

IE 101 | Innovation and Entrepreneurship 101

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Game-based Exercises: Integrate

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

Trading Game

Why play: Students close the course by noticing how story, trust, value, and action interact.

Set-up: Give each team a small object and a short time window.

Play the Game: Trade for more value while recording the story used in each exchange.

Reflection Questions: Which trades created real value? How did the final story differ from the first ask?

Videotape the Ask

Why play: Students practice making a credible next-step ask after the final demo.

Set-up: Each team prepares a one-minute request for a sponsor, customer, investor, or partner.

Play the Game: Record the ask and one response. Revise and record a second version.

Reflection Questions: What changed between versions? Was the ask specific, believable, and connected to evidence?