

Entrepreneurial skills



Recommended:
11th grade



Length:
95 minutes

About this lesson

To explore postsecondary options and identify entrepreneurial skills within careers that interest them, students will evaluate if entrepreneurship is a good match to their own skills and interests, investigate paths to becoming an entrepreneur including the benefits and challenges of becoming an entrepreneur, and explain ways to apply entrepreneurial skills within a career that interests them.

Learning objectives

By the end of this lesson, students will:

- identify the skills and characteristics that make entrepreneurs successful
- investigate paths to becoming an entrepreneur (e.g. starting your own business, buying a franchise, etc.)
- explore the benefits and challenges of becoming an entrepreneur
- investigate ways to apply entrepreneurial skills within a career that interests them (develop entrepreneurial opportunities for themselves with any career)

Driving question

How can you use entrepreneurial skills in any career you choose?

Future-ready skills

Research

Analyzing

Evaluating

Comparative thinking

Lesson breakdown

20
minutes

Activity 1: My entrepreneurial spirit

In this activity, students will explore the Entrepreneur career profile in Xello to identify the skills and interests that are a good match to their own.

45
minutes

Activity 2: Xello lesson: Entrepreneurial skills

Direct students to complete the Xello lesson titled **Entrepreneurial skills** to identify the skills and characteristics that make entrepreneurs successful, investigate paths to becoming an entrepreneur, and explore the benefits and challenges of becoming an entrepreneur.

30
minutes

Activity 3: Entrepreneurship in any career

In this activity, students will review the Entrepreneur career profile and rate the **important factors**. Then investigate entrepreneurial skills within a career that interests them.

Xello entry point

Before starting this lesson students must save at least 3 careers. It's also recommended that they complete all three phases of **Matchmaker** and **Skills lab** assessments and complete Xello's lesson titled **Explore career matches**.

Vocabulary

- Entrepreneur
- Risk tolerant
- Risk averse
- Business model
- Tech startup
- Franchise
- Private practice
- Freelance service
- Skilled trades business
- Ecommerce store

Activity 1: My entrepreneurial spirit



Recommended:
11th grade



Length:
20 minutes

Inquiry prompts

- Do I have entrepreneurial spirit?
- What entrepreneurial skills and interests do I possess?

Before you begin

- Ensure students have completed all three phases of **Matchmaker** and **Skills lab** assessments and completed Xello's lesson titled **Explore career matches**.

Teaching strategies

In this activity, students will explore the Entrepreneur career profile in Xello to identify the skills and interests that are a good match to their own.

- 1 Provide the [instructions](#) on the next page to your students.

Materials required

- [Student instructions](#)
- Computer or tablet with internet access

Artifacts

Students will save the entrepreneur career and identify at least one skill and one interest that they like to the **Likes and dislikes** card of the career profile.

My entrepreneurial spirit

Student instructions

Entrepreneurs have certain traits and skills that help them achieve success. The entrepreneurial spirit is about being in tune with your passion. It means acting on your plans, and staying positive when things get tough.

- 1 Access and read the Entrepreneur career profile on Xello. Are there any aspects of the career that surprise you? After reading the profile how do you feel about the career? Select an emoji at the top of the profile.
- 2 Investigate your overall career match (excellent, good, fair, or poor) by clicking on **Find out why** at the top of the Entrepreneur career profile. Based on your answers to **Matchmaker** and **Skills lab**, do you have a stronger interests or skills match with the career? Do these results make sense? If not, take a few minutes to review your responses for both **Matchmaker (Interests)** and **Skills lab (Skills)** by clicking on each tab. Update any responses if necessary.
- 3 Add at least one skill and one interest that you like within the entrepreneur career to the **Likes and dislikes** card of the career profile, and justify why. For example, *Like an entrepreneur, I like planning how work is to be carried out, because I feel better about a project when I know what work is ahead of me.*

Activity 2 - Xello Lesson: Entrepreneurial skills



Recommended:
11th grade



Length:
45 minutes

About this activity

In activity 1, students explored the Entrepreneur career profile in Xello to identify the skills and interests that are a good match to their own.

Their next step is to complete the **Entrepreneurial skills** lesson in Xello. This lesson will help students identify the skills and characteristics that make entrepreneurs successful, investigate paths to becoming an entrepreneur (e.g. starting your own business, buying a franchise, etc.). Students explore the benefits and challenges of becoming an entrepreneur and investigate ways to apply entrepreneurial skills within a career that interests them (develop entrepreneurial opportunities for themselves with any career).

Inquiry prompts

- What is an entrepreneur?
- At what age can someone be an entrepreneur?
- What skills does someone need to be an entrepreneur?
- How have entrepreneurs changed how we live and work?
- What problems exist in your community now that an entrepreneurial spirit could help solve?

Before you begin

Before diving in with your students:

1. Create a copy or download the [Entrepreneurial skills slide presentation](#) to use as a helpful teaching aid before and after the Xello lesson.
2. Review the slides (including the speaker notes section) for suggested discussion strategies and prompts.
3. Update slide 5 of the presentation with your students' Xello sign in format. If you don't know your students' Xello login format check out [Sign in to Xello](#) for support.

Teaching strategies

Use the following strategies to set your students up for success:

- 1 Before students start the Xello lesson, take 5 minutes to have them review and consider the inquiry prompts from the **Warm up** activity slide of the [Entrepreneurial skills slide presentation](#), or choose your own. Advise students to keep these questions in mind as they complete the lesson. You will revisit these questions with them in the **Exit activity** afterwards.
- 2 Help your students log in to their Xello account. Project your screen as you model how to navigate to the lesson using your demo student account. From the student dashboard, click on a lesson to get started. If the lesson you want isn't visible, access it by selecting **View all lessons** below the lessons shown.
- 3 Students finished early? If students have time after completing the Xello lesson, encourage them to visit **Explore programs** in Xello and search for

Materials required

- Computers or tablets with internet access
- Whiteboard/projector
- [Entrepreneurial skills slide presentation](#)

Prerequisites

- Save 3 careers

Artifacts

Students will complete the Xello lesson: **Entrepreneurial skills**.

Activity 2 - Xello Lesson: Entrepreneurial skills



Recommended:
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Length:
45 minutes

Entrepreneurship/Entrepreneurial studies programs to learn more and to check out schools that offer them.

- 4 Once students have completed the Xello lesson, return to the [Entrepreneurial skills slide presentation](#) to have students revisit the inquiry prompts you posed at the beginning of class.
- 5 **Classroom discussion strategy: Think-pair-share:** Direct students to choose a partner. Assign each pair one of the suggested inquiry prompts and give them 2-3 minutes to consider their answers. Then have them turn to their partners and take turns sharing their answers.

OPTIONAL: Think-pair-share-square: Once students have shared their answers with their partners, direct them to join up with another pair and take turns sharing their answers.

Activity 3: Entrepreneurship in any career

11

Recommended:
11th grade



Length:
30 minutes

Inquiry prompts

- What are the benefits of taking an entrepreneurship path in a career?
- What would be the benefits and challenges of being my own boss?
- Which of my entrepreneurial skills could I use in another career, and how?

Before you begin

- Ensure that students have completed all three phases of the **Matchmaker** and **Skills lab** assessments and have complete Xello's lesson titled **Explore career matches**.

Teaching strategies

In this activity, students will review the Entrepreneur career profile and rate the **Important factors** to evaluate how they feel about the career as an option for themselves. Then they'll investigate entrepreneurial skills within a career that interests them to better understand the entrepreneurship path within that career.

- 1 Provide the [instructions](#) on the next page to your students.

Materials required

- [Student instructions](#)
- Computer or tablet with internet access

Artifacts

Students will rate the 6 **Important Factors** on the Entrepreneur career profile. Then, identify one business pathway for a career that interests them in the **My notes** card under **Explore this career** and support their thinking with entrepreneurial skills and interests that would help them succeed in the business venture.

Entrepreneurship in any career

Student instructions

Have you ever thought, “being your own boss is living the dream”? But like any career, entrepreneurship comes with its own set of challenges alongside the benefits. Or maybe you’ve never considered being a business owner as an option for yourself. In this activity you’ll weigh in on the **Important factors** to evaluate how you really feel about entrepreneurship and explore the entrepreneurship path within a career of interest.

- 1 Access and review the **Entrepreneur** career profile on Xello. If you haven’t already, select an emoji to identify how you feel about this career. Then click on the **Important factors** card and rate all 6 factors.
- 2 Open your **My saved options** in Xello by selecting the heart icon at the top of the page. Choose a career, other than Entrepreneur, to explore how entrepreneurship interests and skills are used in this career.
- 3 Open the career profile and select **Find out why**, then select the **Matchmaker (Interests)** tab to reveal your responses. Do you see any of the following Entrepreneur Matchmaker (Interests) aspects in this career? If yes, which, if any, do you Like or Like Very Much and make a note of it now for a later step.
 - Selling or encouraging sales
 - Planning how work is to be carried out
 - Making financial and other business-related calculations
 - Organizing or supervising people
 - Solving problems by seeking new ideas
 - Persuading and motivating people
- 4 Now select the **Skills lab (Skills)** tab to reveal your responses. Do you see any of the following Entrepreneur Skills lab (Skills) in this career? If yes, which, if any, do you desire to use Always or Often and make a note of it now for a later step.
 - Learning
 - Listening
 - Critical thinking
 - Attention to detail
 - Reading
 - Speaking
 - Writing
 - Problem solving
 - Time management
 - Persuading
 - Decision making
- 5 Think: what kind of business could you start in this career? There are lots of pathways to owning a business. Which of the following is a likely option in this career?
 - A **tech startup** is a company that sells new technology products or services, or delivers them in new ways. The company often starts small and grows as it makes profits or gets funding.
 - A **franchise** is a license that a person (called a franchisee) buys from a large business like a store or restaurant. The franchisee can use the business’s name and model to sell a service or product for profit.
 - A **private practice** is started by licensed professionals, usually in medicine, law, or counselling. The business is not controlled by another company or the government, so owners must find their own clients or patients.
 - A **freelance service** is offered to a client by an expert (called a freelancer) in an area like design, coding, or finance. Many freelancers get short-term contracts from multiple clients, and they may be paid by the hour or project.

Entrepreneurship in any career

- A **skilled trades** business is a model that some skilled tradespeople use to promote and sell their services. They may have a shop or travel to clients' homes, depending on the trade (such as plumber, electrician, or welder).
 - An **ecommerce store** allows people to buy all kinds of products online. Customers can shop at any time, from anywhere in the world, and often get the products delivered to their homes.
- 6 Select **Done** to navigate back to the career profile. In the **My notes** card under **Explore this career** explain one business pathway for this career and the entrepreneurial skills and interests that would help you to succeed in the business venture. Use your notes from steps 4 and 5 to help support your idea.
 - 7 **OPTIONAL:** Look at the **Important factors** card for this career. If you were to pursue the entrepreneurship path in this career how would the ratings for each factor change? What would be the benefits and challenges of running this business?