







<b>Title</b>	"Could I become an entrepreneur?"
<b>Grade Level</b>	Middle and High School
<b>Focus</b>	Entrepreneurship & Me, Day 1 of 4

<b>Objectives</b>	
<b>The student will...</b>	display an understanding of the traits and skills that are beneficial to becoming an entrepreneur.
	consider the pros and cons to becoming an entrepreneur.

<b>PA Standards</b>			
<b>Career Education and Work</b>	<ul style="list-style-type: none"> <li>▪ <b>13.4.8.A:</b> Compare and contrast entrepreneurship to traditional employment, such as, but not limited to, benefits, job security, operating costs, and wages.</li> <li>▪ <b>13.4.8.B:</b> Evaluate how entrepreneurial character traits influence career opportunities.</li> </ul>		
<b>English Language Arts</b>	<ul style="list-style-type: none"> <li>▪ <b>1.4.9 – 10.U:</b> Use technology, including the Internet, to produce, publish, and update individual or shared writing products, taking advantage of technology's capacity to link to other information and to display information flexibly and dynamically.</li> <li>▪ <b>1.4.9–10.V:</b> Conduct short as well as more sustained research projects to answer a question (including a self-generated question) or solve a problem; narrow or broaden the inquiry when appropriate; synthesize multiple sources on the subject, demonstrating understanding of the subject under investigation.</li> <li>▪ <b>1.5.9 – 10.A; 1.5.11 – 12.A:</b> Initiate and participate effectively in a range of collaborative discussions on grade-level topics, texts, and issues, building on others' ideas and expressing their own clearly and persuasively.</li> </ul>		
<b>Artifact Opportunity</b>	<ul style="list-style-type: none"> <li>▪ The <b>Traits and Skills Needed Worksheet</b> can be used as an artifact representing standard <b>13.4</b></li> <li>▪ The <b>Pros and Cons Worksheet</b> can be used as an artifact representing standard <b>13.4</b>.</li> </ul>		
<b>Videos</b>	<table border="0" style="width: 100%;"> <tr> <td style="width: 50%; vertical-align: top;"> <ul style="list-style-type: none"> <li>▪ <b>2019 Pittsburgh Central videos</b> <ul style="list-style-type: none"> <li>○ <b>Link:</b> <a href="https://www.whatssocool.org/contests/pittsburgh-central/">https://www.whatssocool.org/contests/pittsburgh-central/</a></li> <li>○ <b>QR Code:</b> </li> </ul> </li> </ul> </td> <td style="width: 50%; vertical-align: top;"> <ul style="list-style-type: none"> <li>▪ <b>2018 Pittsburgh East videos</b> <ul style="list-style-type: none"> <li>○ <b>Link:</b> <a href="https://www.whatssocool.org/contests/pittsburgh-east/">https://www.whatssocool.org/contests/pittsburgh-east/</a></li> <li>○ <b>QR Code:</b> </li> </ul> </li> </ul> </td> </tr> </table>	<ul style="list-style-type: none"> <li>▪ <b>2019 Pittsburgh Central videos</b> <ul style="list-style-type: none"> <li>○ <b>Link:</b> <a href="https://www.whatssocool.org/contests/pittsburgh-central/">https://www.whatssocool.org/contests/pittsburgh-central/</a></li> <li>○ <b>QR Code:</b> </li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>▪ <b>2018 Pittsburgh East videos</b> <ul style="list-style-type: none"> <li>○ <b>Link:</b> <a href="https://www.whatssocool.org/contests/pittsburgh-east/">https://www.whatssocool.org/contests/pittsburgh-east/</a></li> <li>○ <b>QR Code:</b> </li> </ul> </li> </ul>
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<b>Lesson Plan</b>	
<b>Materials Needed</b>	
	<ul style="list-style-type: none"> <li>• Traits and Skills Needed Worksheet</li> <li>• Pros and Cons Needed Worksheet</li> <li>• Internet access</li> <li>• “What’s So Cool About Manufacturing?” videos</li> </ul>
<b>Prior Knowledge</b>	
	<ul style="list-style-type: none"> <li>• Entrepreneurship <ul style="list-style-type: none"> <li>○ In order to properly engage with this lesson, the teacher will need to be comfortable explaining the definition of an entrepreneur, the character traits of an entrepreneur, and the soft and hard skills that are helpful for an entrepreneur.</li> <li>○ The Pennsylvania Department of Education’s CEW Standards list the traits, soft skills, and hard skills needed, in addition to the pros and cons of being an entrepreneur. Please see CEW 13.4.</li> <li>○ For further information on entrepreneurship, explore this website from the Network for Teaching Entrepreneurship, where the eight main concepts of an entrepreneurial mindset are explored: <a href="https://www.nfte.com/wp-content/uploads/2017/07/NFTE-2016-Alumni-Survey-Report-2.10.20171.pdf">https://www.nfte.com/wp-content/uploads/2017/07/NFTE-2016-Alumni-Survey-Report-2.10.20171.pdf</a></li> </ul> </li> </ul>
	<ul style="list-style-type: none"> <li>• <b>Warm-Up</b> <ul style="list-style-type: none"> <li>○ <i>Do I know an entrepreneur? [4 minutes]</i> <ul style="list-style-type: none"> <li>▪ The teacher will share a definition of an entrepreneur. Then ask the class if they know anyone in their lives who is an entrepreneur.</li> <li>▪ “In 2 minutes, describe an entrepreneur that you know.”</li> </ul> </li> </ul> </li> <li>• <b>Body</b> <ul style="list-style-type: none"> <li>○ <i>What does it take to become an entrepreneur? [5 minutes]</i> <ul style="list-style-type: none"> <li>▪ The teacher will share with students that it takes certain character traits, soft skills, and hard skills to become an entrepreneur. Use the PDE CEW Standards for a list of traits and skills that are helpful.</li> </ul> </li> <li>○ <i>What traits and skills are helpful? [10 minutes]</i> <ul style="list-style-type: none"> <li>▪ The teacher can guide the students in a class discussion or have them discuss in smaller groups.</li> <li>▪ By the end of the 10 minutes, each group or the class as a whole, should have 3 lists that all agree are needed: character traits, soft skills, and hard skills.</li> </ul> </li> <li>○ <i>What are the pros and cons to becoming an entrepreneur? [5 minutes]</i> <ul style="list-style-type: none"> <li>▪ The teacher can guide the students in a class discussion or have them discuss in smaller groups.</li> <li>▪ By the end of the 5 minutes, each group or the class as a whole, should have a list of the pros and cons of becoming an entrepreneur.</li> </ul> </li> <li>○ <i>Individual Work [5 minutes]</i> <ul style="list-style-type: none"> <li>▪ Individually, students complete the <b>Traits and Skills Needed Worksheet</b> and the <b>Pros and Cons Worksheet</b>. They can and should use the lists that their group or the class created, choosing which traits and skills they most identify with and are most interested in, personally.</li> </ul> </li> </ul> </li> <li>• <b>Closing</b> <ul style="list-style-type: none"> <li>○ <i>Video Exploration [10 minutes]</i> <ul style="list-style-type: none"> <li>▪ Students use the website to explore the videos. At the end of 10 minutes, they should have located at least one video that displays some of the traits and skills on their <b>Traits and Skills Needed Worksheet</b>.</li> <li>▪ Students should then share how their video of choice relates to their list with one peer.</li> </ul> </li> </ul> </li> </ul>

**Traits and Skills Needed**

**Directions:**  
What traits and skills are helpful for being an entrepreneur? Fill in the grid below.

<b>Character Traits</b>	<b>Soft Skills</b>	<b>Hard Skills</b>

**Pros and Cons**

Directions:  
What are the pros and cons of being an entrepreneur as opposed to working for a traditional company? Fill in your answers below.

<b>Pros</b>	<b>Cons</b>