



REACT

Summative assessment framework WebQuests

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WebQuest CU2

WebQuest title

Pitch the best technology like a true salesperson!

Introduction

Technologies for energy efficiency play an important part in achieving energy savings. Although technologies are just one factor for improving energy efficiency in buildings, they are one of the most important factor.

In the European Union, approximately 40% of energy consumption and 36% of the CO₂ emissions are linked to buildings ([European Commission, 2019](#)). You have the opportunity to play an important role in this market and we are counting on you!



Photo by Vivint Solar on Unsplash

Task

Your company is an intermediary between a distributor of technologies for energy efficiency in buildings and clients. Sales were hugely affected due to COVID-19 pandemic situation and it is up to you to make a big sale! Can you do it? Your company is counting on you!

In this WebQuest, you will apply your knowledge in selecting a range of technologies for improving energy efficiency in buildings to be pitched to an important client. Your client is a major multinational player and a shareholder in several businesses. You will be responsible to select a building with an available online virtual tour and pitch a range of technologies that will increase energy savings in it. Although energy savings are the priority, your client will also take into consideration the costs of acquisition of the suggested technologies. A down to earth pitch is essential, otherwise, the client will not hire you!



Process

- 1- Form groups of two to work in a collaborative manner in this task.
- 2- Record a video tour of a commercial or domestic building to show along with your pitch. You can find helpful resources on how to make a video virtual tool in the Resources section. If you prefer to use an already developed virtual tour, go to the next step. If you are making your own video, please advance to step 6.
- 3- Install the Google Arts & Culture app on your smartphone. In the Resources section, you can find the link for download (for Android and iOS).
- 4- Open the Google Arts & Culture app on your smartphone. Click on the search button (magnifying glass) and insert Virtual Reality Tours.
- 5- Choose one of the Virtual Reality Tours that displays a building (eg. "Model Houses for the Modern Age", "Here, Now – Street View", "Neus Museus – Traces of the Past").
- 6- Now that you have a virtual building to work with, start by studying the technologies for energy efficiency that you see are already implemented and start thinking about technologies you can sell to the multinational that owns the building.
- 7- Write a list with the options that you have identified under the following categories a) heating and domestic hot water supply, b) air conditioning, ventilation and cooling, c) appliances and d) lighting. Search the web for new technologies using online resources or searching on your own to complement the information on the REACT handbook.
- 8- Select the options that you believe will ensure the highest energy savings for the appropriate cost and start preparing your pitch (why do you think it is the best solution?/What is the appropriate cost?).
- 9- Present your pitch (with the virtual tour of the building you have worked on) to the rest of your class. Remember to share the criteria used for the selection of the chosen technologies. Answer the audience's questions and let them decide if you are hired, or not.



Travel across arts and culture
around the world in virtual
reality

Resources

[Energy performance of buildings directive](#)

[Google Arts & Culture App – PlayStore](#) (Android)

[Google Arts & Culture App – AppleStore](#) (iOS)

[Titanic Virtual Tour](#) video

[How to Create a Virtual Tour with Any 360 Camera: 2020 Guide](#) video

[Types of Heating Systems](#)

[Water Heating Systems: The Pros & Cons of Boilers](#)

[Pros & Cons of Solar Thermal Energy](#)

[Heat Pumps: 7 Advantages and Disadvantages](#)



[Heating ventilation and air conditioning HVAC](#)

[Energy Efficient Products » Appliances](#)

[Lighting](#)

[How to deliver a great pitch](#)

[Perfect Pitch: How to Nail Your Elevator Speech](#)

[The 7 Key Components of a Perfect Elevator Pitch \[With Video\]](#)

[6 tips for putting together the perfect elevator pitch](#)

[New Rules for greener and smarter buildings](#)

Evaluation and LOs

After completing this WebQuest, the learner will be able to:

- Identify the advantages and disadvantages of each type of technology for energy efficiency to compare and propose the best option, given the available resources
- Recognize the potentialities and limitations of technologies for energy efficiency to support decision making
- Suggest solutions for energy efficiency in buildings, to participate in discussions about the best solution for a specific building
- Research, gather and organize information found online
- Communicate an idea through a pitch in a public presentation

Trainees will be evaluated in pairs on the adequacy of the selected technologies for improving energy efficiency in the building they have chosen, as well as the ability to engage in the conversation, after the pitch, while answering the questions made by their peers and or/ trainer.

Conclusion

You will participate in conversations, even if you do not have all the data you would need to give the best contribution. However, it is important to create solutions and offer suggestions with the data available at that moment. Share your ideas and use your experience but be flexible and open-minded when participating in discussions about technologies for energy efficiency in buildings!