

WHAT INNOVATION ACTUALLY IS

“New isn’t the same as innovative. Today you learn to tell the difference — and meet the people who live off it.”



YOUR ROLE TODAY: GAP HUNTER

Every business you’ll research today started the same way: someone spotted a GAP — a problem nobody was fixing — and built the answer. Hunters learn to see gaps. Today you start seeing them.

■ FOUR CORNERS — THE CLASSIFICATION GAME

- 1 Four corners of the room get four signs: INNOVATION • INVENTION • IMPROVEMENT • JUST MARKETING.
- 2 Your teacher reads a thing. You walk to your corner. No middle-standing — hunters commit.
- 3 One person per corner defends their call in one sentence. Then the class may switch corners — changing your mind on a good argument is a skill, not a loss.

The item the class fought over most: _____ • the corner that won: _____

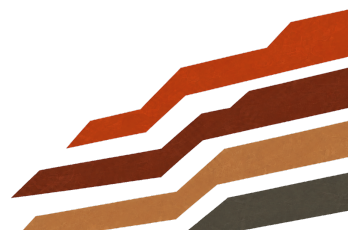
THE DEFINITION — LOCK IT IN YOUR OWN WORDS

Innovation = a new idea **put to work** — something people actually use, that solves something real.

An invention nobody uses is just a gadget. Now yours:

Innovation is _____

Circle the missing piece — an invention becomes an innovation when: it looks cool • people use it to solve something • it's expensive • it's electronic



■ YOU ALREADY KNOW AN ENTREPRENEUR — HER NAME IS JOAN

Remember Marla Creek Minerals from earlier this year? Read its founder's story like a hunter: **circle** the moment she spots the gap. **Box** every risk she takes. **Underline** each skill she shows.

FICTION FOR THE CLASSROOM

Chapter 1 — the ute

Joan spent years prospecting from one battered ute. She noticed something the big companies kept missing: small deposits they thought were too fiddly to bother with. Everyone saw the same ground. Joan saw the gap in how they looked at it.

Chapter 2 — the bet

She sold the ute, borrowed from her sister, and staked everything on one lease the giants had walked past. For two years it nearly broke her. She kept records like a scientist, asked for help without shame, and changed her plan four times when the evidence said to.

Chapter 3 — the company

Marla Creek Minerals is now on the stock exchange. Joan still keeps the old ute's key on her desk — to remember, she says, that the company wasn't built by the drill. It was built by noticing.

■ HARVEST THE SKILLS — WHAT DID YOU UNDERLINE?

The gap Joan spotted, in your words: _____

Three skills or behaviours the story shows (yours might differ from your pair's — compare and defend):

1. _____ · 2. _____ · 3. _____

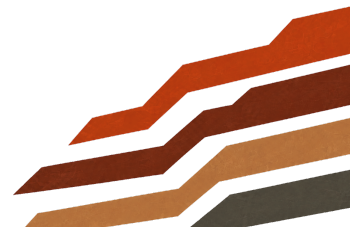
The riskiest moment in the story — and would YOU have taken that bet? ☐ yes ☐ no ☐ depends on:

The skill from the story I most DON'T have yet: _____

■ TAG YOUR OWN SKILLS — THE HONEST INVENTORY

Next lesson, design teams form — and good teams mix skills. Circle the TWO you already have most, and star the ONE you'd want a teammate to bring:

noticing problems · big ideas · asking questions · keeping records · convincing people · drawing it clearly · checking facts · not giving up · organising the team · changing the plan when evidence says so



■ FOUNDER HUNT — 8 MINUTES, REAL WA BUSINESSES, LIVE

Joan is fiction. The founders you find now are real. Some of WA's most impressive resource-sector businesses are Aboriginal-owned — built by Traditional Owners on their own Country — and your teacher has starting points.

- 1 **Pairs, devices:** pick one real WA business from the teacher's list (or find your own — Supply Nation's directory is a good door).
- 2 **Use the business's OWN website** — their story, told their way. That's the respectful source and the best one.
- 3 **Hunt three things:** the gap they serve, one fact about how they started or grew, one skill their founder or team clearly has.
- 4 **The law:** no source, no evidence.

Business: _____ · **The gap they serve:** _____

How they started or grew (one fact): _____ · **Source:** _____

A founder or team skill we spotted: _____ · **Same as one of Joan's?** ☐ yes ☐ no

■ EXIT — THE HUNTER REPORTS

1. True or false, fix it if false: “Entrepreneurs are lone geniuses who never need help.” ☐ TRUE ☐ FALSE

· My fix (Joan's story has the evidence): _____

2. A gap I've noticed in MY world — school, home, sport, anywhere — that nobody's fixing:

NEXT LESSON — THE MAPS COME BACK

Your Site of 2040 returns, teams form on mixed skills, and the hunt turns serious: finding the one problem your team will spend the rest of the term solving. Bring your skill tags. Bring your gap-hunter eyes.

SKILLS I USED TODAY — TICK WHAT'S TRUE

☐ argued a corner and survived · ☐ locked a definition in my own words · ☐ read a founder story like a hunter · ☐ researched a real WA business respectfully, with a source · ☐ tagged my skills honestly

