





WHAT IS ENTREPRENEURSHIP

Age group	Primary School, Grades 6 – 9; Secondary School, Grades 1 – 4
Competency features	Proactive approach and creativity 
Aim	<ul style="list-style-type: none"> to see what entrepreneurship is about
Timing	45 minutes
Location	inside
Resources & materials	flipchart, markers, coloured cards (size ca 10 cm x 20 cm; set of 4 cards of different colour for each participant plus 10 cards of each colour extra), glue, pen, Worksheet Entrepreneurship
Description	
<p>1) Teacher needs to prepare the flipchart sheets and other tools beforehand. He opens up:</p> <p><i>“Words like entrepreneurship, entrepreneurs or clever businessmen can be heard quite often. What do they mean? What is this entrepreneurial spirit that they allegedly have?”</i></p> <p>Teacher lets students voice their opinions before continuing:</p> <p><i>“Entrepreneurship is a universal competency of how to design and execute processes that bring about useful results. Let us think about what entrepreneurship means and how it is demonstrated.”</i></p> <p>2) Teacher asks the pupils to think about the questions which he/she is about to ask them. They will write their ideas onto cards, which the teacher will hand out for this purpose (the spare cards should be kept handy). Teacher also distributes Entrepreneurship worksheets with four questions. He reads the questions out loud and tells the participants to write their answers with marker pens onto the card whose colour corresponds with the flipchart sheet containing the question.</p> <p><u>List of questions:</u></p> <ul style="list-style-type: none">  <i>What are the characteristics of an entrepreneurial person?</i>  <i>Where can we encounter entrepreneurship?</i>  <i>What is the product of entrepreneurship?</i> 	

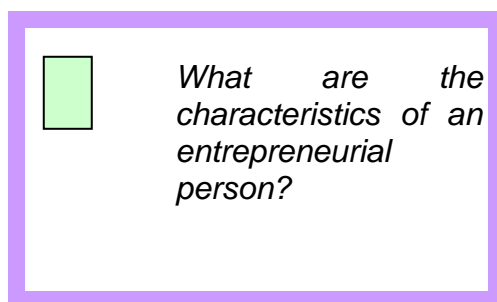


What can be gained or lost by being entrepreneurial?

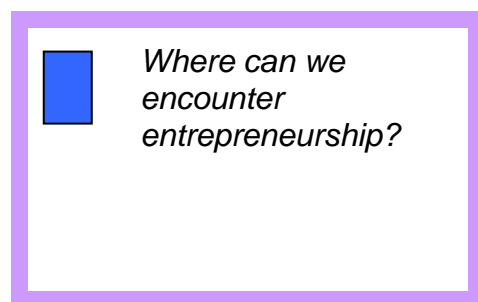
The teacher encourages the pupils to write on at least one card of each colour (i.e. 4 cards in total). The teacher explains that he/she wants initial ideas pop up when the pupils hear these questions. We are not looking for deep thoughts, just initial responses. If the participants have more than one idea, the trainer offers the participants the opportunity to help themselves to the spare cards.

Whilst the pupils are working, the trainer places 4 flipchart sheets on the wall.

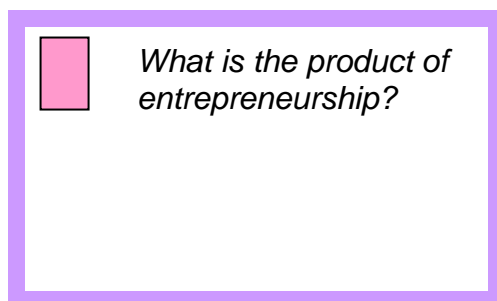
Flipchart sheet No. 1:



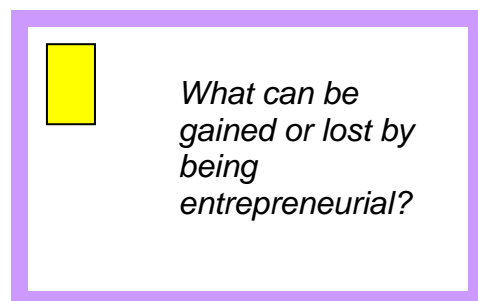
Flipchart sheet No. 2:



Flipchart sheet No. 3:



Flipchart sheet No. 4:



- 3) After about 15 minutes, the teacher concludes the work and asks the pupils to stick their cards on the appropriate flipchart sheet, using the glue provided.
- 4) The teacher asks 4 pupils to read the glued-on cards, next to the individual questions, out loud. The teacher then opens a discussion.

Questions for discussion:

What can we conclude from the cards?

Did you have similar or different ideas?

Has anything else come to mind, something which you would like to add?

If anything important is missing from the cards, the teacher will try to encourage the pupils by using leading questions to add to them.

- 5) The teacher thanks the pupils for their great work, praises their ideas and ability to look at things from many different angles.

The teacher concludes this activity and sums up all the questions:

“With the first question, we have realised that entrepreneurial people need a lot of supporting characteristics. Entrepreneurship is a combination of activity, hard work, ideas, the need to achieve and create values.

With the second question, we have concluded that we can encounter entrepreneurship everywhere, not just in businesspeople, but also in employees or in our personal lives. Entrepreneurship basically means doing something which makes sense, coming up with something which brings results, which benefit us as well as others.

With the third question, we have realised that we create value through entrepreneurship, whether it is financial (money), material (products), non-material (services, ideas, improvements), social (respect, benefit to others, work opportunity) as well as psychological (achievements, self-fulfilment).

With the fourth question, we have realised that entrepreneurship brings a lot of good with it, but often we have to pay a toll that can be successfully reduced if one is so minded (a balance between work and personal life).“

- 6) The teacher asks the pupils to write their own definition of entrepreneurship in their Worksheets. If any of them feel like it, they can share their definitions with the others.
- 7) The teacher concludes the activity:

“Entrepreneurship is a very useful characteristic and ability, which benefits not only individuals, but also bigger groups and the society as a whole. The more entrepreneurs there are, the more the country they reside in benefits from economical, social, and political strength.”

Risks and recommendations

One of the risks can be that the pupils will not know what to write on the cards, in this case, the teacher moves amongst the class and offers hints or says a few ideas out loud in order to encourage the participants that they are thinking along the right lines.

When describing abilities, the trainer can, for example, tell the participants to imagine a specific person that they consider to be entrepreneurial.

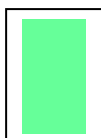
Some people can understand entrepreneurship in a negative sense, for example, tricking somebody, or generally benefiting from others at their expense. The teacher tactfully explains that when we are talking about entrepreneurship, we are talking about ethical business. The trainer can also mention the quality of entrepreneurial people and their ethics and the importance of the maturity of society as a whole.

Feedback	<p><u>Teacher's resource:</u></p> <p>What are the characteristics of an entrepreneurial person?</p> <p>For example, he shows initiative, is active, work-enthusiastic. Has ideas, is inquisitive, curious, can count well, has good judgment, feels the need to improve himself, can deal with various problems, decisive, creative, flexible, has appetite for winning, desire to be successful, productive, has the ability to overcome obstacles, is optimistic, has faith in own abilities, has foresight, is resistant to stress, is keen to work, etc.</p> <p>The participants can state nouns for abilities, such as <i>creativity</i>, or can use adjectives describing capabilities, such as <i>creative</i>, or can express it as an ability to do something, for example, <i>can create new things</i>.</p> <p>Where can we encounter entrepreneurship?</p> <ul style="list-style-type: none"> - businesspeople, entrepreneurs, who set up their businesses and run them successfully; - in a work environment, where there are business-minded employees who improve their work environment; - in spare time (such as those who organise sporting events, trips, or even improvements in their home or garden); - students, for example, who choose to study or work abroad; - basically it is possible to encounter entrepreneurship in many different groups of people, not only business people, who first come to mind. <p>What is the product of entrepreneurship?</p> <p>Entrepreneurship can manifest itself in the creation of something new, by providing services, creating products, by having good ideas or organising events. One can create something new, but it can also mean innovation. The end product, or result of entrepreneurship is tightly connected with the environment in which it is taking place and the person which it concerns. Thus, the ultimate result of entrepreneurship can be satisfying a need, self-projection, winning respect, gaining financial reward, improving productivity, establishing change, streamlining and satisfying other people's needs, etc.</p> <p>What can be gained or lost by being entrepreneurial?</p> <p>Being entrepreneurial can gain you success, money, feeling of freedom, decision independence, a good feeling from completed work, self-projection, progress and enlargement, etc.</p> <p>On the other hand, this ambition can take away much of your free time, can limit your time with your family and friends, take away established stability and calm, routine and ideals about people. It brings with it risk, the pressure of making decisions quickly and being under pressure in general. It also means responsibility, for example, for work results of a team or the whole company.</p>
Application in classes	social sciences, economic

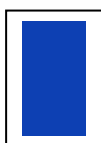
Inspired by	This exercise is based on the Competency for Entrepreneurship Manual created as part of the Competencies for the Labour Market project; RPIC-ViP Ltd., Ostrava, 2008.
Notes	

Worksheet **Entrepreneurship**

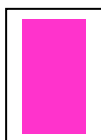
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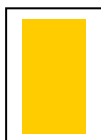
What are the characteristics of an entrepreneurial person?



Where can we encounter entrepreneurship?



What is the product of entrepreneurship?



What can be gained or lost by being entrepreneurial?

My definition of entrepreneurship: