

# Teaching Success Through Failure

---

The Future of Education, 2018 Conference, Florence, Italy

# Co-authors

---

- Dr. David Rosner, Metropolitan College of New York, USA
- Dr. Tilokie Depoo, Metropolitan College of New York, USA
- Ms. Davinder Kaur, SUNY Stonybrook, USA

# Overview

---

- Introduction to Success and Failure
- Constructive Action (CA) & Purpose Centered Education (PCE) Model
- Teaching the CA
- Relevant Components of Problem-Solving
- Student Feedback
- Discussion
- Questions

# Success & Failure

---

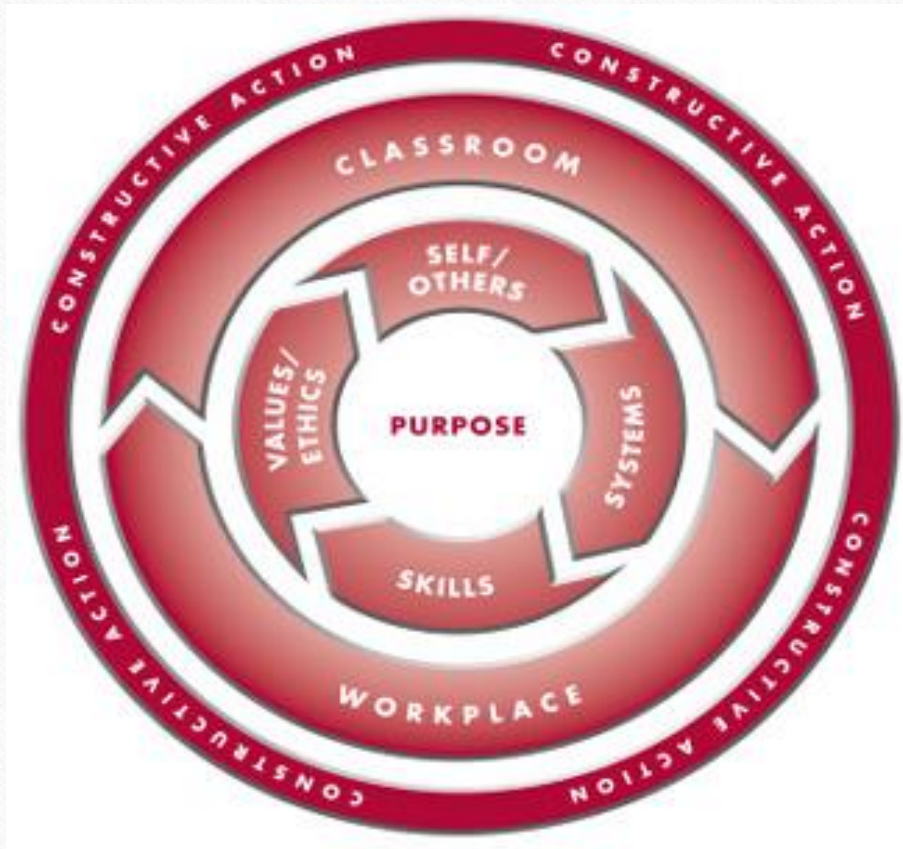
- Success:
  - Complicated philosophical question
  - Basic life goal for many
  - Involves learning from failure
- Failure:
  - Fear of failure
  - Embarrassed of failing
  - May look ineffectual, weak or stupid (esp. in business)

# Purpose Centered Education (PCE)

---

- Pedagogical model, which informs the development of curricula & delivery of courses
- Integrated coursework around a common theme or purpose
- Integration of Theory and Practice: Application of Classroom Learning to Work context

# Source of Learning



- Achievement
  - Social & professional value
- Integration of classroom learning & professional settings
- Comprehensive assessment of student learning

# Components Relevant to Problem-Solving

---

- Problem Analysis
- Plan of Action
- Critical Logs

# Problem Analysis

---

- Definition of problem to be solved
  - Or situation to be improved
- Boundaries of the problem
  - Critical thinking exercise



# Plan of Action

---

- Brainstorm alternative situations
- How to solve the problem?
- What should I try first?
- What is Plan A?
- If Plan A fails, what should be Plan B?

# Critical Logs

---

- Did the plan succeed?
- Why or why not?
- What happened?
- What did not happen?
- What have I learned?
- What should be the next step?

# Examples of Student Projects & Discussion

---

- A student's proposed marketing strategy did not work because the student blindly used the latest trendy social media application even though he was marketing to an older and therefore inappropriate demographic. He learned from this failure not to just follow the latest trends but rather to study and know your demographic and to market to this demographic accordingly .

# Examples of Student Projects & Discussion

---

- A strategy for solving existing workplace inefficiencies was met with peer indifference because the other employees feared altering the status quo and losing their own jobs. The student therefore learned that people are often fearful of change, and often act out of caution and self-interest in an increasingly competitive economy.
- A new idea for diffusing destructive workplace tensions simply backfired because of deeply entrenched employee personality conflicts. The student learned lessons about dealing with difficult people at work, a situation that always arises in one form or another, a basic part of life.

# Examples of Student Projects & Discussion

---

- A student conducting interviews repeated had doors slammed shut in her face because people said they were too busy to deal with her or maybe they even viewed her as future competition. The student thus learned about how difficult it can be to do business in the hyper-competitive and often harsh capitalist jungle that is New York City. Business-people in this environment therefore have to develop thicker skins in order to effectively compete.

# Learning from Failure - Reflections

---

- The role of Failure in the Constructive Action
- The role of failure in Business
- The role of failure in Life: Failure, Success and Happiness

# Questions?

---

Thank You