

# USING THE SKILLS OF AN entrepreneur

Social Studies and English Activities brought to you by:



## Social Studies Curriculum

Strands: Resources and Economic Activities

### Learning Intentions:

- Showing enthusiasm to identify, develop and use new skills
- Setting, reaching and evaluating aspirational but achievable goals
- Being able to demonstrate initiative, commitment and enterprise

### Skills Used and Developed:

Work and Study • Self Management • Communication

Further Curriculum Links: Technology, English

goods or services?

## thinking about fund raising

- Have students list all the fund raising ventures that they have taken part in:
  - for school
  - for a club
  - for the community
- What were the goals of these fund raising ventures?
- Canvas student opinion about:
  - how successful do they think the fund raising venture was
  - did they like taking part
  - how well organised was it?
- In groups, have students think about successful fund raising ventures they know of or have taken part in. Can they come up with a set of guidelines that are likely to make a fund raiser successful, **eg**
  - all people taking part want it to succeed and believed in the cause
  - a time limit was set
  - a sensible goal or total was set to aim for ...
- Do they think it is necessary to have a good cause to raise funds for. What is a good cause?

## choosing our own venture

- In groups or as a class, brainstorm a venture that could be used as a fund raising venture that the whole class would like to work towards. Point out that to be successful it should have everyone's full support such as:
  - raising money for a class trip or class camp
  - raising money for a cause or charity such as people who have been affected by the recent floods
  - a piece of classroom equipment that will benefit all the members of a class, **eg** computer, video, camera

- Introduce the idea that they can raise money by offering a service, **eg** washing cars or by selling goods, **eg** cordial at lunchtime.
- Divide into groups and have students brainstorm a large list of goods and services. Report all ideas back to the class and make a choice as to what products or services they will offer.
- To help them make their choice/s have them consider the following:
  - how will they know if people want their product or service?
  - do they have the skills to make the product or offer the service? If not, how will they get these skills?
  - will they have to purchase anything first? How will they raise the money or are there other ways to source product?
  - how much are they aiming to raise? How possible is this?
  - for how long will the fund raiser be continued?
  - how will they tell people about the products and services they are offering?
  - are there any other competing fund raisers happening?
- Write notes on these and report back to the class.

## we now have a business plan!

- Tell the class that what they have written is a business plan. This is what a person starting a new business would write. Explain that any person who starts up a new business is taking some risk. Tell students that people who do this are called entrepreneurs.
- As a class, evaluate the business plans and have students make their choice or choices about what activities they are going to carry out.
- Divide into groups (or as individuals) and add or revise the plan in light of the discussion

## putting the plan into action

- Help the students set a realistic goal and time limit.
- Set aside regular class time for carrying out the project.
- Insist on regular evaluation sessions. Point out that successful entrepreneurs are not afraid of changing their business plans to get better results.

**Have a successful and exciting fund raiser!!**