

Lesson Plan 4: I Am An Entrepreneur

Core www.cfnc.org Area:

Career Exploration

Total Time:

45-60 minutes

Target Grades:

10th grade

Suggested Timeline:

Fall or Spring semester

ASCA Correlation

(Which of the ASCA Standards does this lesson address?)

A-A	A-B	A-C	C-A	C-B	C-C	PS-A	PS-B	PS-C
			X	X				

National Career Development Standards:

ED1	ED2	CM1	CM2	CM3	CM4	CM5	PS1	PS2	PS3	PS4
X	X	X	X	X	X	X	X			X

Lesson Objectives

By the end of the lesson, students will have completed *Working for Yourself* assessment.

Materials Needed

Computer lab or computer cart

Advance Preparation

Reserve computer lab or computer cart

Activator (Typically 5-10 minutes)

Discuss the importance of career exploration:

- Plan for post-secondary options
- Choosing further studies or an internship according to your vocational identity and career interests
- Learning the skills necessary for procuring employment
- Gaining knowledge regarding part time employment or internship opportunities
- Course selection
- Relate students' experiences of previous career exploration in www.cfnc.org

www.cfnc.org will:

- Show students tools and resources that are appropriate to their grade or stage of life
- Save student work so the student can return and later complete exercise
- Provide students with a lifelong portfolio to help with future career www.cfnc.org
- Make suggestions based on student's previous work



Core Learning Strategies/Lesson Activities (Typically 30-40 minutes)

Session #	Step #	Responsibility	Action Steps
1	1	School counselor	<ul style="list-style-type: none"> Introduce Working for Yourself and remind students of reasons why this is important.
	2	School counselor & Student	<ul style="list-style-type: none"> Focus on today's work: Using www.cfnc.org to continue or begin career exploration Student signs into account; then <i>Portfolio</i>, to <i>Career Planning</i> (in purple tab), to <i>Career Plans</i> (in teal tab), to <i>Working for Yourself</i>. Student opens Entrepreneurship Checklist assessment.
	3	School counselor	<ul style="list-style-type: none"> Suggests that many people find fulfillment in being self-employed and this might be an option that should be looked at by all students as a possibility for their future.
	4	Student	<ul style="list-style-type: none"> Completes Working for Yourself Assessment - Entrepreneurship Checklist.
	5	Student – individual or in small groups	<ul style="list-style-type: none"> Describes his or her idea for starting a business on “I Am an Entrepreneur” sheet.
	6	Counselor & Students	<ul style="list-style-type: none"> Students share ideas for small business with peers; poll is taken at the end of class to determine who would like to become an entrepreneur.
	7	Student	<ul style="list-style-type: none"> Reminder for students: Be sure to upload the Career Plan Checklist to the “<i>Portfolio</i>” section.

(chart from RI School Counselor Association's Toolkits, found at www.rischoolcounselor.org)

Summarizer/Informal Assessment (Typically 5-10 minutes)

Students will:

- Students share ideas for small business with peers; poll is taken at the end of class to determine who would like to become an entrepreneur.

Follow-Up

- Guest speaker from Small Business Association shares information on setting up a small business
- School newspaper reporter interviews the students and writes a feature story on the their business plans



Name:
Grade:

I Am an Entrepreneur

To begin a business, the entrepreneur needs a business plan. Consider starting a small business this summer, and begin the process by thinking about this business plan:

Description of Business	
What is the product you will sell?	
Who will you sell your product?	
Who is your competition?	
How will you market your product? (mail order, through another store, through your own store)	
Will you need to hire other employees for your business? Will these employees be part time or full time?	
Where will your business be located? Will you need to rent or buy space?	
How will your product be made? Who will make it or have another company make it for you?	
Why would people want to buy your product? Why is your product better than other similar products on the market?	

