

IE 101 | Innovation and Entrepreneurship 101

Author: Ikhtlaq Sidhu

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Game-based Exercises: Diagnose

Choose one option, or assign two across consecutive class meetings. Each exercise should connect back to the team's current project evidence.

Rejection Therapy

Why play: Students practice seeking real feedback instead of protecting a fragile story.

Set-up: Each student chooses a small, ethical request related to the project.

Play the Game: Ask someone likely to say no. Record what happened and what was learned.

Reflection Questions: What did rejection clarify? Did the request fail because of the idea, the ask, the audience, or the timing?

Videotape the Ask

Why play: Students make their pitch behavior visible.

Set-up: Use a phone camera and a one-minute request.

Play the Game: Record one rejection, one acceptance, or the largest reasonable ask that receives acceptance.

Reflection Questions: What changed when the ask was specific? Where did confidence, clarity, or listening affect the outcome?

WEEKLY EVIDENCE CHECK: Before moving on, the team should be able to answer four questions: What is clearer now? What has been proven? What has been built or tested? What evidence changed the plan?