

EM@FSE 2.0 a-q Indicators

- a. Critically observes surroundings to recognize opportunity
- b. Explores multiple solution paths
- c. Gathers data to support and refute ideas
- d. Suspends initial judgement on new ideas
- e. Observes trends about the changing world with a future-focused orientation/perspective
- f. Collects feedback and data from many customers and customer segments
- g. Applies technical skills/knowledge to the development of a technology/product
- h. Modifies an idea/product based on feedback
- i. Focuses on understanding the value proposition of a discovery
- j. Describes how a discovery could be scaled and/or sustained, using elements such as revenue streams, key partners, costs, and key resources
- k. Defines a market and market opportunities
- l. Engages in actions with the understanding that they have the potential to lead to both gains or losses
- m. Articulates the idea to diverse audiences
- n. Persuades why a discovery adds value from multiple perspectives (technological, societal, financial, environmental, etc.)
- o. Understands how elements of an ecosystem are connected
- p. Identifies and works with individuals with complementary skill sets, expertise, etc.
- q. Integrates/synthesizes different kinds of knowledge