Learner2Earner programming gets students doing **EXCITING AND ENGAGING WORK** in the classroom and workplace

Learner2Earner

Learner2Earner is a new, modern career education program for students. It differs from traditional career planning in three crucial ways:

First, **Learner2Earner** modernizes career guidance by teaching young people systems, systems thinking, and entrepreneurial competencies in order to connect them to a workplace.

Then, **Learner2Earner** flips the career planning approach. Instead of asking students to define themselves, Learner2Earner starts by defining work.

And finally, **Leaner2Earner** disrupts the career planning approach. Instead of using traditional career planning's "select and wait" method, Learner2Earner shows students how to test and do—from Day One. It teaches students to spot and test opportunities, then put their ideas about work and life into action—now rather than later.

The Learner2Earner
Method and Tool

Learner2Earner uses a simple method and tool.

Here's how: The programming teaches a visual, model-based method for understanding any employer and any workplace. Once this modeling method is understood, learners can readily "see" what a particular occupational workplace is like—and get a strong sense of the actual worker/workplace experience—as opposed to imagining work or occupations based on stereotypes or external cues. What's more, using this tool naturally imparts to learners an understanding of workplaces as systems in which people serve in interdependent roles: in short, how employers operate and what people actually do at work.

The tool that facilitates this understanding is called the **Earning Model Canvas**, a variation of the Business Model Canvas developed and refined over more than two decades by Professor Yves Pigneur of the University of Lausanne and his colleague Dr. Alexander Osterwalder.

The **Canvas** is a robust tool that has undergone extensive construct validation and empirical testing and has been used by tens of thousands of government agencies, non-profit organizations, social enterprises, and corporations worldwide. Until now, its use in education has been largely limited to graduate business schools. Once learners master use of the **Earning Model Canvas**, they are ready to explore different organizations and different work roles (one of Learner2Earner's defining philosophies is that students should understand how workplaces operate before they undergo personality, aptitude, or interest testing).

Learners will explore different types of work by modeling occupations and their respective workplaces, and then test their earning models outside the classroom. This can lead to a culminating activity or decision about the work-related steps to be taken following graduation or the end of a school year.

For more information, please email us at: Info@Learner2Earner.org

Learner2Earner

Workplace method and tool adapted for use in career education.

Earning Model

Get Started
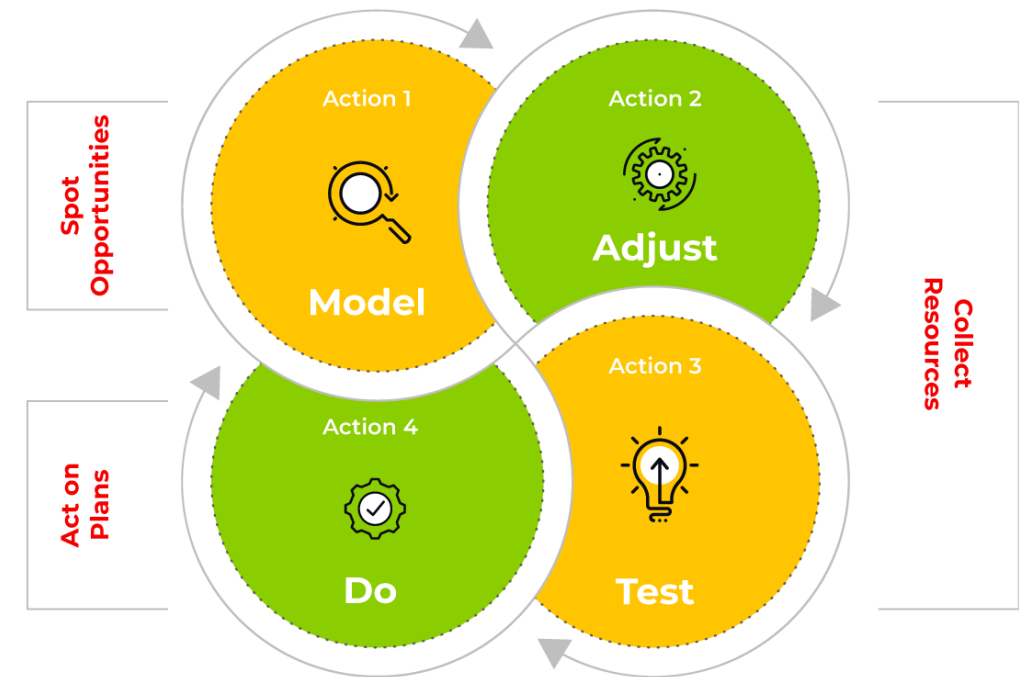## with the Earning Model

About

Our Programming

Our programming has been developed for middle school, high school, and post-secondary students. When students complete our programming, they will be able to spot opportunities and gather and utilize the resources they need to put their big break into action.

The core of our content is **9 Learner2Earner competencies** that are built or adapted from systems theory and entrepreneurial and change-management frameworks. These competencies are used to teach students how to go from career and self-exploration into action.

What are the **Learner2Earner competencies**? They are methods, tools, understandings, and actions that are used to help someone transition from one life and work stage to the next through an iterative cycle.
Scroll down for a more detailed look at what these competencies are.
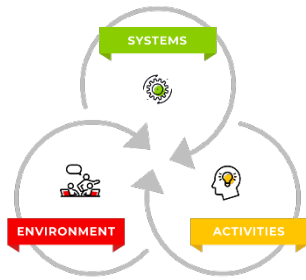
The operating system that makes our content actionable for students in a visual and iterative way is the **Learner2Earner Methodology** and a systems thinking tool called the **Earning Model** (also sometimes called a Work Model or Personal Business Model). This method and tool are used in the workplace by thousands of professionals and is now available in schools and youth organizations too.

For more information, please email us at: Info@Learner2Earner.org

Learner2Earner
— Earning Model Into Action Method

Spot Opportunities

Collect Resources

Act on Plans

Action 1 — **Model**

Action 2 — **Adjust**

Action 3 — **Test**

Action 4 — **Do**

Learner2Earner

Competency-Based Career Education

Learner2Earner First Principles develop bold goals, keep career exploration focused, and are used as a personal assessment of what matters most to oneself in both work and life.
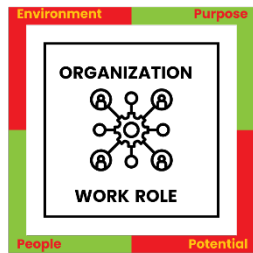

The **Learner2Earner Entrepreneurial Search** develops the skills to spot opportunities and gather key resources, which are then utilized to create an actionable Earning Model.

The **Learner2Earner Definition of Work** develops an understanding of value and then shifts exploration from job titles to value-providing actions. This supports an understanding of what key resources are needed to provide value in a role or an organization.
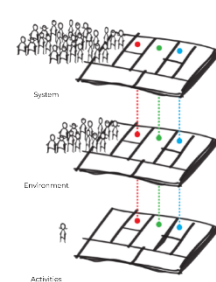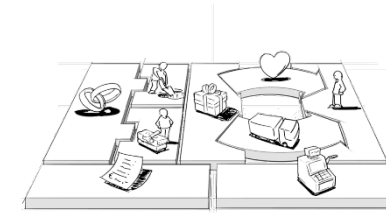

Learner2Earner Systems and Systems Thinking develop an understanding of how work actually works through understanding the interdependent connections that exist within the workplace and throughout life.

The **Learner2Earner Layers of Work** develop an understanding of workplace fit through the layers that create an organization. These layers allow a view of the connections within the oftentimes hidden parts of an organization and a work role.
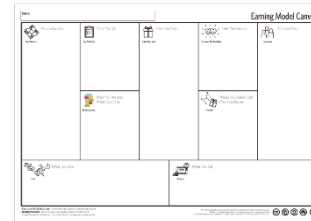

The **Learner2Earner Business Model** develops an understanding of an organization's purpose through providing value to its customers.

The **Learner2Earner Activities into Value** develop an understanding of how a job role works within an organizational system, which allows one to distinguish the key resources needed to work within a role.
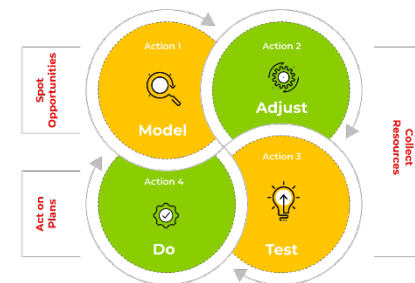

The **Learning2Earner Earning Model** develops an understanding of how a work role works and helps develop one's bold goal that connects with life.

The **Learner2Earner Methodology** develops transferable skills through applied career innovation competencies by testing an Earning Model. Once a developed Earning Model is fully tested, it can be put into action right away.

Get Started Today!

For more information, please email us at: Info@Learner2Earner.org

www.Learner2Earner.org

Visit Learner2Earner.org

and choose the program that's right

for you and your students.

TRAINING & CERTIFICATION

Learner2Earner Facilitator Training: Learn to deliver the Learner2Earner program. Facilitators can receive training to deliver a single workshop, or they can become certified to teach all Learner2Earner programming by becoming a Business Model You® Certified Practitioner©.

SCHOOL PROGRAMMING

Learner2Earner Year: Full school year of career development programming that includes actionable activities. We work with educational institutions and other organizations to support students as they transition from school to work.

WORKSHOPS

Learner2Earner Workshops: Delivered live or virtually by trained Learner2Earner facilitators. Each workshop focuses on one of the nine Learner2Earner competencies.

CAREER DAY

Learner2Earner Day: 3 hours; replaces your traditional career day, hosted by a school or sponsoring organization, and delivered by a trained Learner2Earner facilitator. Learner2Earner Day teaches students to use models to explore both organizations and work roles, getting students curious about work and interacting with workplace professionals.

Learner2Earner

Info@Learner2Earner.org