









Session Title: What is an “Entrepreneurial Mindset”?

Grade Level: Middle and High School

Focus: Entrepreneurial Mindset

Objectives: As a result of this lesson, the student will:

- Create a list of entrepreneurial attributes, individually, in small groups, and as a whole class.
- Use textual and digital evidence to justify decisions.
- Orally share, as a means to persuade their classmates.

PA Standards			
Career Education and Work	<ul style="list-style-type: none"> • 13.2.E: Explain, in the career acquisition process, the importance of the essential workplace skills/knowledge, such as, but not limited to: commitment, communication, dependability, health/safety, laws and regulations, personal initiative, self-advocacy, scheduling/time management, team building, technical literacy, technology. • 13.4.B: Evaluate how entrepreneurial character traits influence career opportunities. 		
English Language Arts	<ul style="list-style-type: none"> • 1.4.9 – 10.A; 1.4.11 – 12.A: Write informative/explanatory text to examine and convey complex ideas, concepts, and information clearly and accurately. • 1.5.9 – 10.A; 1.5.11 – 12.A: 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. 		
Artifact Opportunity	<ul style="list-style-type: none"> • The Closing Reflection can be used as an artifact representing standard 13.4. • The Optional Extension Activity can be used as an artifact representing standard 13.4. 		
Videos	<table border="0"> <tr> <td style="vertical-align: top;"> <ul style="list-style-type: none"> • 2018 Pittsburgh Central videos <ul style="list-style-type: none"> ◦ Link: https://www.whatssocool.org/previous-contests/pittsburgh-central-2018/ ◦ QR Code:  </td> <td style="vertical-align: top;"> <ul style="list-style-type: none"> • 2018 Pittsburgh East videos <ul style="list-style-type: none"> ◦ Link: https://www.whatssocool.org/contests/pittsburgh-east/ ◦ QR Code:  </td> </tr> </table>	<ul style="list-style-type: none"> • 2018 Pittsburgh Central videos <ul style="list-style-type: none"> ◦ Link: https://www.whatssocool.org/previous-contests/pittsburgh-central-2018/ ◦ QR Code:  	<ul style="list-style-type: none"> • 2018 Pittsburgh East videos <ul style="list-style-type: none"> ◦ Link: https://www.whatssocool.org/contests/pittsburgh-east/ ◦ QR Code: 
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Lesson Plan

Materials Needed

- Bull's Eye Diagram
- Post-it notes
- Sharpies or markers
- Video Reflection Worksheet
- "What's This Attribute?" Worksheet
- Internet access
- "What's So Cool About Manufacturing?" videos

Prior Knowledge

- Entrepreneurial Mindset
 - In order to properly engage with this lesson, the teacher will need a general understanding of an entrepreneurial mindset.
 - According to the Network for Teaching Entrepreneurship, there are eight main areas that create an entrepreneurial mindset, including: future orientation; comfort with risk; opportunity recognition; self-reliance, communication and collaboration; creativity and innovation; critical thinking and problem solving; and flexibility and adaptability. Please go to this website for more information: <https://www.nfte.com/wp-content/uploads/2017/07/NFTE-2016-Alumni-Survey-Report-2.10.20171.pdf>
- Bull's Eye Diagram Terms
 - The students may not know the term "tertiary"; therefore, the teacher should share with them that tertiary means third level, thus in this activity, it denotes items that are third in the level of importance.

Procedures and Activities

- Warm-Up
 - What is an "entrepreneurial mindset"? [2 minutes]
 - "In 2 minutes, write down as many words and phrases as you can that describe an entrepreneurial mindset."
- Body
 - Identifying an Entrepreneurial Mindset [10 minutes]
 - As a class, have a brief discussion of how students answered the warm-up.
 - As a class, decide which attributes are the most necessary elements using the Bull's Eye Diagram.
 - The Bull's Eye Diagram is an activity that will aid in the process of prioritizing attributes. For this, have students write each attribute on a post-it note, then place them within the primary, secondary, or tertiary rings to categorize the importance of each.
 - What's This Attribute? [15 minutes]
 - Working in groups of 2 – 3, students choose or are assigned 1 or 2 attributes each. Using the "What's This Attribute?" Worksheet, students will work to achieve an in-depth understanding of their terms.
 - The worksheet asks students to write a definition of their term, locate textual evidence from an online source that supports their definition, and

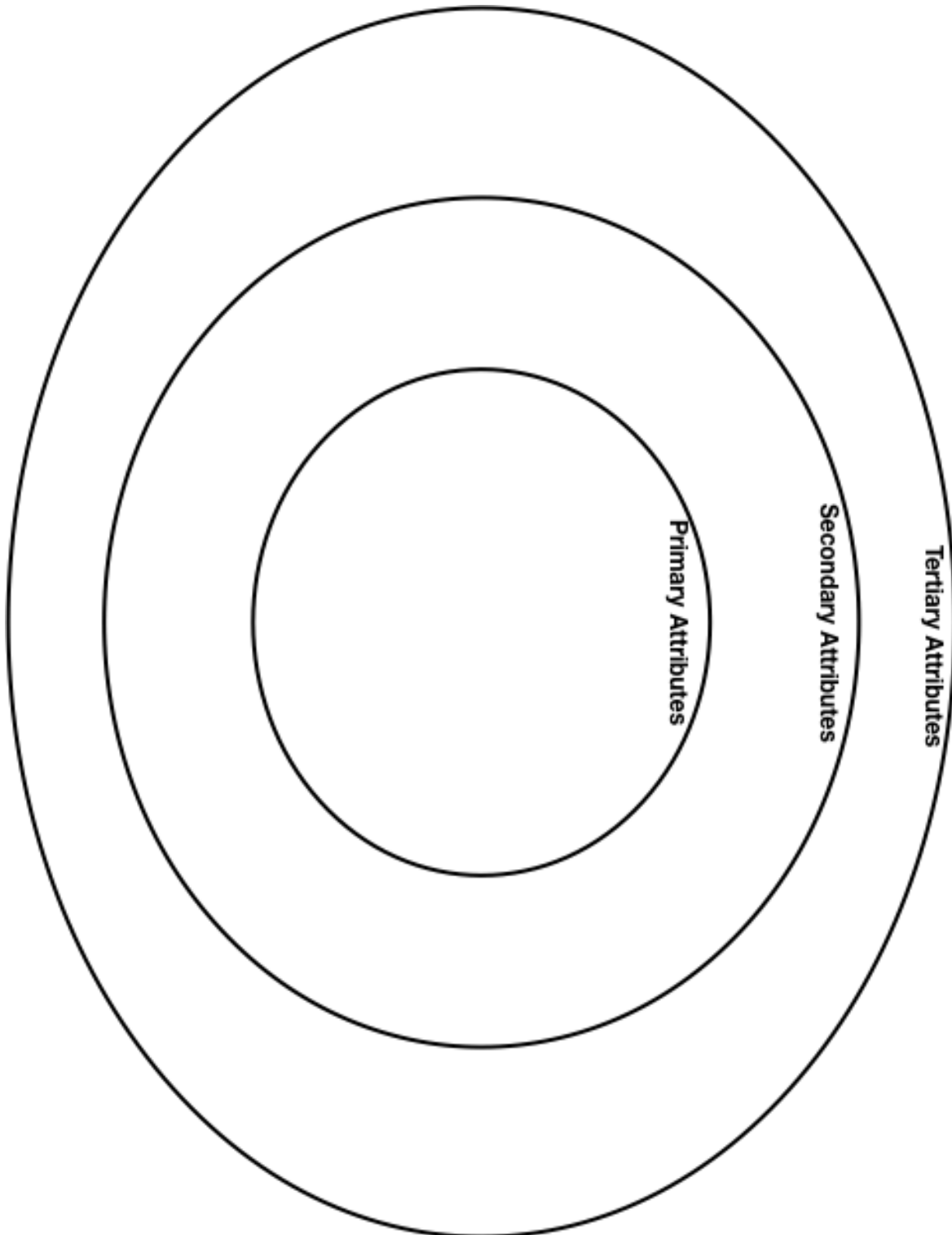


identify one video that displays their attribute and shows that it is important.

- Present & Persuade [15 minutes]
 - Remaining in their groups, students present their “What’s This Attribute?” information to the class.
 - Their goal is to convince the class through evidence and persuasion that their term is an essential element of an entrepreneurial mindset.
 - The class can then vote if any of changes should be made to the Bull’s Eye Diagram.
- Closing
 - Reflection [3 minutes]
 - On an exit slip, students respond to: “How will having an entrepreneurial mindset help you no matter what career choices you make?”
- Optional Extension Activity
 - Assign students an essay outlining:
 - Why these elements are important (require students to reference the evidence presented by other groups or in their own).
 - How they use some or all of these attributes in their daily lives.
 - How utilizing this mindset will help them in their future career, no matter what path they choose.



Bull's Eye Diagram





What's This Attribute?

Directions:

Your group needs to learn more about a specific attribute of an entrepreneurial mindset. First, you need to define this attribute. Next, you need to find textual evidence from an online source that supports your definition. Finally, you need to identify a video from the "What's So Cool About Manufacturing?" videos that showcases this attribute and shows that it is an important element of an entrepreneurial mindset.

Attribute:	
Definition:	
Textual Evidence:	
Video Evidence:	