

# WEEKLY HIGH SCHOOL LESSON

#KEEPLearning



## Week Eight: The Entrepreneurial Mindset

**Overview:** This lesson introduces the character traits and skills needed to be an entrepreneur. Students will also learn why entrepreneurship is important, what starting a business might entail, and the importance of creative thought.

**Preparation:** Review the activity and session materials. Make sure your student has all the needed materials to complete the lesson.

**Recommended Time:** 30-45 mins

### Materials:

Computer/Tablet with Internet  
Printer (recommended but not required)  
Paper  
Writing Utensil

### 1) Presentation:

Begin by asking your students, "What is an entrepreneur?"

An entrepreneur is an individual who creates a new business, bearing most of the risks and enjoying most of the rewards. The entrepreneur is commonly seen as an innovator, a source of new ideas, goods, services, and business or procedures.

Entrepreneurs play a key role in any economy, using the skills and initiative necessary to anticipate needs and bring good new ideas to market. Entrepreneurs who prove to be successful in taking on the risks of a startup are often rewarded with profits, fame, and continued growth opportunities. Those who fail suffer losses and become less prevalent in the markets.

Ask your students if they know of any famous entrepreneurs.

Some examples they may come up with: Bill Gates, Elon Musk, Steve Jobs, Jeff Bezos, Walt Disney, Oprah Winfrey, Benjamin Franklin, Andrew Carnegie, John D. Rockefeller, Susan Wojcicki, Henry Ford, Mark Zuckerberg, Richard Branson, Gina Rinehart, Thomas Edison, Ariana Huffington, Kylie Jenner, Angela Merkel, Phil Knight.

Notice the answers your students give -- if they only mention male entrepreneurs, encourage them to try to think of some female names too. If they only come up with entrepreneurs from one industry (tech), encourage them to try to think of some from other industries as well. Entrepreneurs are very important to the function of a progressing society and to the economy, regardless of their background or what field they innovate in.

## 2) Shark Tank:

One of the biggest examples of entrepreneurship in popular culture is the TV show Shark Tank. Ask your students if they have watched Shark Tank or know about it. Have them explain what the show is if they do know.

**3) Watch:** Have your students watch the video " Shark Tank's Best Pitches Explained By the Cast".

[Click here to watch video](#)

## 4) Discussion:

After watching the video, ask you students the following questions:

- What did the pitches have in common?
- Did you notice anything similar between the entrepreneurs?
- What attributes did the investors mention as being important to success?
- Which pitch did you find most exciting?
- Would you have invested in any of the ideas they mentioned?

## 5) Activity: Entrepreneurial Strengths and Talents

Have your students got to [this website](#) to compete an activity learning about skills and attributes needed to be an entrepreneur.



## Directions:

- Students should click the button below
- They will select the progress arrow on the right side of the screen
- Follow onscreen directions and read through activity materials
- Continue selecting the progress arrow on right side of screen to continue moving forward
- Students should open the document linked below when the activity references "Student Activity" and complete the activity

**[Click here for Entrepreneurial Strengths and Talents Website](#)**

**[Click here for Student Activity Document](#)**

After completing the student activity, have your students answer the wrap up questions on the last screen.

- What characteristics do successful entrepreneurs possess?
- What personal entrepreneurial qualifications and characteristics do you possess?
- What plan have you developed to build your entrepreneurial skills?

## 6) Assignment: Business Proposal

Have your students open the document below. They should follow the directions for completing the Business Proposal Assignment. Your students may need to spend more than the allotted lesson time working on their Business Proposals.

**[Click here for Business Proposal Assignment](#)**

**The Money JAR** - If you have dreams of starting a company, how do you do it? Today we hear from someone that started his own social media company, and what advice he has for others interested in tech entrepreneurship. **[Click here](#)** to listen to this week's episode of the Money JAR Podcast - **Entrepreneurial Advice from the Tech World.**

# Bonus Activity! Young Entrepreneur Profiles

**Extended Activity:** 20 mins

## Materials:

Computer/Tablet (with internet)

## Activity: Young Entrepreneur Profiles

Go to **[this website](#)** or click the link below to see the Biz Kids Young Entrepreneur Profiles.

**[Click here for Young Entrepreneur Profiles](#)**

Have your student chose 3-5 Young Entrepreneur Profile videos to watch.

After watching the videos, have your students answer the following questions:

- How are each of the young entrepreneur's ideas similar and different?
- How are each of the young entrepreneur's business plans similar and different?
- If you had to chose one business idea to invest your own money in, which one would you chose and why? (If you were a Shark, would you be in or out?)
- In what ways do each of the young entrepreneurs possess the entrepreneurial traits discussed by the Shark Tank sharks earlier in the lesson?
- If you had to give the young entrepreneurs feedback, what would you tell them?