

# 4-H Training Topics - Entrepreneurship, Be the “e”

## Background:

This project is designed to introduce Middle and High School Youth to the skills needed to become an entrepreneur and own or operate a small business. *Entrepreneurship, Be the “e”* includes two books, the **Activity Guide** for the youth and the **Helper’s Guide** for adults.

## Resource:

**Rate Yourself-Are You Ready to Start a Business?, pages 18-19, Helper’s Guide.**

## Materials Needed:

Copies of **Helper’s Guide, page 18**, for everyone (this page is also available online at [www.n4hccs.org](http://www.n4hccs.org) ), **Activity Guides**, easel, paper, markers, tape.

## Preparation Time:

Make copies of **Helper’s Guide, page 18**. Set up room with tables and chairs facing the easel, classroom style is preferred. Everyone will need to write and see the easel as well as other members of the group. This is a total group activity.

Allow 30 minutes for preparation and set-up.



## 1 Welcome and Introductions

| What to Do  | What to Say  | Minutes |
|---|--|---------|
| Introduce yourself and have staff introduce themselves, asking them to keep their introduction brief. | Welcome to the <i>4-H Entrepreneurship, Be the “e”</i> training. For the next 30 minutes we’re going to explore how to use these materials with middle school and teen youth. This is a challenging project designed to teach life skills to young people. | 2       |

## 2 Curriculum

| What to Do   | What to Say  | Minutes |
|--|--|---------|
| Show the <b>Guides</b> and make sure every table gets one copy of each that they can share.<br><br>Record the brainstorm on the easel or ask for a volunteer recorder to get more people involved. | This material will help youth understand what it takes to be a partner or run their own business. The guides are designed to be used over three years so there are many activities each taking significant time to complete. This project should be interesting even to youth not wanting to be an entrepreneur because they will learn how businesses work.<br><br>Let’s brainstorm a list of characteristics of successful entrepreneurs like Bill Gates, Donald Trump, or Martha Stewart. | 5       |

## 3 Doing an Activity

| What to Do                   | What to Say  | Minutes |
|------------------------------|--|---------|
| Distribute the one page quiz | Take about ten minutes to answer the questions and follow the instructions at the bottom of the page. When finished turn the paper over. | 10      |

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## 4 Sharing Ideas

| What to Do   | What to Say  | Minutes |
|--|--|---------|
| Have a short discussion about the answers to the quiz and the traits of entrepreneurs. | Do these answers match the characteristics on the brainstorm list? How do some differ? | 5       |

## 5 Applying the Experience

| What to Do   | What to Say   | Minutes |
|--|---|---------|
| Have a discussion about how the quiz can be used with the youth. To get more information about how the project might work with the youth use some of the “expressions” questions from <b>Helper’s Guide, page 19</b> . | Now think about the youth who will be in the project and how they will answer the quiz. Is this an activity that can be used? Are there ways to improve it? | 10      |

## 6 Making a Plan

| What to Do   | What to Say   | Minutes |
|--|---|---------|
| Make a plan for starting a <i>4-H Entrepreneurship, Be the “e”</i> project Series Project. | Now it’s time to work as a group and set some dates for project meetings. When should the project meetings start? What ideas from this training will be used? Who will be the adult project leader? When should another planning meeting be held? | 1       |

## 7 Closing

| What to Do           | What to Say  | Minutes |
|----------------------|--|---------|
| Summarize and close. | Thanks for participating in <i>Entrepreneurship, Be the “e”</i> . Are there any questions? Has a time been set to start this project? Won’t it be exciting to see the results? | 1       |

