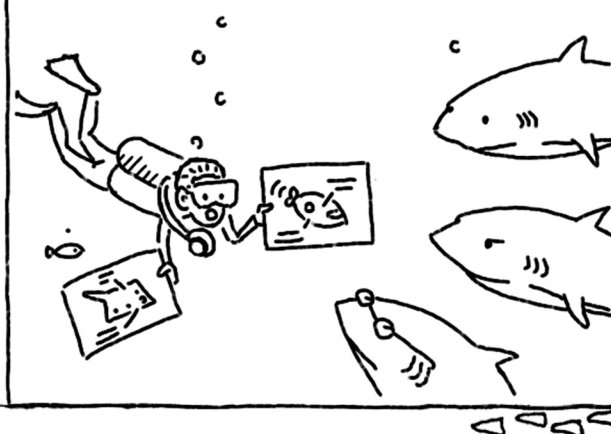
3. Why does it matter?



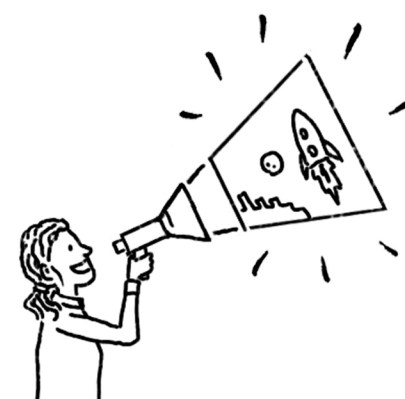
7. How can we test it?



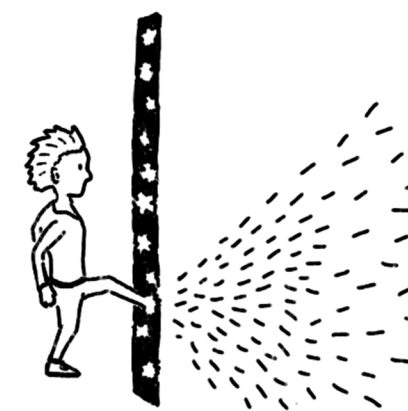
8. How do we know it will work?



9. How do we get noticed?



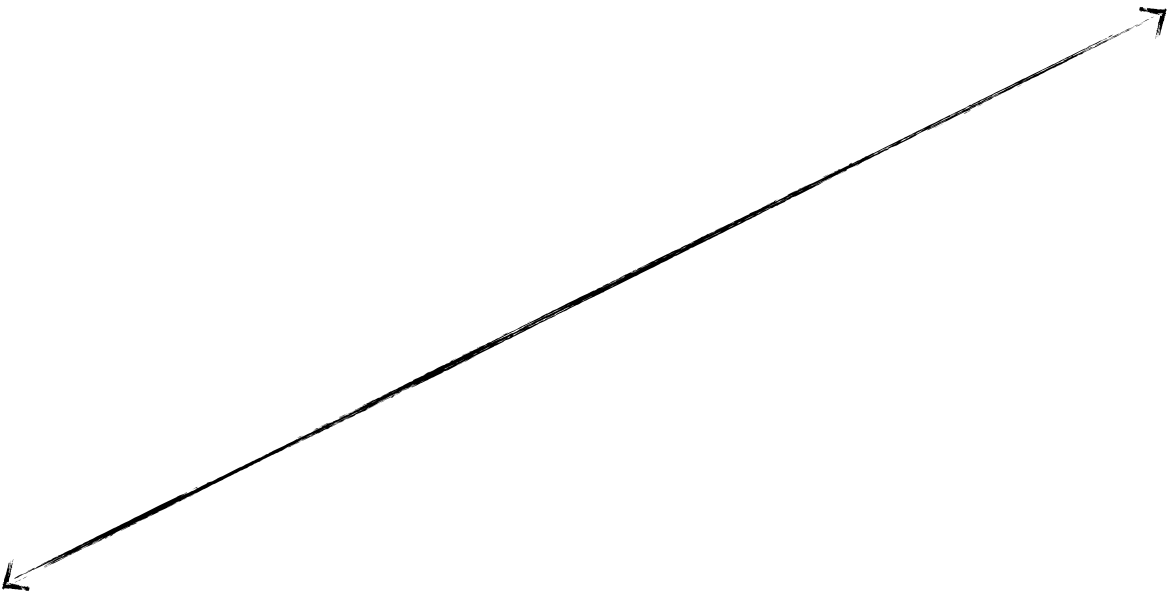
10. How do we bend the future?



# Know Yourself

1 How did we get here?

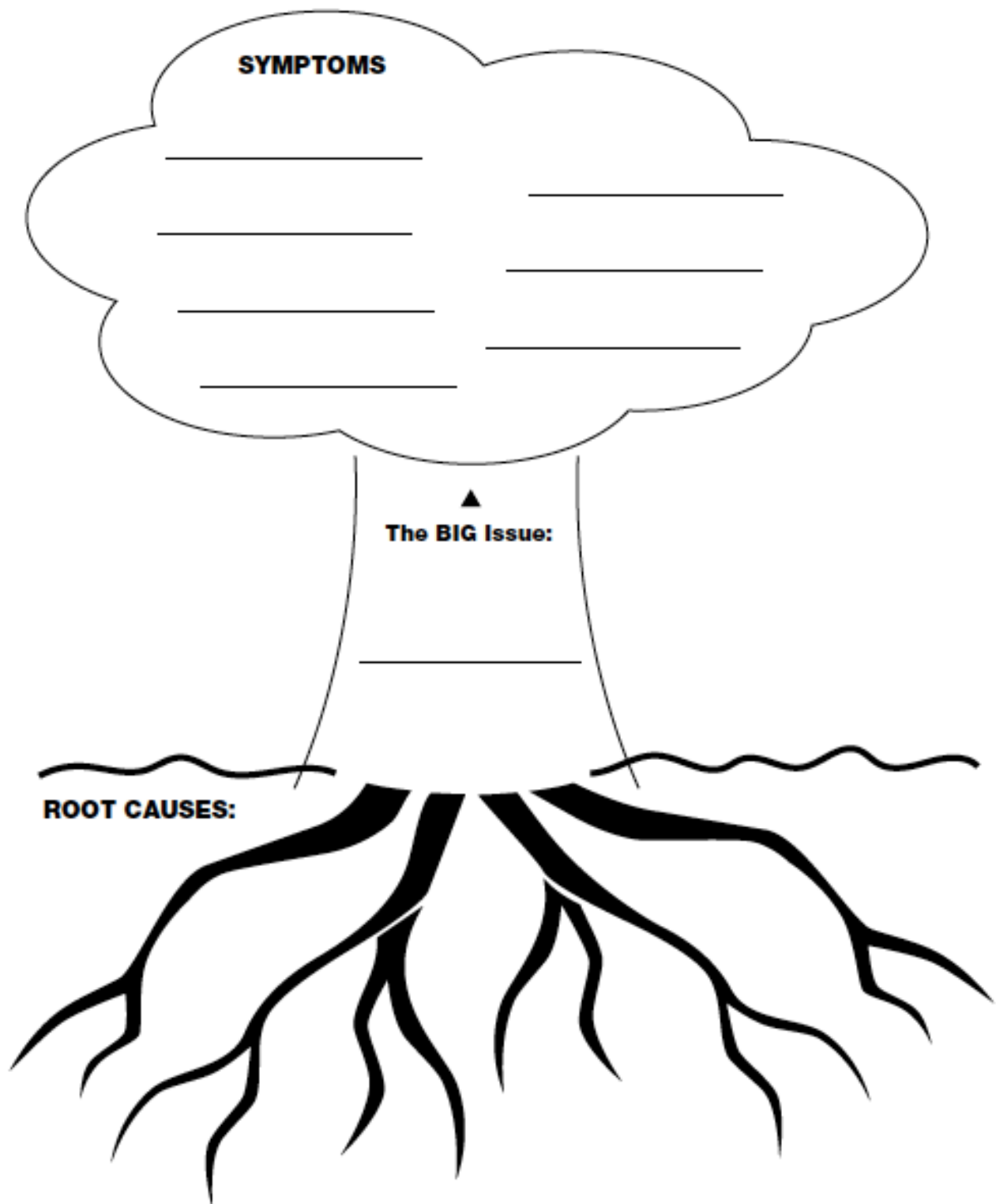
2 Character Strengths



4 Dislikes | Hates | Unacceptables

3 Likes | Loves | Passions

# Root Cause Tree





## CHALLENGE MAPPING

# IMPACT GAPS CANVAS

A tool to help you understand a social or environmental challenge, the current solutions, and the impact gaps

Challenge title &  
geographic focus: \_\_\_\_\_

## SOLUTIONS MAPPING

## CHALLENGE MAPPING

What's happening, what's the impact of the challenge, and what's holding the challenge in place?

### GUIDING QUESTIONS

#### HOW DO YOU DESCRIBE THE CHALLENGE

How do those most impacted describe the challenge? How do they describe the effects? How is this challenge related to other challenges?

#### WHAT IS THE IMPACT OF THE CHALLENGE

What are the numbers? Who or what is impacted (where, how many, in what way)? What does the most up to date research say?

#### WHAT IS THE CAUSE OF THE CHALLENGE

What is causing the challenge to persist? Who stands to benefit from the challenge continuing to persist?

#### WHAT IS THE HISTORY AND FUTURE OF THE CHALLENGE

How has the challenge changed over time? What is the projected scope of the challenge in the future?

# IMPACT GAPS CANVAS

## IMPACT GAPS

What is missing that could close the gap between the challenge and the current solutions, where are opportunities for greater collective impact, and what are the key lessons learned?

### GUIDING QUESTIONS

#### WHERE ARE THE GAPS BETWEEN THE CHALLENGE AND SOLUTIONS

Who or what is not being served and what is missing to bridge that gap? What actions can be taken to fill the gaps?

#### WHERE ARE THE GAPS WITHIN THE SOLUTIONS

What is missing (specific regulations, knowledge sharing, new efforts, partnership etc) that would further link up the solutions and achieve greater collective impact?

#### WHERE ARE THE UNADDRESSED OBSTACLES

What is being overlooked? What are the unintended negative consequences of the existing efforts? What specific key opportunities could unlock future impact?

#### WHAT ARE THE KEY LESSONS LEARNED

From your research and interviews, what key lessons could you share with anyone who wants to impact change in this sector? Where are the biggest opportunities for impact?

## SOLUTIONS MAPPING

What models are already being tried, what's working, what's not, and what resources are available?

### GUIDING QUESTIONS

#### WHAT IS HAPPENING LOCALLY

What resources are available that could be drawn upon? What efforts are already being tried which could directly impact the challenge? What are the different models? How are they joined up, or not?

#### WHAT IS HAPPENING GLOBALLY

What has been tried on similar or tangential challenges globally? What lessons can be learned from those efforts? How can those lessons be shared?

#### WHAT'S WORKING, AND WHAT'S NOT

What can be learned from the successes and failures of these efforts? What do those involved attribute to the cause of their results?

#### WHERE IS THE FOCUS AND THE FUTURE?

What parts of the challenge are focused on and what are ignored (specific populations, areas, etc)? What is on the horizon that might impact collective solutions? What future scenarios might play out?

## LEARNING LOG & ACTIONS

What resources and people have you connected with to understand the challenge and solutions landscape? Who else do you need to speak with, and what do you still need to learn in order to fill in your knowledge gaps? What can you do to improve your understanding of this challenge or to take action to fill a gap?

# Storyboard Template

Name:  
Project:



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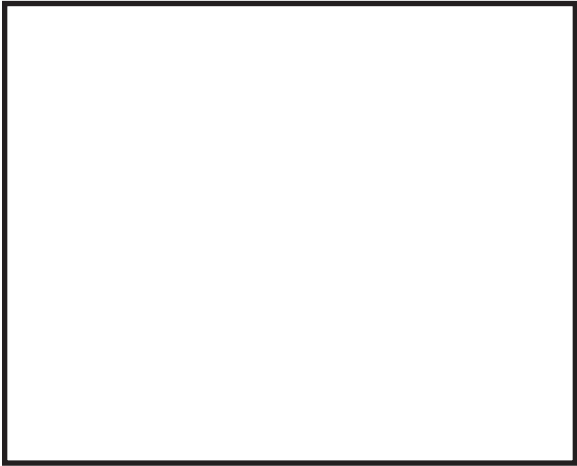
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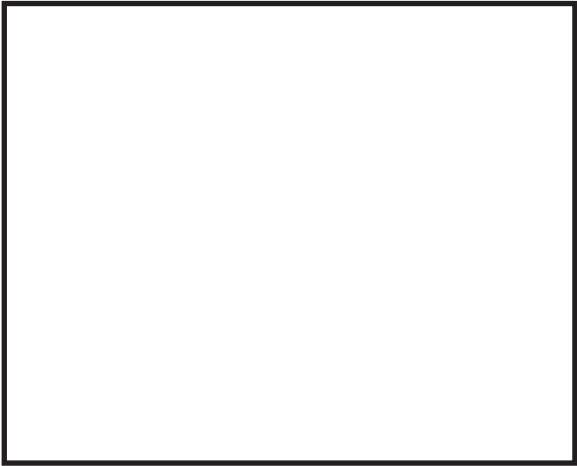
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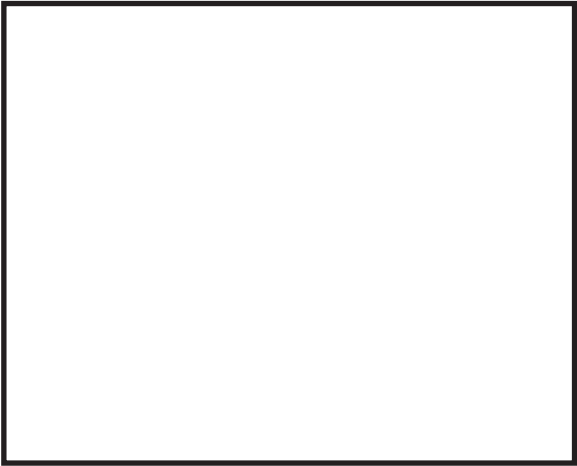
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FUTURE ANYTHING

# Pitching Template

[ P - P - P - P - A ]

**Opening Statement:** What change are you and your product going to make in the world?

**Problem:** What problem are you solving for a) the world b) your customer?

**\*Why You?:** Why do you care about solving this problem for your customers? How has your life been affected by this industry and business? Why should your audience have confidence that you will do what you say you are going to do?

\*Why You? Can show up anywhere in your pitch

**Product (or service):** As simply as possible: what is your product or service? & how does it work?

**(Value) Proposition:** How do you help your customers get results differently to your competition, or alternatives? What are your unique points of difference? Show you have researched the market and the competition.

**(Business) Plan:** How do you get paid? What's the opportunity for growth? How can you scale beyond your current scope: new industries, territories, applications of partnerships & technology?

**Ask:** Finish the pitch strongly with a clear request for the audience to take action - what is their first next step? What do you need? Why should they respond to your call to action? Be compelling.

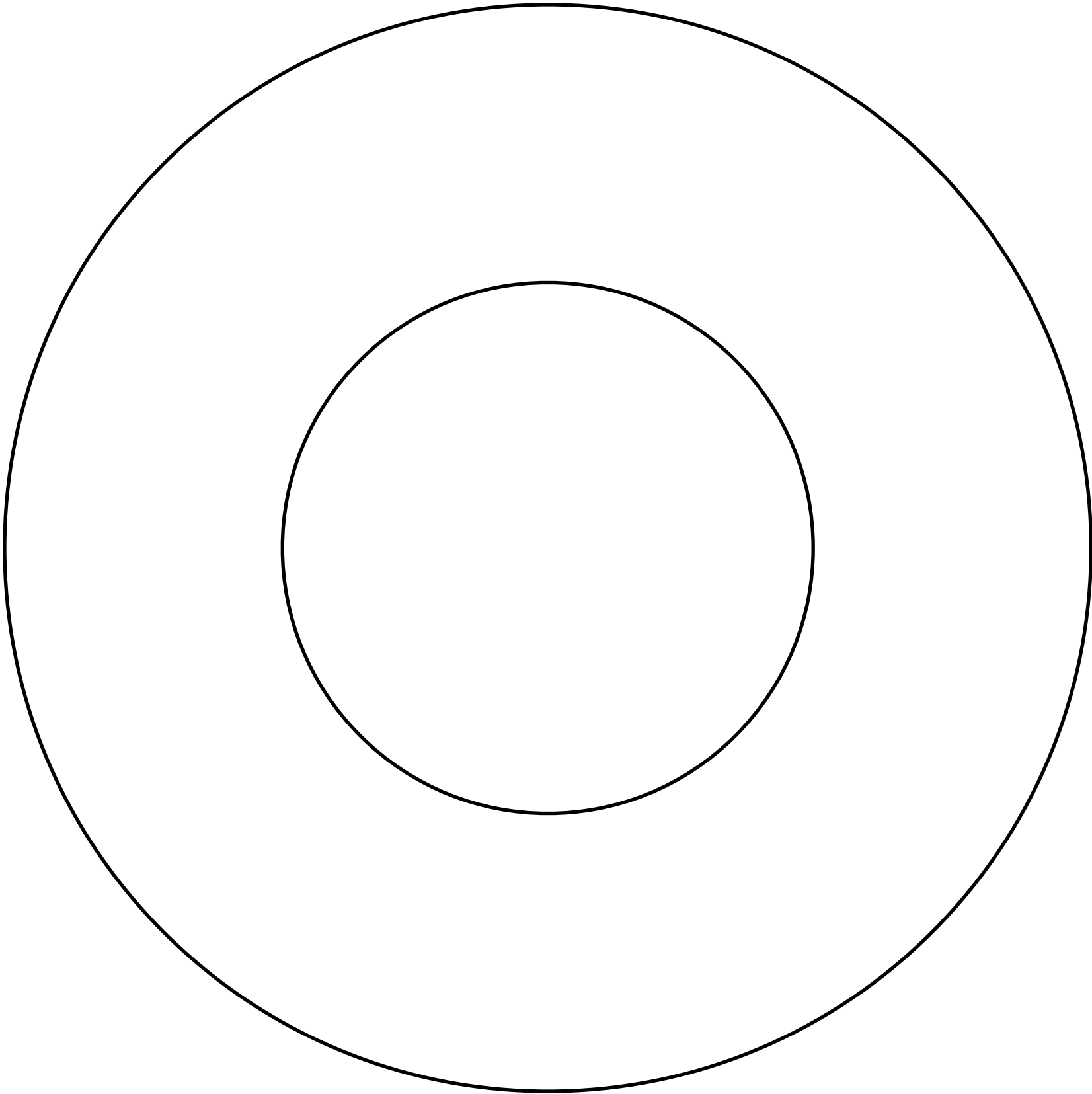


# PROJECT BASED LEARNING FRAMEWORK

1. Learning Outcomes...				
2. Challenging problem or question...	4. Sustained Inquiry...	5 Authenticity...	6. Reflection...	7. Critique & Revision...
3. Student voice and choice...				
8. Public Product...				



# NETWORK SPHERE OF INFLUENCE





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