Chapter 7 Common Multilingual OER & MOOC

Xlibris Project Team 2014/2016



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COMMON MULTILINGUAL OER & MOOC

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7.1. Service Co-design for Libraries: Xlibris Approach

A complete guide that takes you through every step of Xlibris Approach for service co-design for libraries.

- Lectures 11
- Video 1.5 hours
- Skill Level Beginner Level
- Languages English, Turkish, Bulgarian, German, Lithuanian
- Includes Lifetime access

7.1.1. Course Description

The main aim of this course is to teach how to co-design library services by involving users and how to use various tools and techniques to address their needs and ideas.

In this course, main features of the tools such as Lego[®] Serious Play[®], Business Model YOU Canvas[®], Crowdsourcing and Xlibris Matrix will be introduced and how to use each tool for different phases of service co-design will be presented with examples. This will include helping librarians and library users to define their ideas, needs, wants, desires, likes and dislikes; defining resources, facilities and limitations; obtaining inputs from peers and uncovering training needs.

7.1.2. Requirements

- This course doesn't require any special skills
- This course does require only an interest towards user needs and desire to learn how users can be involved in library service design

7.1.3. Outcomes

- Learn the phases of service co-design for libraries (Xlibris Approach)
- Learn what Lego[®] Serious Play[®] methodology is and how it is used for service definition and design
- Learn what Business Model YOU Canvas® is how it is used for exploring service details
- Learn what Crowdsourcing is how it is used for obtaining inputs about a proposed service
- Learn what Xlibris Matrix is and how it is used for uncovering training needs of both users and librarians

7.1.4. Target Audience

- This course is meant for librarians from all types of libraries
- It does not require any specialization in any library specific area

7.1.5. Instructors

This course is developed as an output of Xlibris Project by the project team. Xlibris is a Strategic Partnership for Adult Education project under Erasmus+ Program. It is funded by European Commission through Turkish National Agency.

Following individuals from partner institutions contributed to the content development:

Serap Kurbanoglu, Orçun Madran and Tolga Çakmak from Hacettepe University, Turkey.

Daniel Weiss from ISES, Spain.

Radka Kalcheva from Pencho Slaveykov Regional Library, Bulgaria.

Skirma Petraitiene from Radviliskis SSPC, Lithuvania

Carola Dierich from Wisamar, Germany

Angela Hirsch from Gemeinde Kabelsketal, Germany.

7.1.6. Curriculum

- Lecture 1: Introduction
- Lecture 2: Preparations
- Lecture 3: Team Building
- Lecture 4: Team Building Xlibris Approach
- Lecture 5: Defining & Designing (Lego[®] Serious Play[®] Methodology)
- Lecture 6: Defining & Designing (Lego[®] Serious Play[®] Methodology) Xlibris Approach
- Lecture 7: Exploring the Details (Business Model You Canvas®)
- Lecture 8: Exploring the Details (Business Model You Canvas®)- Xlibris Approach
- Lecture 9: Obtaining Input (Crowdsourcing)
- Lecture 10: Obtaining Input (Crowdsourcing) Xlibris Approach
- Lecture 11: Fine-Tuning (Xlibris Matrix) & Finalizing

7.1.7. Testing

Once the MOOC content is prepared before it is made publicly available it was tested to make sure that the content was clear and the systematic it is presented in makes sense for users with different bacgrounds, different level of knowledge and skills. The common OER and MOOC were developed firstly in English. When it is completed it was tested in every partner institution. Based on partner's insights and reflections it was fine-tuned.

Following the partner testing links were send to five academics, five LIS students and five librarians (from different sectors) to collect their reflections, suggestions and critics. Testing included the content, interface and file structure. When the testing is finished suggestions and insights from users were taken into account. Language used in the content revised and additional explanations were added for the new concepts. Structure of the course is a bit changed to provide a better flow. Additional examples from practice were provided. Finally, different fotmat of the content pptx, pdf, MP3 and MP4 were decided to be provided to satisfy user demands. After the fine-tuning of the prototype (English version) was completed partners translate the content. Lastly, when the MOOC was uploaded in Udemy Platform (an international MOOC platform) it was controlled and tested by the platform editors according to platform requirements and approved. Udemy.com is a platform for online learning. Udemy provides a platform for experts of any kind to create courses which can be offered to the public, either at no charge or for a tuition fee.

7.1.8. MOOC Content

MOOC content is made available in project languages through two different platforms. One is through Udemy the second one is through Project website.

Web site: http://mooc.xlibrisproject.org/

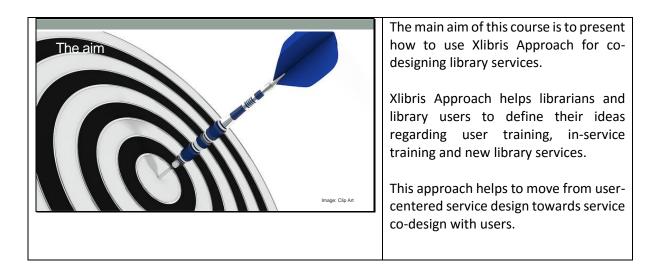
English: <u>http://mooc.xlibrisproject.org/mooc_en.html</u> Turkish: <u>http://mooc.xlibrisproject.org/mooc_tr.html</u> German: <u>http://mooc.xlibrisproject.org/mooc_de.html</u> Bulgarian: <u>http://mooc.xlibrisproject.org/mooc_bg.html</u> Lithuanian: <u>http://mooc.xlibrisproject.org/mooc_lt.html</u>

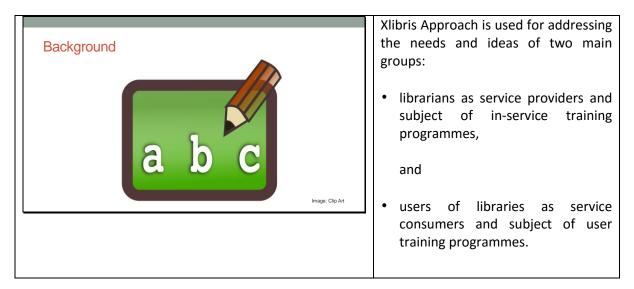
Udemy

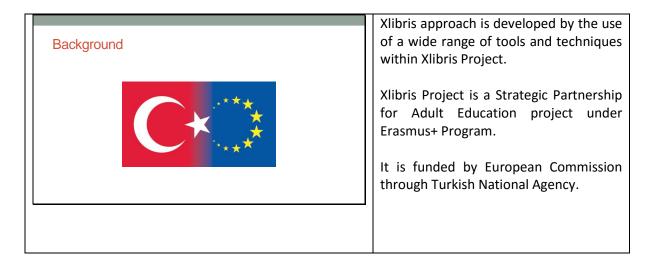
English: https://www.udemy.com/service-co-design-for-libraries-xlibris-approach/ Turkish: https://www.udemy.com/kutuphaneler-icin-hizmet-ortak-tasarim-xlibris/ German: https://www.udemy.com/co-design-von-bibliotheksdienstleistungen-xlibris-ansatz/ Bulgarian: https://www.udemy.com/service-co-design-for-libraries-xlibris-approach-bg/ Lithuanian: https://www.udemy.com/xlibris-projekto-metodologija/

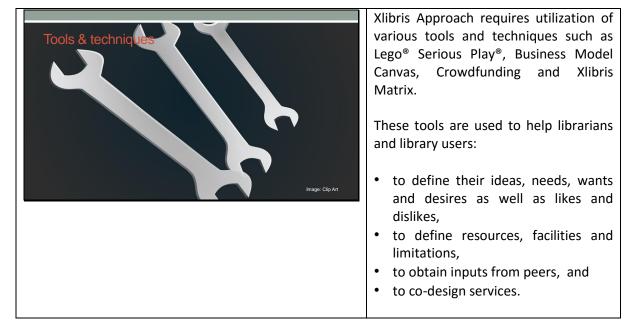
Lecture 1: Introduction

INTRODUCTION		



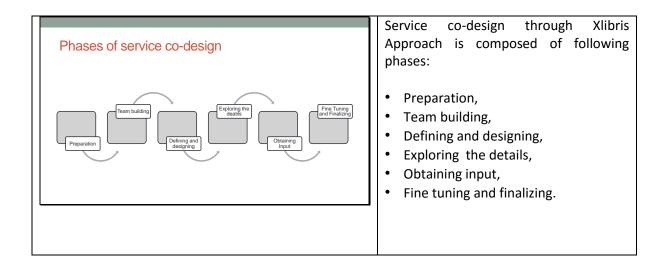




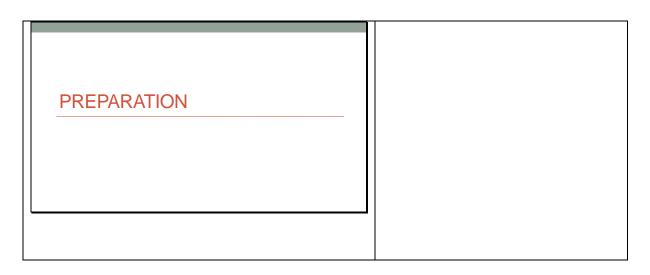


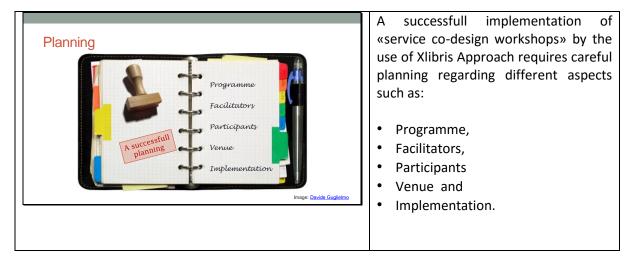
Scope

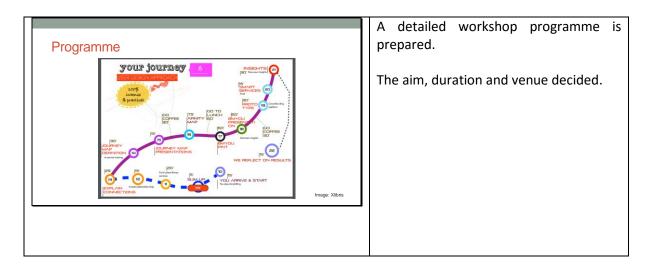
- In this course
- the phases of library service co-design are introduced
- · the tools and techniques which are used in each phase are presented
- how to use each tool and technique is explained



Lecture 2: Preparation







Facilitators	Facilitators come together and work on each tool and technique in advance and get help from certified experts if necessary.
	Facilitators are assigned clearly defined roles and responsibilities.
mage: Masterful	One of the facilitators takes the leadership role.
	Leadership role should be assigned carefully based on • knowledge, • skills and
	personal characteristics.

Participants	Participants (actual users and/or librarians) are carefully selected and invited.
*****	Selection criteria should be decided in advance and agreed by facilitators.
Image: BSK	Participants should represent diferent user groups and different librarian profiles.
	Number of participants between no less than 12 no more than 24 provides better results.
	Expectations from participants are clearly defined and shared.

<image/>	 The room is prepared in advance including tables, materials, projector, computer, Internet connection. Tables are arranged for group work. Materials and templates are photocopied. All technical devices are checked to make sure that everything works properly. All presentations and videos are checked to ensure a smooth process.
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Image: XLBrs Measures are taken to use time effectively, including: Image: XLBrs A careful in-advance planning, Image: XLBrs Indicating time frame for each activity and following up, Image: XLBrs All activities are documented by observation notes, videos and photos.	Implementation	Measures are taken to start and finish on time.
		 effectively, including: A careful in-advance planning, Reharsing, Indicating time frame for each activity and following up, Using timers. All activities are documented by

Lecture 3: Team Building

TEAM BUILDING	



According to Webster's Dictionary, team is a group of people who work together.

There are other similar definitions such as:

A group organized to work together to achieve a common objective.

A group of individuals, with complementary skills, who share, collaborate, and assist one another to achieve a common purpose.

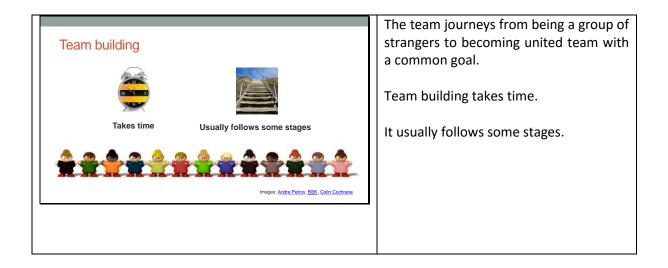
 Together
 Team allows common people to attain uncommon results.

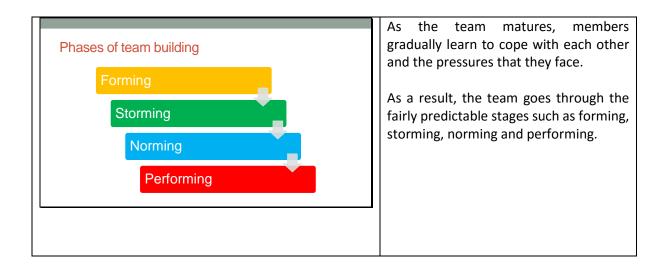
 Everyone
 In other words, team allows everyone to go beyond their limitation.

 More
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Benefits of team work	 Successful teams often achieve: Increased productivity, Increased quality through collective measures, Increased efficiency, Increased creativity. Team members may raise ideas they may not have thought of if working on their own, Increased satisfaction and Decreased stress.
	 Team work provides: Better morale and motivation, Better problem diagnose, Better problem solving. Teams can help to approach problems in new ways, Better decisions through collaborative efforts.

	1	Leadership. The leader is recreatible
	1.	Leadership: The leader is responsible
Principles of team work		for and has authority over the team.
n Leadership	2.	Unanimous Focus on a Common Goal:
Our Unanimous focus on a common goal		Each member of team must
-		personally commit to the goal. Team
Clearly defined roles for team members		goals come before individual goals.
Shared resources	3.	Clearly Defined Roles.
Effective communication	4.	Shared Resources: All tangible and
Consistent, united and enthusiastic effort		intangible resources must be shared.
		Ideas are valuable resources to be
Suppression of the ego		shared.
	5.	Effective & Frequent Communication.
	6.	-
	0.	Effort: Maximum team effectiveness
		is only possible through maximum
		individual efforts. Team members
		need to support one another
		recognizing individual differences or
		responsibilities.
	7.	Periodic and Temporary Suppression
		of the Ego: All team members are
		responsible for suppressing their ego,
		when necessary, to benefit the
		success of the team.



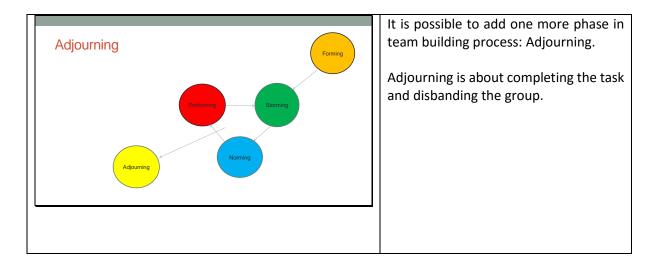


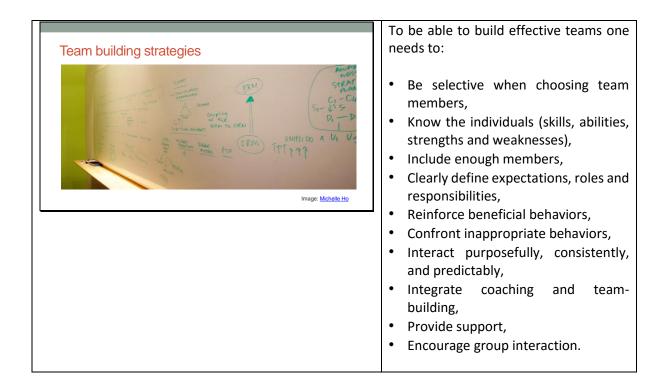
Phase 1: Forming	Forming is the first phase in team building.
Image: Clip Art	 This phase includes following: Getting acquainted with team members and the task, Defining the problem and strategy, Setting goals, Providing clear directions, Determining individual roles, Developing norms, trust and communication.

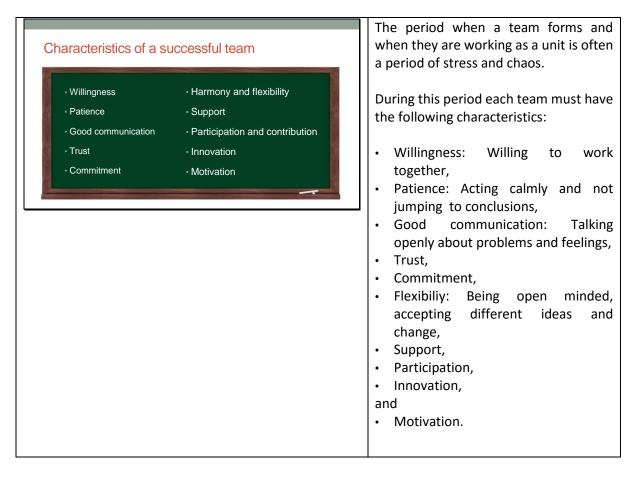
Phase 2: Storming	Second phase in team building is Storming.
 Sorting out differences and understanding each other Clarifying the problem, goals and objectives Clarifying core issues Defining tasks Discussing roles and responsibilities Questioning interpersonal skills Negotiating conflict Eliminating resistance 	 At this phase team members try to Sort out differences and understand each other, Clarify the problem, goals and objectives, Clarify core issues, Define tasks, Discuss roles and responsibilities, Question interpersonal skills, Negotiate conflicts if there is any, Eliminate resistance.

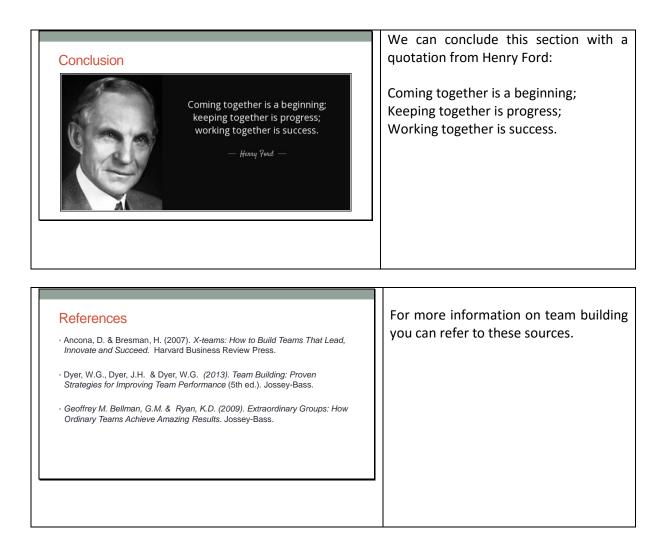
Phase 3: Norming	This phase requires team members:
Image: Clip At	 to work cohesively together, to establish roles and relationships, to seek consensus, to reach an agreement on ground rules, to create a more supportive environment, to accept team rules and procedures as well as roles in the team, to cooperate in problem solving, to develop team spirit, to give and receive feedback.

	The last phase of team building is
Phase 4: Performing	performing. Teams that reach this phase
Focusing on the task and working productively Cooperating	achieve results.
 Cooperating Decision making Problem solving Understanding of each other's strengths and weaknesses; Gaining the ability to prevent or work through group conflict and resolve differences Developing a close attachment to the team 	 At this phase team members: Focus on the task and work productively, Cooperate, Make decisions, Solve problems, Understand each other's strengths and weaknesses, Gain the ability to prevent or work through group conflict and resolve differences, Develop a close attachment to the
	team.



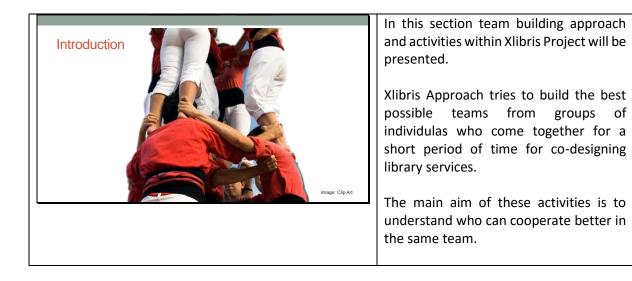






Lecture 4: Team Building - Xlibris Approach







Aims of team building activities are:

- Providing insight into the individual's characteristics and profile,
- Understanding the value of listening,
- Understanding the value of careful observation,
- Understanding personal differences and its importance in a team,
- Understanding the importance of communication and empathy.

Photo Wall Building a self-model Alignment game	Several activities can be used, such as: Photo Wall, Building a Lego® self-model, Alignment game,
 Diversity exercises Perception excercise Building a duck Observation skills Left vs right brain test 	Diversity exercises, Perception exercise, Building a duck exercise, Observation skills exercise, Left versus right brain exercise.

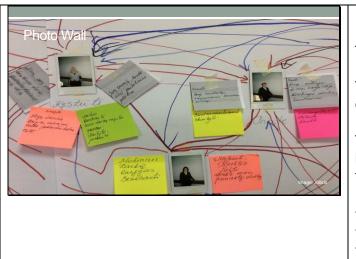


The aim of the photo wall activity is to provide a quick get to know each other excercise which helps to discover connections between participants.

Resources used for this activity: A big wall canvas, a pollaroid camera, colourful posts-its and colorful pens.

Facilitator's role is taking photos and explaining the expectations.

Duration is 10-15 minutes.



Participants are invited into the room.

Their poloraid pictures are taken.

They are given their photos, posts-its and colorful pens.

They are asked to write some information in keywords form about themselves on post-its such as:

- who they are,
- their expectation and
- their emotions.



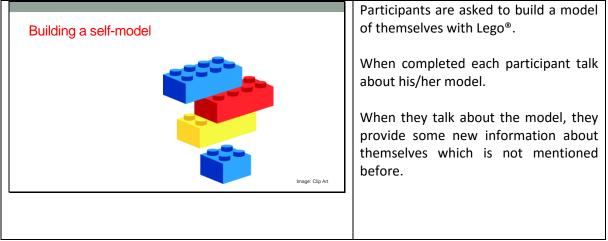
Participants are invited to create a corner for themselves on a big size preprepared canvas.

Each participant mounts his/her photo and sticky notes in his/her corner.

After everybody has a place on Photo-Wall, participants are asked to draw links with other people they already know.

Following the completion of all links participants are invited to talk about themselves and their connections with others on the photo-wall.





Building a Self-model - The self for the self f	It is useful to indicate duration when this excercise starts. It might take more time than expected because some participants might not have experience with Lego [®] . For those who have no previous experience with Lego [®] it takes longer to get familiar with pieces and put them together. However, this is a good start to get familiar with Lego [®] Serious Play [®] . This excercise provides valuable information for team building.
Alignment Game	 Alignment Game with Lego® The aim of the Alignment Game activity is to understand the value of cooperation, communication and co- creation. Resources are Lego brick pieces in 8 different colors and one big table accessible from all sides. Facilitator's role is explaining the rules and provide reflections about why the mission is not accomplished, why it is important and how does it affect the team work. Duration is 10-15 minutes. This activity requires 12 players. Depending on the number of players there could be more than one group or one player might have more than one mission.



The goal is to construct a building with lego bricks.

Each player is given a secret "mission" to help accomplishing this goal such as building a certain floor or building it in a certain color or with a certain number of bricks.

One player is given the role of observer.

All instructions are written on small papers and not known by the other players.

Players are not allowed to talk to each other.

Play starts.



After the first 5-8 minutes facilitator stops the game and asks observer to reflect on what is happening.

Facilitator asks who has accomplished the mission and all together analyze one or two missions.

With this new knowledge that everyone has a unique mission in constructing the building, players are given a second chance to play for another 5-10 minutes.

This second phase is to see how players communicate without speaking.

Facilitator stops the game and reflects.

The main message is about constructing a team rather than a building and it is not possible without communication and collaboration.

Alignment Game - instructions

- 1. You are the only person allowed to build the first 3 layers of the structure
- You make sure that the 3rd and 4th layers are only yellow
 You make sure that the 2nd and 6th layers are made up of 8 pieces
- 4. You are the only one allowed to build layers 5 and 6 of the structure
- 5. You make sure that a maximum of 8 pieces are used in layers 3 and 5 6. You make sure that pieces next to each other in the 1st and 6th layers are not the
- same color
- 7. You make sure that you and only 2 others build layers 4 and 8
- You make sure that layers 2 and 5 consist only of red pieces
 You make sure that the construction is completed as fast as possible
- 10. You are the leader of the group

Alignment Game - Tips

- 11. You make sure that maximum 3 people build layer 4
- 12. You are observing and you will tell what is going on and what the problem is

Here are the instrcutions for players.

As can be seen, each player has a unique mission.

If you translate game instructions make sure that they are translated correctly and clear enough.

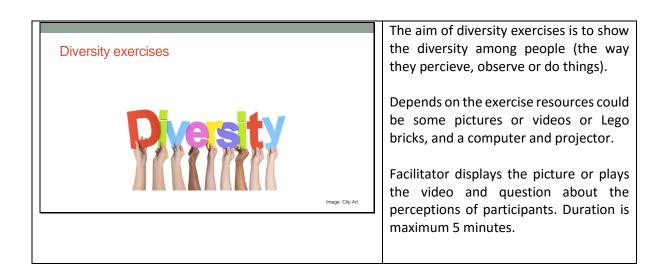
Make sure that players understand well that they cannot speak with each other.

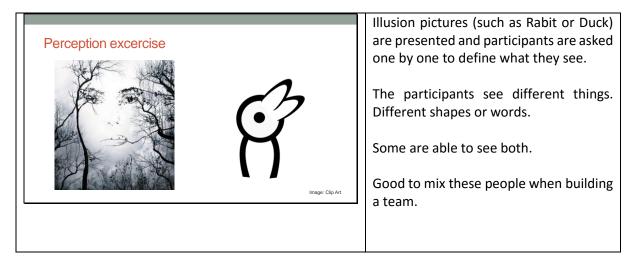
Make sure that they understand that they are not allowed to show their mission to others.

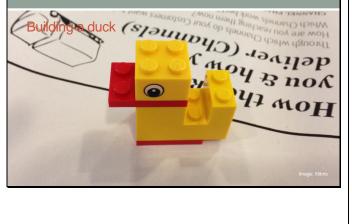
Clearly explain what went wrong after the first run.

Carefully observe players to get more information about their capabilities and team work capacity.

Talk about lessons learned after the second run.







Participants are given exactly the same pieces of Lego brick sets.

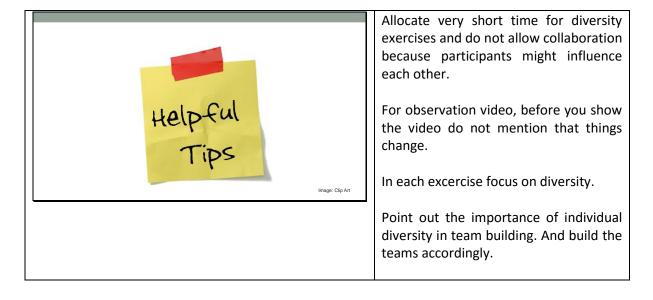
They are asked to create model of a duck by using all pieces.

They are given a short span of time (no more than couple of minutes). They work individually.

All ducks are displayed in the end to observe the differences.

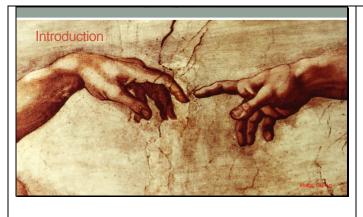
	Participants are shown the «Whodunnit»
Observation skills	video about a murder investigation. While
ODSELVATION SKIIIS	watching the video 21 things change on
	the scenery (such as clothes, objects and
	people). Participants are asked to watch it
	carefully. When it is finished they are
	asked whether they could spot 21
	ferences.
	erally one or two people notice one or
	changes. Participants allowed to
l I	the film again with the knowledge
	that things change. Second time they
	manage to observe more changes but not all. Reflections focus on the lesson learnt:
	It is easy to miss (not notice) something
	you are not looking for. And people might
	notice different things.
	https://www.youtube.com/watch?v=ub
	NF9QNEQLA

Left vs right brain test	Participants are shown a video about the differences between left and right brain people.
	They test themselves and reach a conclusion about themselves.
Left bran	They get a clear idea about how complementary left and right brained people are. Focus is on team building.
	You can test yourself by watching this video:
	https://www.youtube.com/watch?v=feA ikjPqOq8



Lecture 5: Defining & Designing (Lego® Serious Play® Methodology)

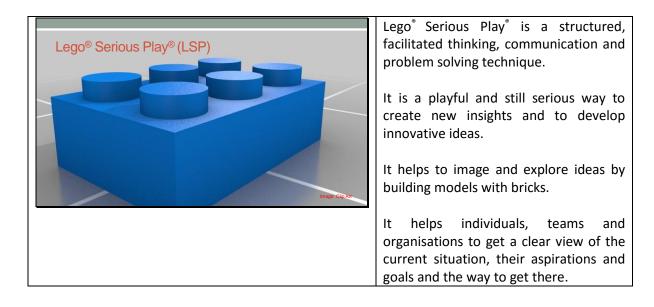
DEFINING & DESIGNING	



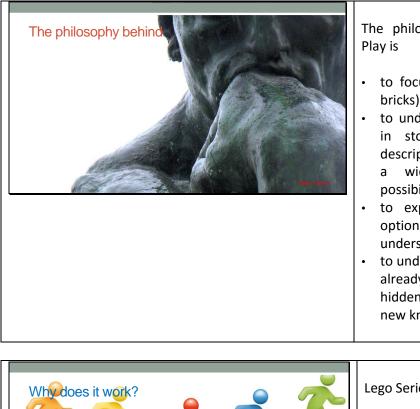
In the service co-creation the first two steps are definition and the design of the service.

Lego[®] Serious Play[®] methodology can be used for both service definition and design.

In this way, participants provide preliminary information about their service idea by creating a model.



	Team building,
	Facilitating and fostering creative
	thinking, Exploring relationships and connections, Building and creating a shared vision,
Image: Clip Art	ANTE DE LE CONTRACTOR DE LA CONTRACTOR D



The philosophy behind Lego Serious Play is

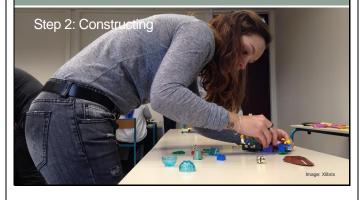
- to focus on the story (not on the bricks). Bricks help creating stories,
- to understand the metaphors used in stories. They provide richer descriptions of the reality, and open a wider perspective to new possibilities,
- to explore possibilities, generate options and develop new understandings together,
- to understand that the knowledge is already in the room. It unlocks hidden knowledge and constructs new knowledge.



- 3D models help to understand better,
- playing with the bricks helps with thinking with hands,
- building with the hands creates strong involvement and commitment,
- while playing participants think creatively without stress,
- the models are constructed in a flow of intense playing without any longterm rational pre-design,
- playing with the model constructs new knowledge through selfreflection,
- models engage communication because participants explain the metaphors of the model.

Principles & rules	 Following principles and rules should be applied: The facilitator sets the challenge and timelines, and guides the process, The model is participant's answer to the challenge, There is no right or wrong answer in building with the bricks, Interaction with and inspiration from others are allowed, Everyone participates (builds and tells), No one can alter the model of someone else. The builder's meaning and story in the model is accepted, The builder owns the model and its story, The model and its story are questioned- not the person, Every story is listened, What the model looks like is not important. The meaning attached to the model is what makes it valuable.
Core steps in application Challenging Constructing Sharing Reflecting	Core steps in application Four steps in application are • Challenging, • Constructing, • Sharing, and • Reflecting.

	Step 1 Challenging	 At the Challenging step The facilitator poses the question, in other words sets a challenge to the group, Participants are asked to build and create stories in response to the question posed. The question should be clear, however be open-ended, This challenge depends entirely on the issues and topics the workshop shall address, There is no standardised question set in Lego Serious Play, Questions posed at this stage determine the content of the following steps.
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During the construction step

- Participants image and build their 3-D models in response to the question that has been posed,
- Participants work with the special set of bricks designed to inspire the use of metaphors and story making,
- They make sense of their model in response to the challenge given.



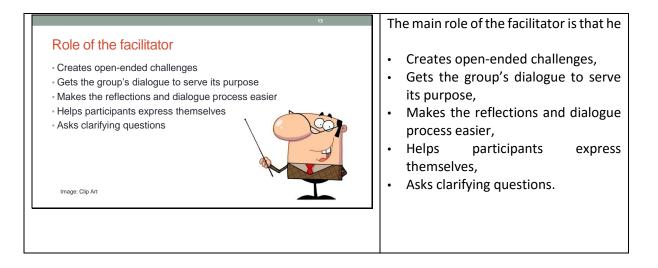
Each participant shares his/her model's meaning and story with the rest of the team, They explain their thoughts, associations, emotions and feelings coming to their mind when constructing the model,

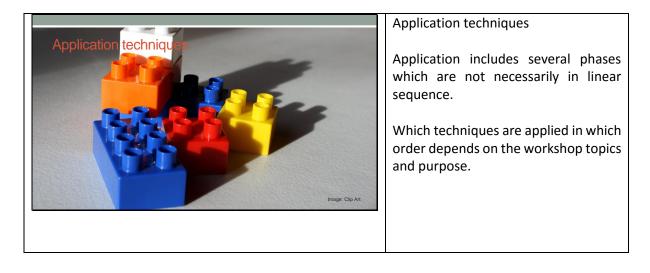
All participants understand the thinking and rational behind every model, Storytelling is a memorable method of communicating what has happened or what is currently happening, Storytelling with LEGO models makes a situation come alive before it occurs in real life and allows to test what might happen if a certain decision is made.

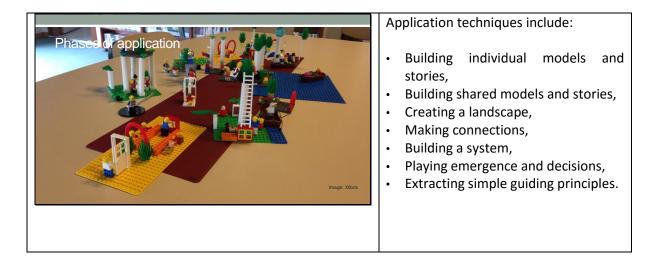


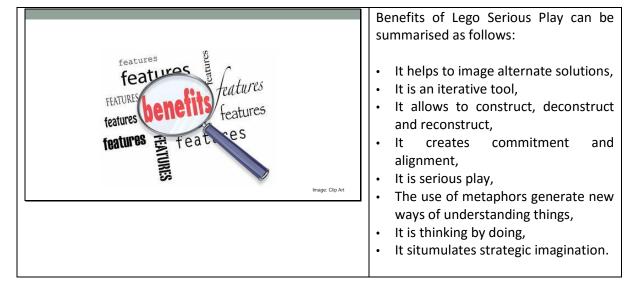
Reflecting follows sharing as a final step. At this step

- The facilitator and participants crystallize key insights, and ask clarification questions of the models,
- The builder provides the information wanted,
- The facilitator sums up connections.









References Kristiansen, P. & Rasmusses, R. (2014). Building a Better Business Using the Lego Serious Play Method . Wiley. 	For more information about Lego Serious Play, you can refer to these sources.
 The Science of Lego Serious Play. (2002). Lego. Retrieved from http://www.strategicplay.ca/upload/documents/the-science-of-lego-serious- play.pdf 	

Lecture 6: Defining & Designing (Lego® Serious Play® Methodology) - Xlibris Approach

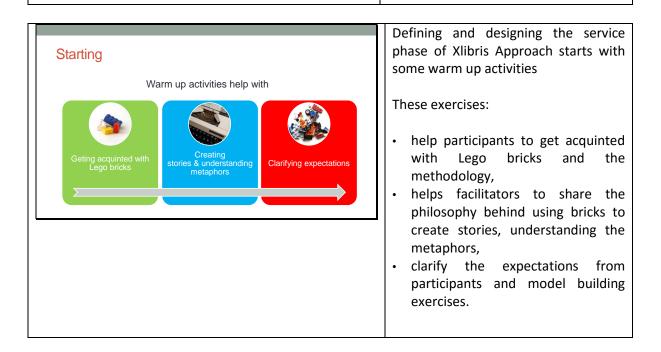


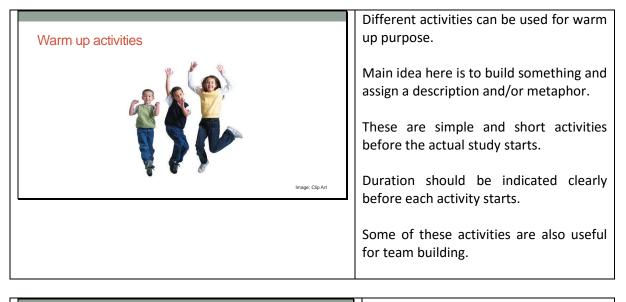


The first steps in the service co-creation is the definition and design of the new service.

Lego Serious Play methodology is used to help with service definition and design.

Participants are encouraged to provide preliminary information about their service idea by creating a model by lego bricks.



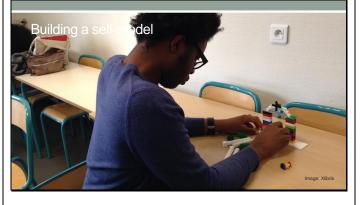


5
Warm up activities - examples
Building a duck
Building a tower
 Building a model of yourself
 Building a model of your choice

Building a duck	Building a duck activity
Building a duck	 Participants are given exactly the same pieces of brick sets (7 pieces), They are asked to build a duck by using all pieces, They are given a short span of time (no more than 2-3 minutes), They work individually, They are asked to explain how it is a duck, Ducks are displayed to show the differences, This is a good exercise to use in team building to display differences in individual perspectives.



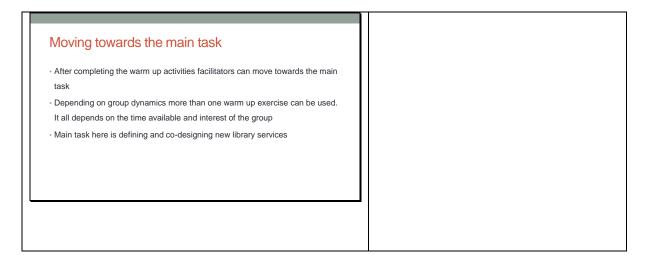
- Can be done either individually or in teams,
- Participants are asked to build the highest tower they can in five minutes,
- They are asked to explain their towers,
- Pointing out differences among the towers and explaning that there is no right or wrong way of building it helps encouraging creativity.



- Participants are asked to build a model of themselves in five minutes,
- Each participant talks about his/her model,
- When they talk about the model they provide valuable information about themselves which is not mentioned in a traditional way of introduction,
- The facilitator asks questions to better understand the meanings of different parts of the models,
- This is a good exercise to use in team building.



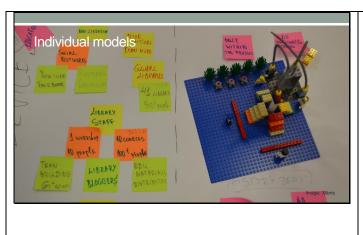
- Participants are asked to build a model of their choice without any specification,
- After the models are constructed participant are asked to pick a card among pre-prepared cards each has an arbitrarily choosen single word written on it such as book, kettle, apple, cinema,
- Participants are expected to make a connection between the word and their model and explain how their model could be connected to the word written on the card they have picked,
- This exercise helps developing the utilization of methaptors skill.





Defining, designing and co-designing library services

- Here one relatively more general and one more specific activity are suggested,
- First activity is about building a model of a library. Which allows participants to build and talk about the library concept in their mind,
- Second activity is about building a model of a library service they desire but does not exist today,
- It is always possible to be more specific at the second level.
 Facilitators can focus on a specific type of service.



Defining and designing services by individual models Core steps in Lego Serious Play methodology are applied in defining and designing the library service through individual models:

- The Challenge: Facilitator poses the question about the service,
- Building a model individually: Each participant builds his/her individual model by using his/her metaphors,
- Telling the story: Participants explain the meaning of their model and its components,
- Reflections: Facilitator asks questions to better understand the meanings of different parts of the model and makes reflections.



Co-designing services through shared models

For creating shared models participants work in teams:

- Similar ideas (services) are choosen by the facilitator and teams are composed based on the service idea in their individual model,
- Participants are asked to bring their models together and make a shared model by taking one (preferably the most important) aspect from each model,
- Everybody should agree on all the parts of the shared model,
- Everybody on the team explains the shared model,
- Facilitator asks questions to better understand the meanings of different parts of the model and makes reflections.

Image: Clip Art	 Tips for using Lego Serious Play for service co-design: Always start with warm up activities, Prepare open ended challenges (questions) very carefully in advance, Always let participants to work individually first and in teams later on, Apply team building principles to construct better teams, Get the group's dialogue to serve its purpose, Make the reflections and dialogue process easy, Help participants express themselves, Ask clarifying questions.
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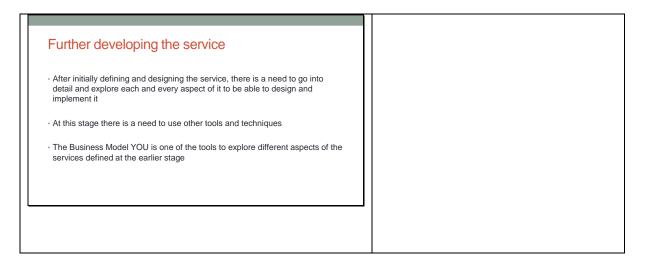


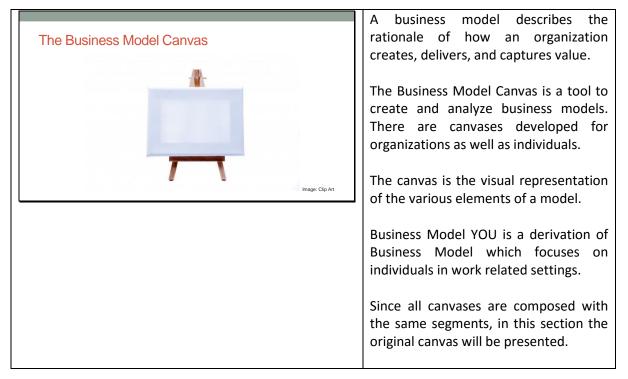
 If you like to work with library users, choose the ones who are familiar with the existing services and facilities. Otherwise they might end up describing what you already have,

- Avoid using professional jargon when working with users. They might not be familiar with it,
- Work with users with different profiles,
- Work with librarians from different services and if possible from different libraries,
- Work with users first and librarians later on the ideas introduces by users.

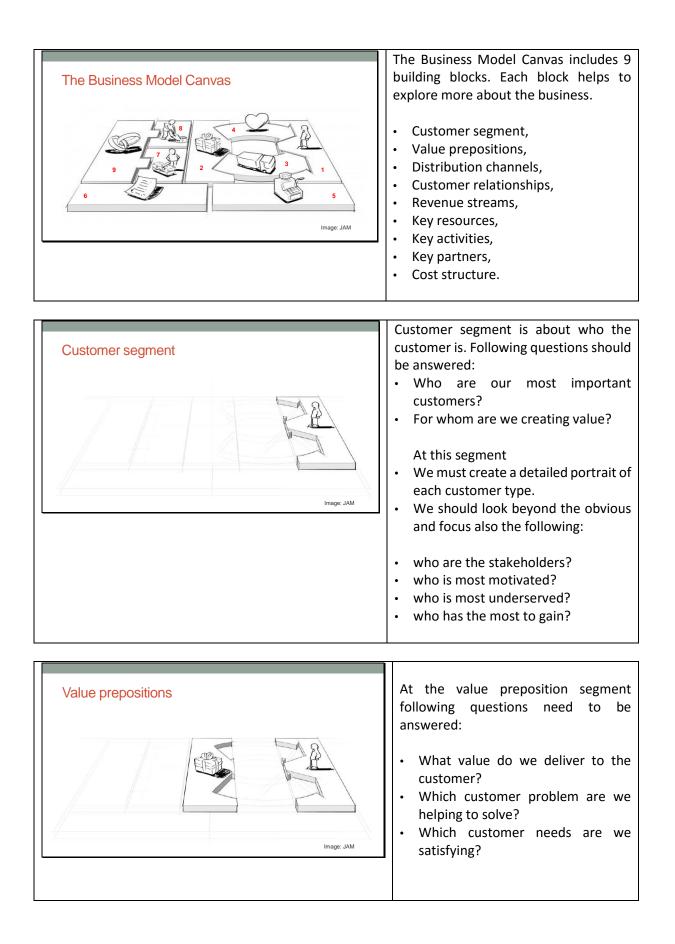
Lecture 7: Exploring the Details (Business Model YOU Canvas®)

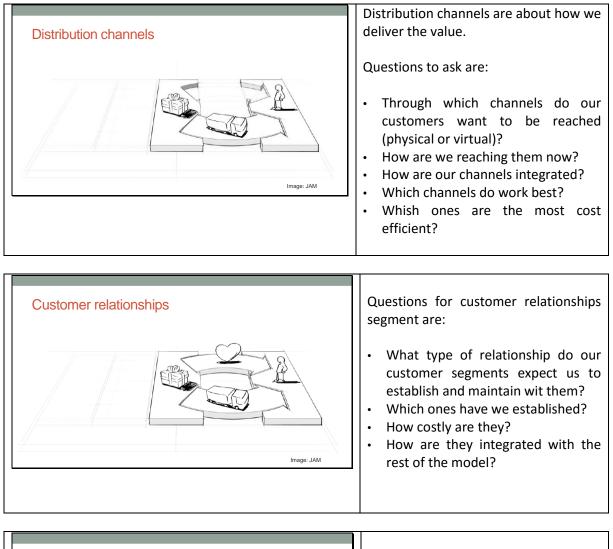
EXPLORING THE DETAILS	

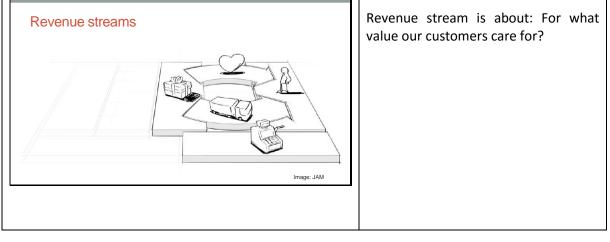


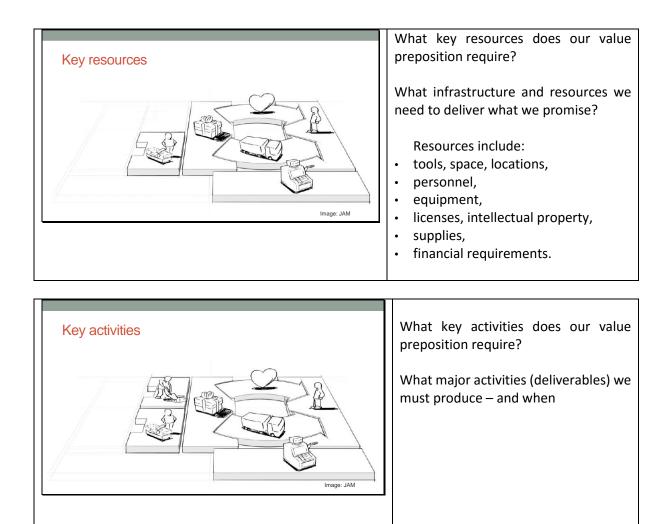


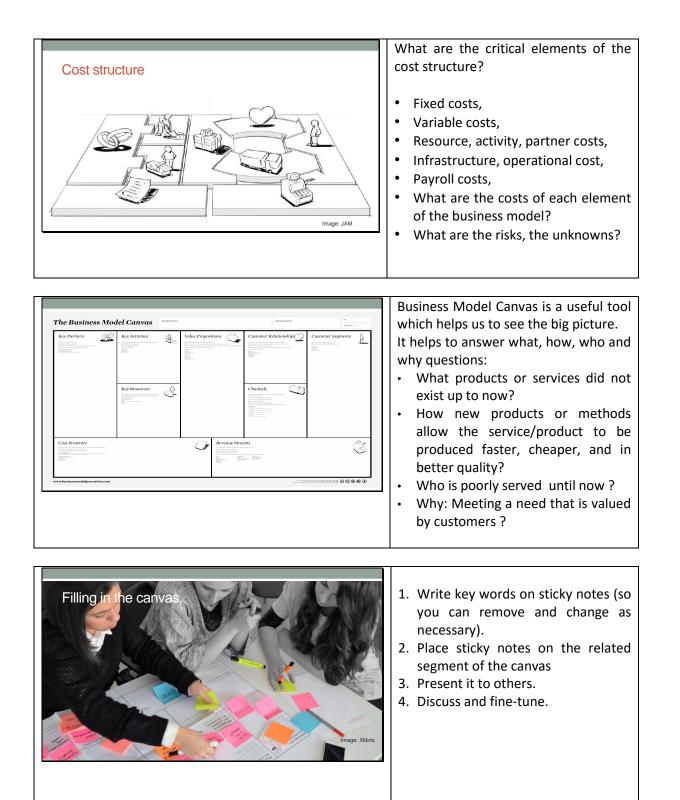
Senefits
It helps to
see the relationships among the parts of the model identify assumptions and risks find ways to add value brainstorm strategies





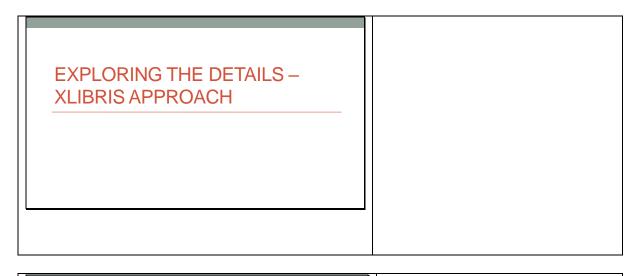






References Clark, T., Osterwalder, A. & Yves Pigneur, Y. (2012). Business Model You: A 	For more information about Business Model Canvas you can refer to these
 One-Page Method for Reinventing Your Career. Wiley. Osterwalder, A. & Pigneur, Y. (2010). Business Model Generation: A Handbook for Visionaries, Game Changers, and Challengers. Wiley. 	sources.

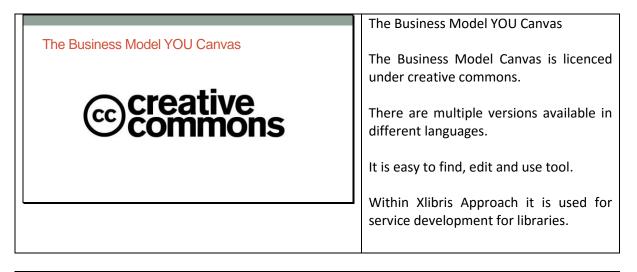
Lecture 8: Exploring the Details (Business Model YOU Canvas®) - Xlibris Approach

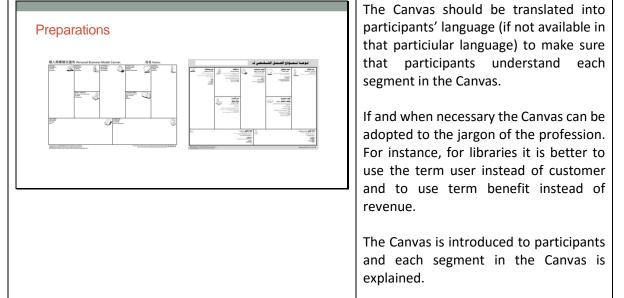




Following the initial definition and design of the service through creating a collective model with bricks, participants are encouraged to explore all possible aspects of the model.

At this stage the Business Model YOU Canvas is used.



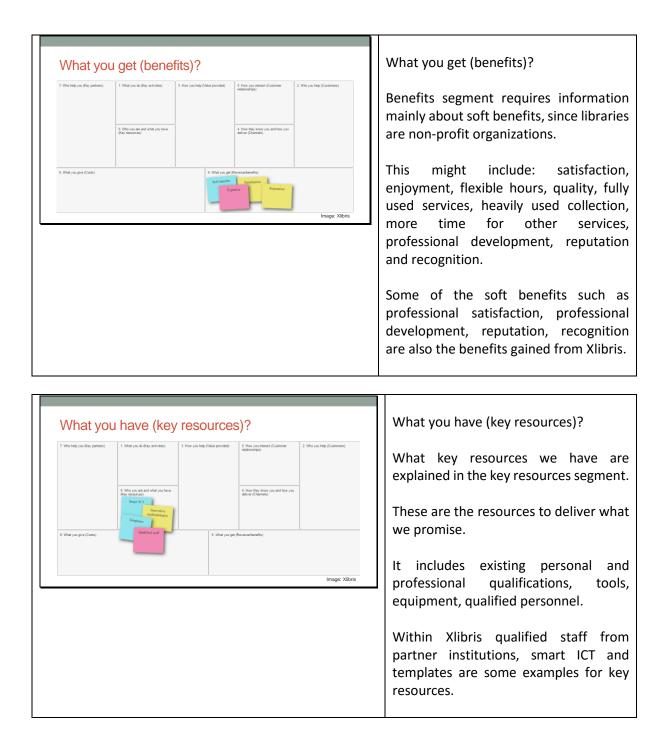


Business	Model YOU	J Canvas			Business Model YOU Canvas is a derivate work from Business Model Canvas and includes the same 9 building blocks.
7. When help you (day partnerss)	What you do (Key acturies) S. What you are and what you have (Key resources)	3. How you help (Value provided)	 How you interact (Dustance middombips) A How they know you and how you deliver (Channels) 	2. We you help (Contorrent)	Each block helps participants to further explore a different aspect of the proposed service.
8. What you give (Contt)		6. What you get (Remuchendia)	Inage: Xibris	Here, to provide a concrete examples, the segments in the canvas will be filled for Xlibris Project.

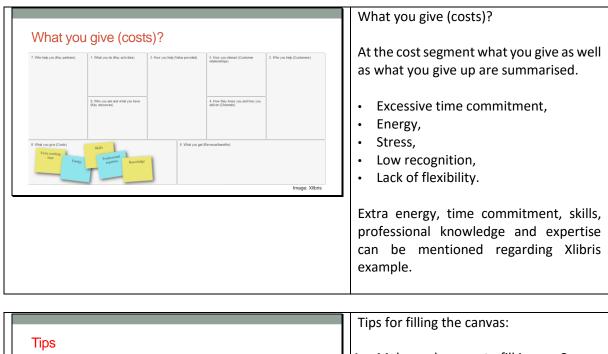
Who you help (customers/users)?
At the customers segment following questions are answered:
Who is the target user group?
For whom you are creating this service in other words, for whom you create the value?
Who is your most important user group? Does this service target the most important user group?
 Within Xlibris example, main target groups are: library users, librarians from all types of libraries (such as public, shool, academic libraries),

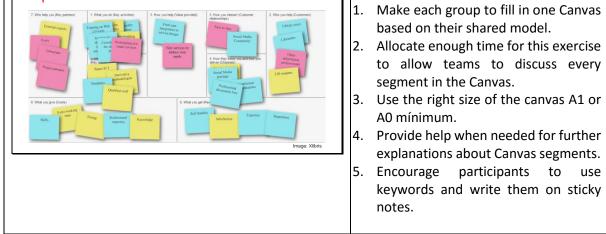
How you help (valu	e provided)?	How you help (value provided)?
7. Who help you (Key patients) 1. What you do (Key activities) 8. Who you are and shall you have (Key resource)	3 New you help (Value provide) State and and service design Mage service design Alges services 4 New you and how you and how you alges services 4 New you and how you alges services 4 New you and how you alges services 4 New You help (Cachardens) 4 New	At the «value provided» segment describe specific benefits users will get from this service.
8. What you give (Costs)	6 What you get (Revenuebendits)	Try to answer following questions:
	Image: Xibris	 Which needs this service will satify? Does it increase convenience or usability Does it improve service quality and performance? Does it increase user satisfaction? Within Xlibris example integrating final users in service design and creating services which address their needs and desires are the values provided.

1. Wurdprück wirder und wirder in die	 How they know you, how you deliver (channels)? At the channels segment, questions to answer are: Through which channels do your users want to be reached? Which channels work best with the target user group? Which channels will be used to provide user awareness? How new/potential users will find out about this service? Which delivery channels are the most desirable for users? Within Xlibris example channels are mainly website postings, newsletters, social media postings (especially FaceBook and Twitter), several workshops organized at international conferences as well as postings to professional discussion lists.
7. Who help you (ploy pathear) 1. What you do (ploy pathear) 3. You you help (clothear provide) 5. Henry you field provide) 2. Who you help (clothear excit) 1. Who you you go and what you help 3. You you help (clothear excit) 3. You you help (clothear excit) 2. Who you help (clothear excit) 1. You you go and what you help 3. You you help (clothear excit) 3. You you help (clothear excit) 3. You you help (clothear excit) 1. You you you go and what you help 3. You you help (clothear excit) 3. You you help (clothear excit) 3. You you help (clothear excit)	How you interact (customer relationship)? How users will be interacted and communicated are explained at the customer relationship segment.
B. What you give (Costs) E. What you give (Re-smatcheredita) Image: Xibris Image: Xibris	How the service will be delivered?Face to faceRemote access
	Within Xlibris face to face interaction was heavily used. Some project outcomes will be delivered remotely through e-platforms.



State you go (key activities): ("winy you for you non") ("winy you non") ("winy you for you non") ("winy you for you non") ("winy you for you non") ("winy you for you non") ("winy you for you	 What you do (key activities)? What key activities we will perform to provide the service are listed here at the key activities segment. All major activities should be mentioned: User profile definition, Research on smart services, Training on Web 2.0 tools, Team building, Service co-design with innovative methodologies, Crowdsourcing for obtaining inputs, Prototyping new smart services are examples from Xlibris.
<section-header><section-header><section-header><section-header><section-header><section-header><section-header><section-header><section-header><section-header></section-header></section-header></section-header></section-header></section-header></section-header></section-header></section-header></section-header></section-header>	 Who helps you (key partners)? Who will help to provide this service are listed at the key partners segment. It could be Suppliers, Academic staff, Other libraries and information centers, Vendors, Professional Associations. How (in what way) does each partner will help to provide it? Within Xlibris key parners are project partners, library users, librarians, external experts.







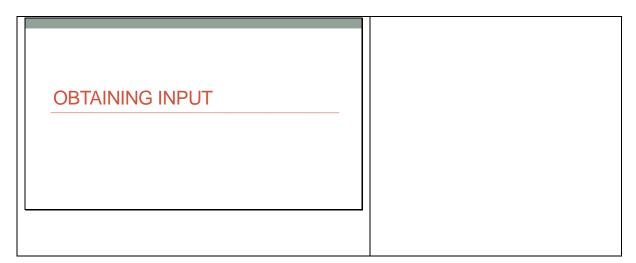
6. Encourage participants to write with big letters so that it can be read from a distance

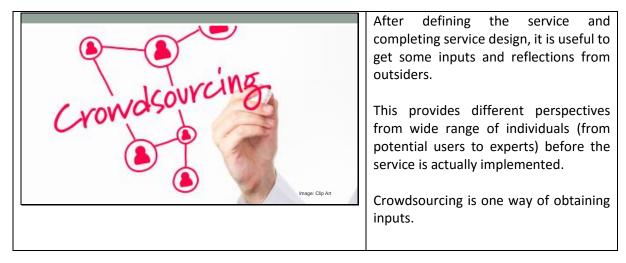
to

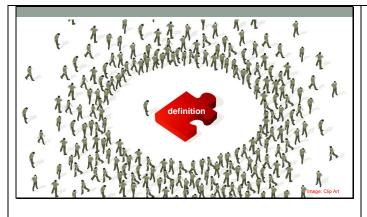
use

- 7. Allow 4-5 minutes for presentations
- 8. Listen carefully and make reflections
- 9. When necessary add, remove and relocate sticky notes, however make sure that these changes are agreed and understood by the team members

Lecture 9: Obtaining Input (Crowdsourcing)





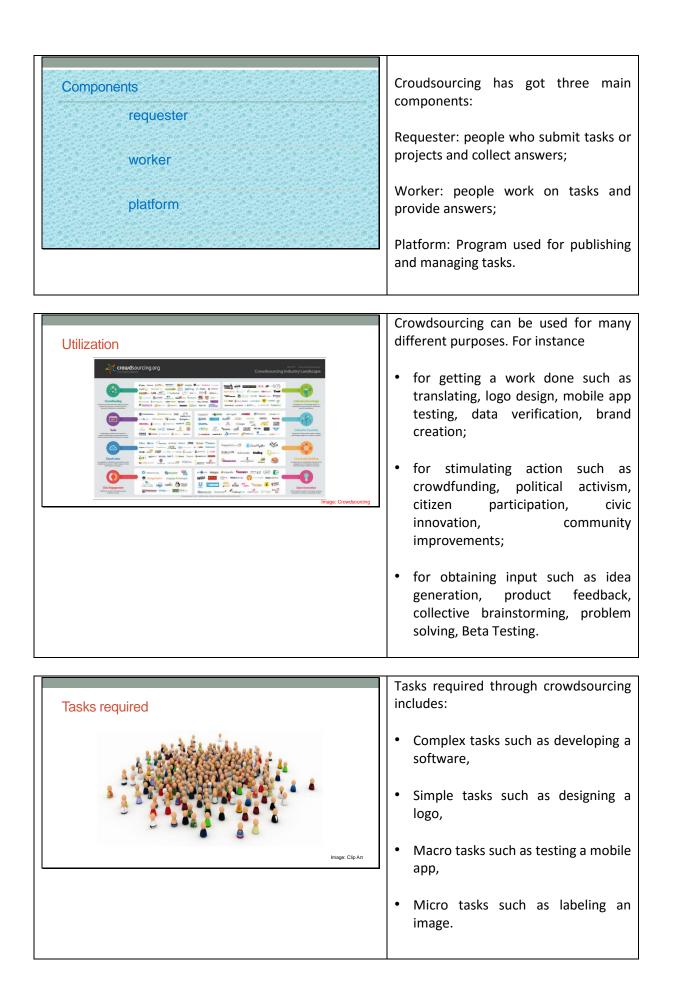


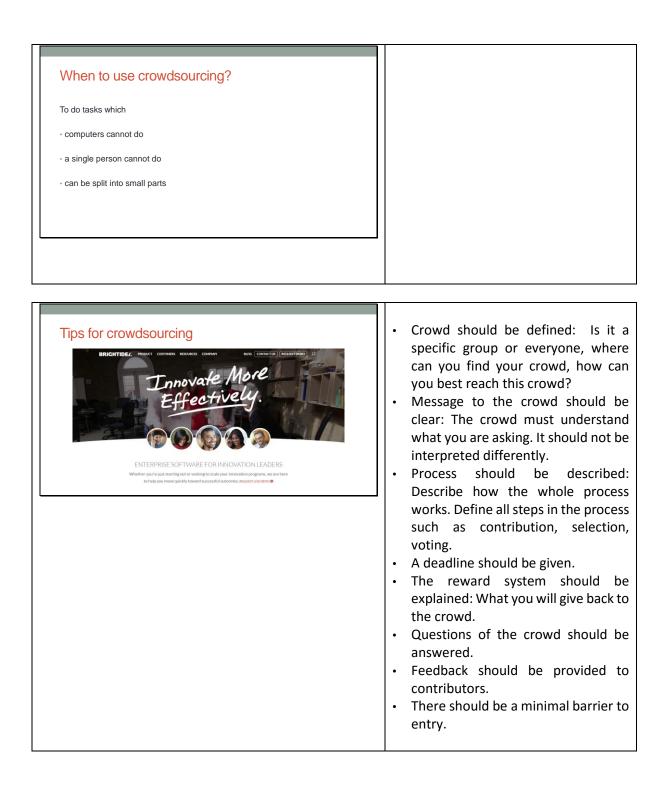
According to Jeff Howe, it is the act of taking a job traditionally performed by a designated agent (usually an employee) and outsourcing it to an undefined, generally large group of people in the form of an open call.

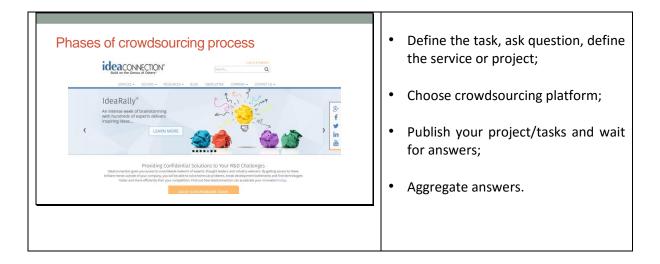
Coordinating a large group of people on the web to do small contributions that solves problems which cannot be solved by a software or one individual.

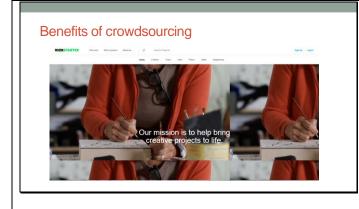
Obtaining information or input into a particular task or project by enlisting the services of a number of people, either paid or unpaid, typically via the Internet.

Collaborating with the people who used to be the silent audience to make something better than you could make alone.







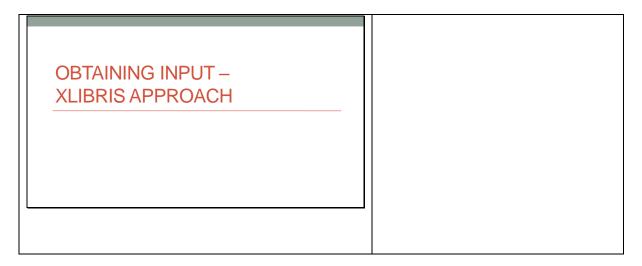


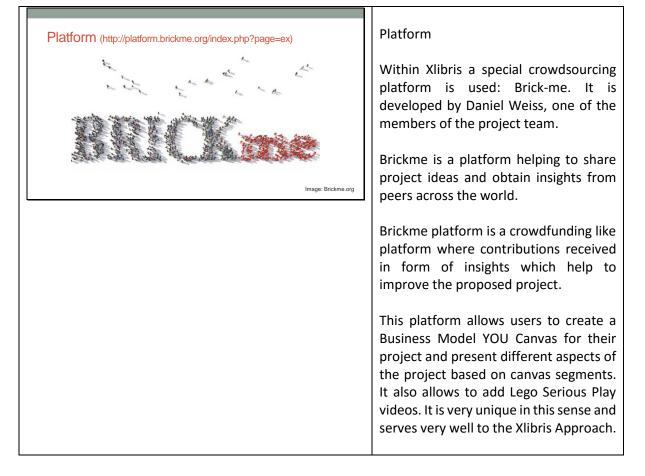
When crowdsourcing used properly, it

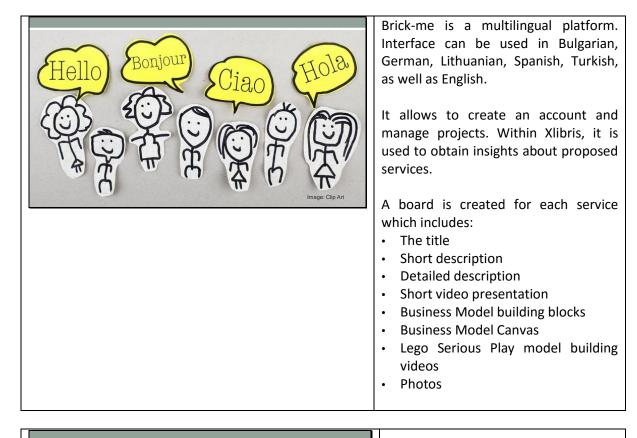
- generates new ideas,
- cuts development costs,
- creates a direct and emotional bond with customers.

References • Howe, J. (2009). Crowdsourcing: Why the Power of the Crowd Is Driving the Future of Business. Crown Business. • Grier, D. A. (2013). Crowdsourcing For Dummies. Wiley.	For more information about crowdsourcing you can refer to these sources.

Lecture 10: Obtaining Input (Crowdsourcing) - Xlibris Approach









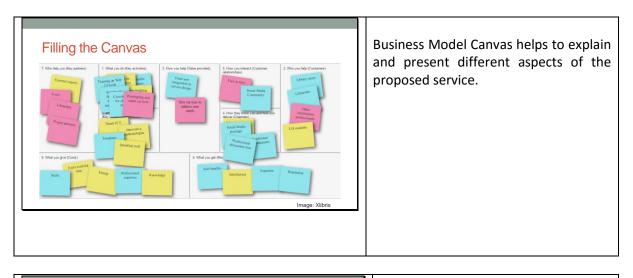
Platform allows to determine a deadline for each «service project».

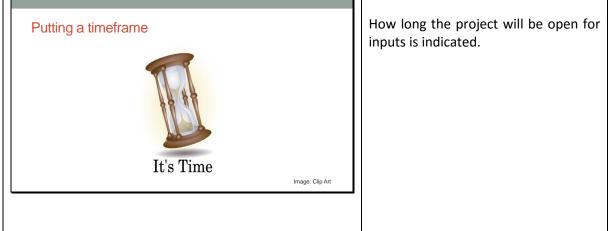
It allows contributors to give feedback and provide inputs about the project by choosing predefined categories along with personal inputs.

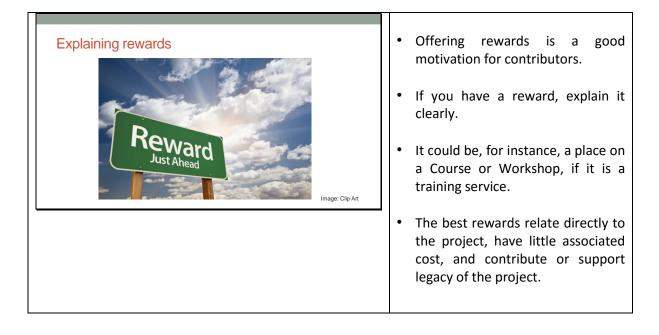
Platform allows account holder to track and agregate the inputs.

1. Opening an account		
2. Treating each service as a project		
 Giving the service project a title 		
 Summarising the service project 		
5. Preparing a video		
6. Filling the Canvas		
7. Determining a time frame		
8. Explaning the rewards		
9. Finding the crowd		
10. Communicating with the crowd		
11. Managing the process		







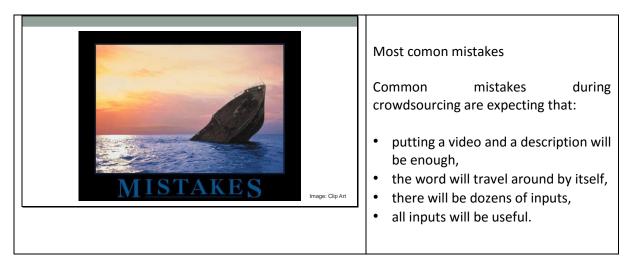


Finding the crowd	 Answering following questions helps to target the right crowd: Who is going to be interested? Who is going to be willing to provide input? Who has something to gain directly from this service? Who has expertise to provide valuable insights and most likely contribute?
<image/>	 Make a good list of interested parties/potential stakeholders Ask influencers to spread the word Use social media, especially Facebook and Twitter. Get support from friends and colleagues Draft an email with a link and ask people to forward it
	After publishing the «service project»



After publishing the «service project» on the platform and reaching the crowd, it is important following up, answering questions and being involved in communication.

Insights are agregated at this stage to further evaluate and use for improvements in the service design.



Lecture 11: Fine-Tuning (Xlibris Matrix) & Finalizing

FINE TUNING & FINALIZING

Fine-tuning	service	co-design
T Inc-turning	301 1100	co-design

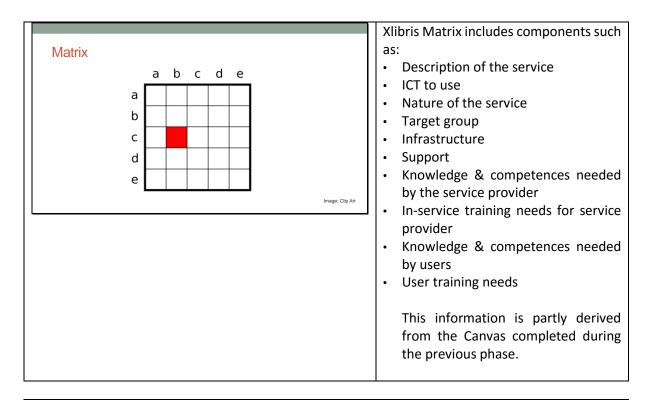
- $\ensuremath{\cdot}$ Based on the inputs aggregated from peers and users, the proposed service is fine-tuned
- The best approach is prototyping the service before the actual implementation
- · This practice helps to find out about training needs
- Within Xlibris Approach a matrix is developed for further fine-tuning as well as determining infrastructural needs and training needs

Based on the inputs aggregated from peers and users, the proposed service is fine-tuned.

The best approach is prototyping the service before the actual implementation.

This practice helps to find out about training needs.

Within Xlibris Approach a matrix is developed for further fine-tuning as well as determining infrastructural needs and training needs.



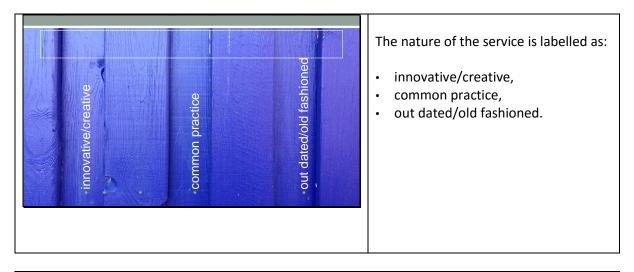


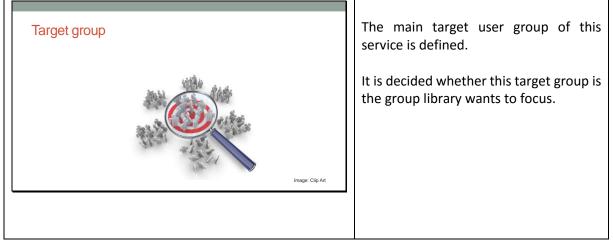
A short description of the service is provided from the earlier stages.

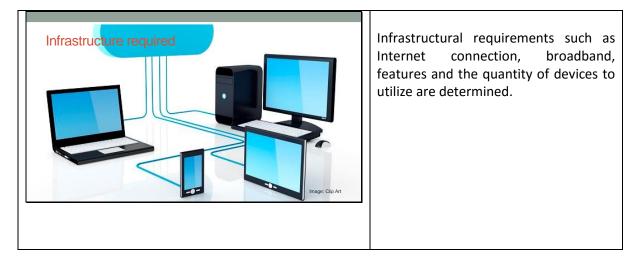
Information and Communication Teknolojies to be used

ICT to be used to deliver the service such as applications/channels to use like Pinterest, Instagram, Twitter, Vimeo and/or devices to use such as tablets, mobile devices are listed.

Image: Clip Art









Support needed (if any) from other professionals such as graphical designer, innovation designer, programmer, teacher, app developer, certified Lego Serios Play expert, are determined.



Profile, knowledge and competences required by the librarians of the library which will deliver this service are described.

Knowledge and competences required by users to be able to use this service are defined.



In-service training need for librarians are determined based on the comparison between knowledge and skills required to create the service and the actual case.

Training needs for users are determined based on the comparison between knowledge and skills required to use the designed service and their actual competencies.

Conclusion

- Infrastructure and support are provided when necessary
- Librarians are trained
- · Service is developed and implemented
- Service is promoted
- User training is provided

