

The **Circular Economy Transformation Canvas** serves as an analyzing tool for identifying surrounding conditions and creating transformation processes regarding the Circular Economy. It integrates aspects of the Business Model Canvas for developing new business models, the Project Canvas for project development, and the Learning Canvas for creating learning concepts. It focuses on **informing, sensitizing, and qualifying target group(s) regarding the Circular Economy** for which activities or programs are developed in the process. However, the Canvas can be used for various processes of change, among other things in analyzing and creating ideas for the following scopes:

- Information supply
- awareness-raising activities
- Qualification, training, etc.
- Transformation process towards a Circular Economy in companies, local municipalities, and other organizations.

## Required if conducted with attendance:

- Markers
- post its (the more colors, the better)
- Canvas printed in size DIN A0 (841 x 1189 mm) or A1 (594 x 841 mm) or comparable

## Required if conducted online:

- Access to Miro and the [Circular Economy Transformation Canvas](#)

## Advice for conducting:

- **Length:** A session should be scheduled for about 2 hours.
- **How to proceed:** The numbers are followed in order. If subdivided (e.g. 2a) one row of numbers is finished before proceeding with the next one (so for instance, 2a, 2b, 2c, and then 3a and so on). Since the canvas focuses on the participant, these canvas panels should be concentrated on when conducting the session. If necessary, the other panels could be reduced in time or even omitted.
- **Moderation:** The canvas session should be conducted by one to two moderators. One should concentrate on dialogues with the session participants (who are not necessarily participants in the planned activities) while the other one documents the session.
- **Group size:** The canvas can be used with individuals as well as in (small) groups.
  - when doing the session with one or two participants, it can be carried on in dialogues.
  - with groups of three persons or more, it is recommended to let the participants collect and document ideas for themselves first. The results are then discussed and commented on in the group.
- **Intro:** It is suggested to do a personal introduction followed by explaining the goals and method. Depending on the participants' knowledge of the Circular Economy it could be useful to fill the participants in with a short introduction to the topic.
- **Closure:** The conclusion of the session should give an overview of the filled canvas and the next steps should be arranged.

Following, you will be guided step-by-step through the Canvas, including several examples.

Date:	Participants:			Moderator:	Topic / Objective:		
<b>Triggers? Driving forces? Trends?</b> What are internal (e.g. operative) or external (e.g. societal, economical, political, regulatory, technological) driving forces, triggers and trends towards Circular Economy?	<b>Stakeholders are ...</b> Who benefits from the actions implicitly (e.g. management, clients/customers)?	<b>Initial state of stakeholders</b> What preconditions are met for Circular Economy?	<b>Target state of stakeholders</b> What objectives / benefits are stakeholders aiming for?	<b>Action(s)</b> What kind of <b>preparations</b> are needed? What <b>information</b> is necessary to get into the process of the activity?			
	<b>Participants are ...</b> Who would like to or should take part?	<b>Initial state of participants</b> What preconditions are met for Circular Economy?	<b>Target state of participants</b> What objectives / benefits are participants aiming for?			<b>Conducting the action(s)</b> How can participants achieve a transition from original to target state? => Concept elements: content / topics, flow, subgoals, length, methods, tools etc.	<b>Resources &amp; surrounding conditions</b> external      further internal
	<b>Providers are ...</b> Who will provide the actions?	<b>Initial state of providers</b> What preconditions are met for Circular Economy?	<b>Target state of providers</b> What objectives / benefits are providers aiming for?			<b>Should the (learning) goals that have been set be verified?</b> If so, how (e.g. by test and/or certification)?	
<b>Accompanying actions / follow up</b> Are there accompanying measures? How to proceed after the so far planned actions?	<b>Systemic evaluation of transformation:</b> <b>Initial state vs. target state (after a certain amount of time)</b> How can the transformation be measured?			<b>Feedback:</b> <b>Quick evaluation of the action(s) (instant)</b> How can the feedback be obtained?			

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**Why** should one deal with the Circular Economy?

10 min.

**What was the reason** to get involved with it?

For example, were there certain events or impulses?

**Why** should the current situation change or improve?

- Are there internal (e.g. operational, personal) or external (e.g. political, societal) drivers for the desire for change?
- What are these drivers?
- How strong is the external pressure (e.g., economic, legal, social, market, customers, supply chains)?
- How strong is the pressure from within (e.g., employee ideas, company guidelines, shortage of skilled workers and training)?
- Are there overarching trends that require change?

The designated areas can be used for positive, neutral and negative aspects. If you work with post-its, you can additionally use different colors.

**Triggers? Driving forces? Trends?**

1

What are internal (e.g. operative) or external (e.g. societal, economical, political, regulatory, technological) driving forces, triggers and trends towards Circular Economy?

increased demand

legal obligations

Greenwashing

Date:	Participants:	Moderator:		Topic / Objective:	
<b>Triggers? Driving forces? Trends?</b> <small>What are internal (e.g. operative) or external (e.g. political, economical, political, regulatory, technological) driving forces, triggers and trends towards Circular Economy?</small>	<b>Stakeholders are ...</b> <small>Who benefits from the actions implicitly (e.g. management, clients/customers)?</small>	<b>Initial state of stakeholders</b> <small>What preconditions are met for Circular Economy?</small>	<b>Target state of stakeholders</b> <small>What objectives / benefits are stakeholders aiming for?</small>	<b>Action(s)</b> <small>What kind of preparations are needed? What information is necessary to get into the process of the activity?</small>	
	<b>Participants are ...</b> <small>Who would like to or should take part?</small>	<b>Initial state of participants</b> <small>What preconditions are met for Circular Economy?</small>	<b>Target state of participants</b> <small>What objectives / benefits are participants aiming for?</small>		<b>Conducting the action(s)</b> <small>How can participants achieve a transition from original to target state? =&gt; Concept elements: content / topics, flow, subgoals, length, methods, tools, etc.</small>
	<b>Providers are ...</b> <small>Who will provide the actions?</small>	<b>Initial state of providers</b> <small>What preconditions are met for Circular Economy?</small>	<b>Target state of providers</b> <small>What objectives / benefits are providers aiming for?</small>		<b>Resources &amp; surrounding conditions</b> <small>external      further needed</small>
<b>Accompanying actions / follow up</b> <small>Are there accompanying measures? How to proceed after the so far planned actions?</small>	<b>Systemic evaluation of transformation:</b> <b>Initial state vs. target state (after a certain amount of time)</b> <small>How can the transformation be measured?</small>		<b>Feedback:</b> <b>Quick evaluation of the action(s) (instant)</b> <small>How can the feedback be obtained?</small>		

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5 min.

**Please note:**  
For each role, you can define a post it color can be defined which can be used further in the process if it is related to the respective target group.

**How much** do we know about the roles?

**Have we** captured all the relevant roles?

**Are we** using real or fictional roles?

**Stakeholders are only indirectly involved in the activities and are also only indirectly sensitized or qualified through the participants. However, stakeholders want to benefit directly from the activity.**

**Which target group** is the focus?  
Does the target group need to be differentiated (e.g. SMEs or large companies, employees in purchasing, production, logistics, etc.)?

**Who** should or can offer the activity?  
**Which partners** may further be needed?

**Stakeholders are ...** 2b  
Who benefits from the actions implicitly (e.g. management, clients/customers)?

management      customers

**Participants are ...** 2a  
Who would like to or should take part?

employees in purchasing      employees in marketing      employees in production

**Providers are ...** 2c  
Who will provide the actions?

Prosperkolleg      external provider XY

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	<b>Providers are ...</b> Who will provide the actions?	<b>Initial state of providers</b> What preconditions are met for Circular Economy?	<b>Target state of providers</b> What objectives / benefits are providers aiming for?					<b>Should the (learning) goals that have been set be verified? If so, how (e.g. by test and/or certification)?</b>	
<b>Accompanying actions / follow up</b> Are there accompanying measures? How to proceed after the so far planned actions?		<b>Systemic evaluation of transformation:</b> Initial state vs. target state (after a certain amount of time) How can the transformation be measured?		<b>Feedback:</b> Quick evaluation of the action(s) (instant) How can the feedback be obtained?					

Key question for all actors:

## What are the prerequisites for the Circular Economy?

30 min.

If necessary, this guiding question can be differentiated with the following sub-questions in order to identify skills that can be built upon:

- **What is the level of knowledge** in the field of Circular Economy and related topics?
- What previous **methodological or technical knowledge** do the actors have?
- What **previous experience** do the actors have?
- **Which problems** have to be solved at the moment?
- What is the **attitude** towards the Circular Economy?
- Are there **personal factors** that are relevant?

The columns can be used to differentiate strengths, weaknesses and other / neutral characteristics of the respective actors.

### Initial state of stakeholders

What preconditions are met for Circular Economy?



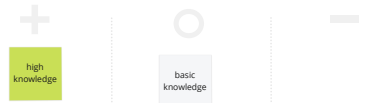
### Initial state of participants

What preconditions are met for Circular Economy?



### Initial state of providers

What preconditions are met for Circular Economy?



Date:	Participants:	Moderator:		Topic / Objective:
<b>Triggers? Driving forces? Trends?</b> <small>What are internal (e.g. operative) or external (e.g. societal, economical, political, regulatory, technological) driving forces, triggers and trends towards Circular Economy?</small>	<b>Stakeholders are ...</b> <small>Who benefits from the actions implicitly (e.g. management, clients/customers)?</small>	<b>Initial state of stakeholders</b> <small>What preconditions are met for Circular Economy?</small>	<b>Target state of stakeholders</b> <small>What objectives / benefits are stakeholders aiming for?</small>	<b>Action(s)</b> <small>What kind of preparations are needed? What information is necessary to get into the process of the activity?</small>  <b>Conducting the action(s)</b> <small>How can participants achieve a transition from original to target state? =&gt; Concept elements: content / topics, flow, subgoals, length, methods, media, tools etc.</small>  <b>Resources &amp; surrounding conditions</b> <small>Human resources      Material resources</small>
	<b>Participants are ...</b> <small>Who would like to or should take part?</small>	<b>Initial state of participants</b> <small>What preconditions are met for Circular Economy?</small>	<b>Target state of participants</b> <small>What objectives / benefits are participants aiming for?</small>	
	<b>Providers are ...</b> <small>Who will provide the actions?</small>	<b>Initial state of providers</b> <small>What preconditions are met for Circular Economy?</small>	<b>Target state of providers</b> <small>What objectives / benefits are providers aiming for?</small>	
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20 min.

**Key question:**  
**What objectives or benefits are being pursued?**

If necessary, this guiding question can be further specified:

- What is the **expectation**, the goal, the desired outcome (indirect and direct) of the actors?
- What **target state** do the participants want to achieve?
- Which **technical, methodological, self- or social competencies** do the participants want to achieve?
- By when** should the target state be reached?

**4b**

### Target state of stakeholders

What objectives / benefits are stakeholders aiming for?

economic efficiency

...

**4a**

### Target state of participants

What objectives / benefits are providers aiming for?

knowledge of circular materials and products

are able to create a marketing strategy

...

**4c**

### Target state of providers

What objectives / benefits are providers aiming for?

sensitization

...

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	<b>Participants are ...</b> 2a <small>Who would like to or should take part?</small>	<b>Initial state of participants</b> 3a <small>What preconditions are met for Circular Economy?</small>	<b>Target state of participants</b> 4a <small>What objectives / benefits are participants aiming for?</small>		
	<b>Providers are ...</b> 2c <small>Who will provide the actions?</small>	<b>Initial state of providers</b> 3c <small>What preconditions are met for Circular Economy?</small>	<b>Target state of providers</b> 4c <small>What objectives / benefits are providers aiming for?</small>		
<b>Accompanying actions / follow-up</b> 6 <small>Are there accompanying measures? How to proceed after the so far planned actions?</small>		<b>Systemic evaluation of transformation:</b> <b>Initial state vs. target state (after a certain amount of time)</b> 7 <small>How can the transformation be measured?</small>		<b>Feedback:</b> <b>Quick evaluation of the action(s) (instant)</b> 8 <small>How can the feedback be obtained?</small>	

20 min.

- What format is desired? (e.g. workshop, e-learning course, seminar)
- Which didactic concept is suitable?
- Is the willingness, possible time commitment and financial burden of the participants taken into account?
- How is the diversity of the group of participants dealt with (e.g. various departments, specialist disciplines, levels of knowledge)?

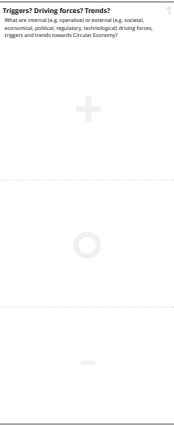
**5a**  
**Conducting the action(s)**

How can participants achieve a transition from initial to target state?  
 Concept elements: content / topics, flow, (sub)goals, length, methods, tools etc.

length:  
120 min.

group  
work

...

Date:		Participants:		Moderator:		Topic / Objective:	
<b>Triggers? Driving forces? Trends?</b> <small>(What are internal (e.g. operative) or external (e.g. societal, environmental, political, regulatory, technological) driving forces, triggers and trends towards Circular Economy?)</small>		<b>Stakeholders are ...</b> <small>Who benefits from the actions implicitly (e.g. management, clients/customers)?</small>		<b>Initial state of stakeholders</b> <small>What preconditions are met for Circular Economy?</small>		<b>Target state of stakeholders</b> <small>What objectives / benefits are stakeholders aiming for?</small>	
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		<b>Conducting the action(s)</b> <small>How can participants achieve a transition from original to target state?              =&gt; Concept elements: content / topics, flow, subgoals, length, methods, tools etc.</small>		<b>Resources &amp; surrounding conditions</b> <small>Available      Further needed</small>			
<b>Accompanying actions / follow-up</b> <small>Are there accompanying measures?              How to proceed after the so far planned actions?</small>		<b>Systemic evaluation of transformation:</b> <b>Initial state vs. target state (after a certain amount of time)</b> <small>How can the transformation be measured?</small>		<b>Feedback:</b> <b>Quick evaluation of the action(s) (instant)</b> <small>How can the feedback be obtained?</small>			

10 min.

- What do the providers need** to design and implement the activity?
- What human resources** are needed for preparing and conducting the session and for supporting the participants?
- How much time** do the trainers and facilitators need for preparation?
- Which rooms, equipment and materials are needed?
- What technical aids (software, access, technical instructions, etc.) are needed?

5b

**Resources & surrounding conditions**

available:

Room 102

...

further needed:

additional room

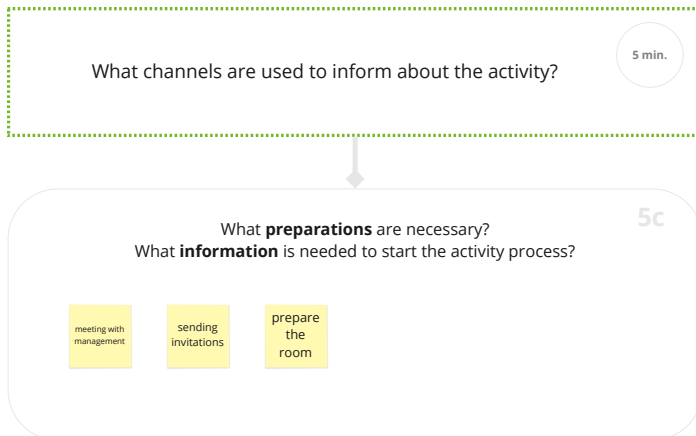
...

projector

Date:		Participants:		Moderator:		Topic / Objective:	
<b>Triggers? Driving forces? Trends?</b> What are internal (e.g. operational) or external (e.g. social, economic, political, regulatory, technological) driving forces, triggers and trends towards Circular Economy?	<b>1</b> Stakeholders are ... Who benefits from the actions implicitly (e.g. management, clients/customers)?	<b>2b</b> Initial state of stakeholders What preconditions are met for Circular Economy?	<b>3b</b> Target state of stakeholders What objectives / benefits are stakeholders aiming for?	<b>5</b> <b>Actions()</b> What <b>information</b> is necessary to get into the process of the activity?  <b>5c</b> (conducting the activity) How can participants achieve a transition from original to target state? => Choose elements: content / topics, time, subgroups, length, methods, tools, etc.  <b>5a</b> How can participants achieve a transition from original to target state? => Choose elements: content / topics, time, subgroups, length, methods, tools, etc.  <b>5b</b> How can participants achieve a transition from original to target state? => Choose elements: content / topics, time, subgroups, length, methods, tools, etc.  <b>5d</b> Should the (learning) goals that have been set be <b>verified</b> ? If so, how (e.g. by test and/or certification)?			
	<b>2a</b> Participants are ... Who would like to or should take part?	<b>3a</b> Initial state of participants What preconditions are met for Circular Economy?	<b>4a</b> Target state of participants What objectives / benefits are participants aiming at?				
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Date:		Participants:		Moderator:	Topic / Objective:
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	<b>Participants are ...</b> Who would like to or should take part?	<b>Initial state of participants</b> What preconditions are met for Circular Economy?	<b>Target state of participants</b> What objectives / benefits are participants aiming for?		
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- Is proof of participation desired?
- Should there be a review of the (learning) objectives achieved? Should this review be mandatory?
- How should the review and the verification be designed?

5 min.

Should the (learning) goals that have been set be **verified**? If so, how (e.g. by test and/or certification)?

5d

Final  
test

issue a  
certificate

Date:		Participants:		Moderator:	Topic / Objective:		
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	<b>Providers are ...</b> 2c Who will provide the actions?	<b>Initial state of providers</b> 3c What preconditions are met for Circular Economy?	<b>Target state of providers</b> 4c What objectives / benefits are providers aiming for?			Should the (learning) goals that have been set be <b>verified</b> ? If so, how (e.g. by test and/or certification)? 5d	
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In order to evaluate the impact and acceptance of the activity, **feedback is obtained from the participants immediately after the action(s).**

5 min.

## Feedback: Quick evaluation of the action(s) (instant)

6

How can the feedback be obtained?

Instant  
verbal  
feedback

online  
questionnaire

Date:		Participants:		Moderator:		Topic / Objective:	
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	<b>Participants are ...</b> <small>2b</small> <small>Who would like to or should take part?</small>	<b>Initial state of participants</b> <small>3b</small> <small>What preconditions are met for Circular Economy?</small>	<b>Target state of participants</b> <small>4b</small> <small>What objectives / benefits are participants aiming for?</small>				
	<b>Providers are ...</b> <small>2c</small> <small>Who will provide the actions?</small>	<b>Initial state of providers</b> <small>3c</small> <small>What preconditions are met for Circular Economy?</small>	<b>Target state of providers</b> <small>4c</small> <small>What objectives / benefits are providers aiming for?</small>				
<b>Accompanying actions / follow-up</b> <small>Are there accompanying measures?</small> <small>How to proceed after the so far planned actions?</small>		<b>Systemic evaluation of transformation:</b> <b>Initial state vs. target state (after a certain amount of time)</b> <small>How can the transformation be measured?</small>		<b>Feedback:</b> <b>Quick evaluation of the action(s) (instant)</b> <small>How can the feedback be obtained?</small>			

In order to be able to assess the success of the change process after completion of the action(s) with the participants, a **systematic evaluation** should follow at intervals. Depending on the results of the evaluation, further steps can be taken (see box 8), e.g., refreshing, deepening or supplementing the content, or motivating the participants to apply what they have learned.

5 min.

## Systemic evaluation of transformation: Initial state vs. target state (after a certain amount of time)

How can the transformation be measured?

2 months  
later:  
telephone  
inquiry

Date:	Participants:			Moderator:	Topic / Objective:
<b>Triggers? Driving forces? Trends?</b> <small>What are internal (e.g. operative) or external (e.g. societal, economical, political, regulatory, technological) driving forces, triggers and trends towards Circular Economy?</small>	<b>Stakeholders are ...</b> <small>2b</small> <small>Who benefits from the actions implicitly (e.g. management, clients/customers)?</small>	<b>Initial state of stakeholders</b> <small>3b</small> <small>What preconditions are met for Circular Economy?</small>	<b>Target state of stakeholders</b> <small>4b</small> <small>What objectives / benefits are stakeholders aiming for?</small>	<b>Action(s)</b> <small>5</small> <small>What kind of preparations are needed?</small> <small>What information is necessary to get into the process of the activity?</small> <div> <b>Conducting the action(s)</b> <small>5a</small>  <small>How can participants achieve a transition from original to target state?</small>  <small>=&gt; Concept elements: content / topics, flow, subgoals, length, methods, tools, etc.</small> </div> <div> <b>Resources &amp; surrounding conditions</b> <small>5b</small>  <small>Available</small> <small>Further needed</small> </div>	
	<b>Participants are ...</b> <small>2a</small> <small>Who would like to or should take part?</small>	<b>Initial state of participants</b> <small>3a</small> <small>What preconditions are met for Circular Economy?</small>	<b>Target state of participants</b> <small>4a</small> <small>What objectives / benefits are participants aiming for?</small>		
	<b>Providers are ...</b> <small>2c</small> <small>Who will provide the actions?</small>	<b>Initial state of providers</b> <small>3c</small> <small>What preconditions are met for Circular Economy?</small>	<b>Target state of providers</b> <small>4c</small> <small>What objectives / benefits are providers aiming for?</small>		
<b>Accompanying actions / follow-up</b> <small>Are there accompanying measures?</small> <small>How to proceed after the so far planned actions?</small>	<b>Systemic evaluation of transformation:</b> <b>Initial state vs. target state (after a certain amount of time)</b> <small>How can the transformation be measured?</small>			<b>Feedback:</b> <b>Quick evaluation of the action(s) (instant)</b> <small>How can the feedback be obtained?</small>	



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Which **accompanying** or **subsequent** actions are suitable or even necessary to achieve the goal or to initiate further transformation?

5 min.

## Accompanying / Subsequent actions

8

Are there accompanying measures?  
How to proceed after the so far planned actions?

Further activities

strategy meeting

introduce circular policies in purchasing

...