

# ENTREPRENEURIAL MINDSET

## Unit 1



# ACKNOWLEDGEMENT

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# CLASS PLAN: WHAT WILL YOU LEARN?

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1. What is self-employment & entrepreneurship?
  2. Entrepreneurship can mean different things for different people
  3. Setting Expectations
  4. Introduction: Support Map

# UNIT ACTIVITIES

Each Entrepreneurship Unit has different activities throughout the slide show.  
Here is a quick guide for each kind of activity you will see:



## CHECK FOR UNDERSTANDING

**Check For Understanding** activities are comprehension questions that refer to videos or presented content. These questions are listed on the accompanying worksheet in the google drive unit folder.

## THINK ABOUT IT

**Think About It** questions can be completed independently, with a partner, small group, or whole class. These are questions that can be answered out loud, in your mind, or written down.

## PLAN AHEAD

**Plan Ahead** questions are completed on the planning graphic organizer in your google drive folder. This is a planning guide before you complete your official business plan.

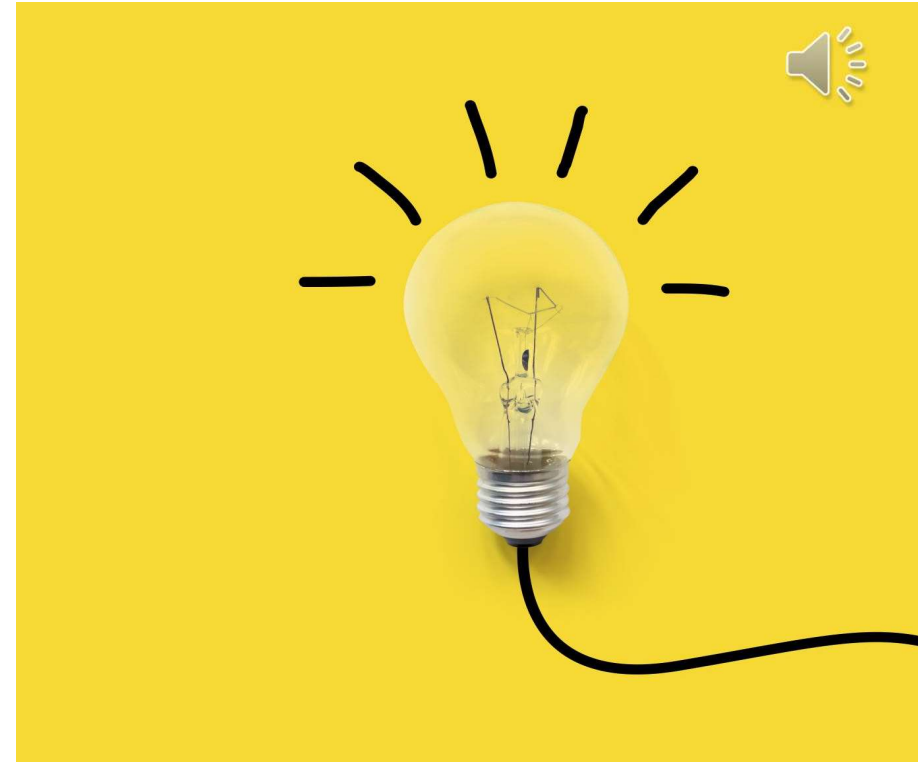
## SUPPORT MAP

**Support Map** activities are completed on the Support Map slide in your google drive folder. This is a PowerPoint slide that can be resaved and manipulated to identify supportive people to help you start your business.

1.

# WHAT IS SELF-EMPLOYMENT & ENTREPRENEURSHIP?

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# WHAT IS ENTREPRENEURSHIP?

Most people think of entrepreneurship as “starting a business.”  
Entrepreneurs can be found in lots of places.

For example:

- A woman who makes a truck that can take frozen food from warehouses to grocery stores is an entrepreneur.
- A man who opens a taco stand is an entrepreneur.



# WHAT IS ENTREPRENEURSHIP?



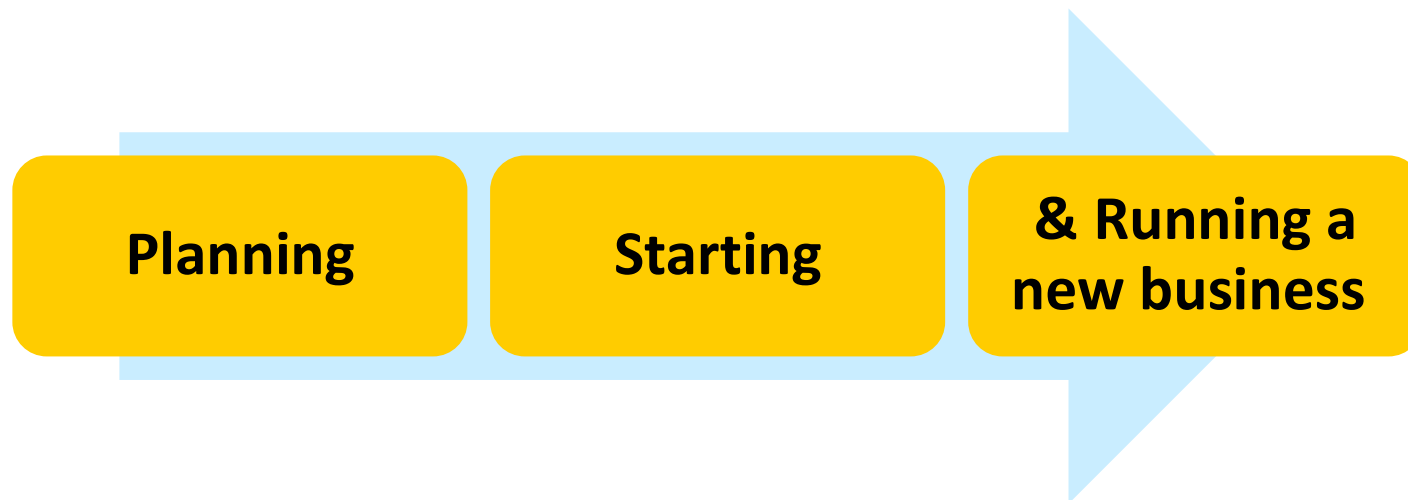
Entrepreneurs are not just small-business owners.  
Many entrepreneurs also want their business to  
grow.

A business may start small, but an entrepreneur may  
want it to grow.



# WHAT IS ENTREPRENEURSHIP?

**Entrepreneurship is the process of:**



**Your business will start as a small business.**





# WHAT IS ENTREPRENEURSHIP?

There are three main kinds of entrepreneurship we will talk about:



1. Self-employment



2. Entrepreneurship



3. Social Entrepreneurship/Social Business



# WHAT IS ENTREPRENEURSHIP?

**1. SELF-EMPLOYMENT** is when someone gets a job by starting their own business with the goal of making enough money to support themselves.

## Examples:

- Pottery by Erika

Gibson: <https://www.erikagibson.com/about/>

- Devora's Dream: <https://www.devorasdream.org/>



# WHAT IS ENTREPRENEURSHIP?

**2. ENTREPRENEURSHIP** is starting a business that makes money and can grow. This means the business owner can hire more people and make money from their business.

## Examples:

- Theo Nicole Lorenz: <https://www.theonicole.com/about>
- Two Blind Brothers: <https://twoblindbrothers.com/pages/about-us>
- Domino's Pizza: <https://biz.dominos.com/web/public/about-dominos/history>





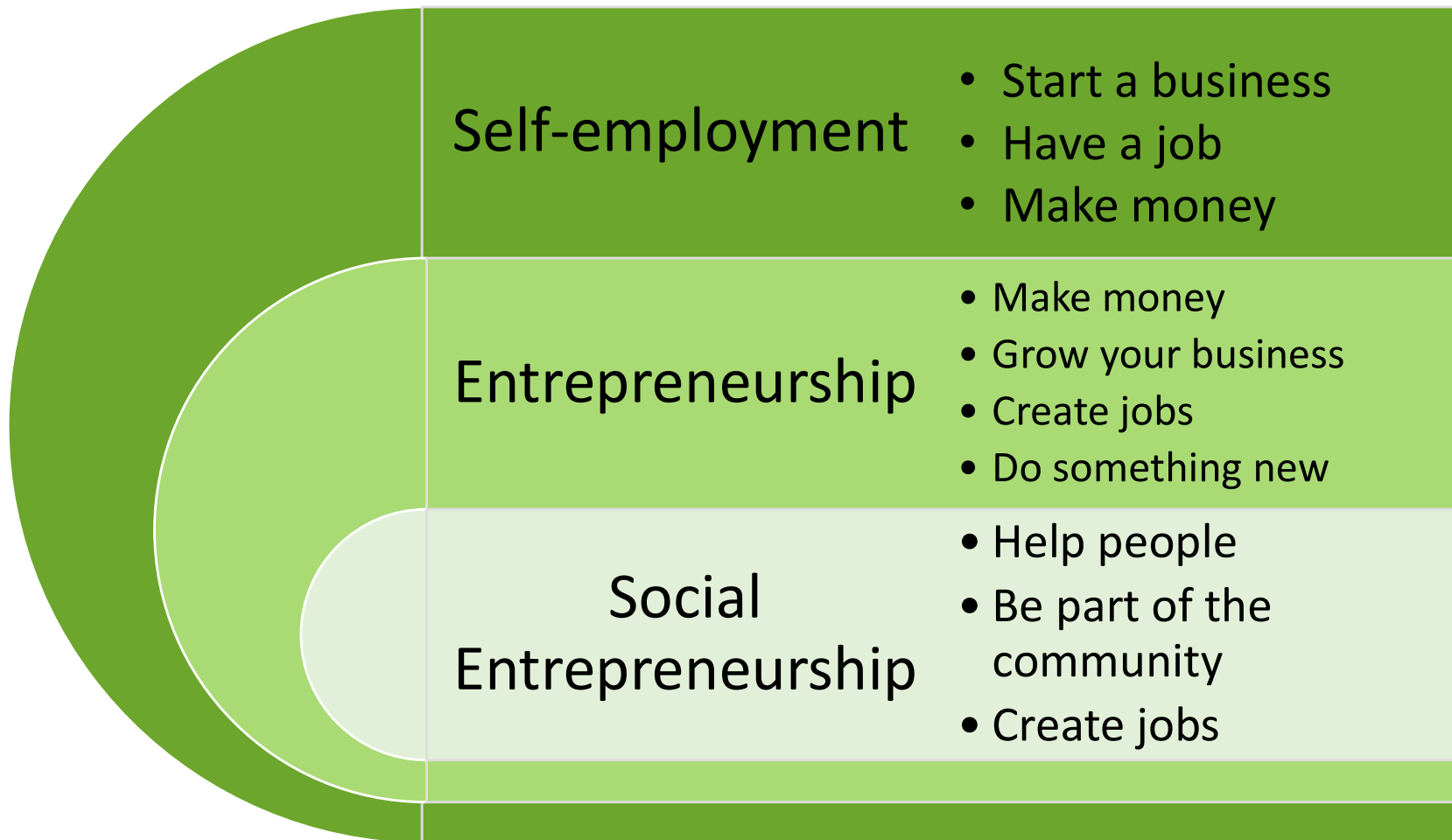
# WHAT IS SOCIAL ENTREPRENEURSHIP?

**3. SOCIAL ENTREPRENEURSHIP or SOCIAL BUSINESS** means starting a business that makes money and helps people.

Many social entrepreneurs start businesses to help people like them or to help people in their community. They want to solve problems with their business. For example, starting a new service offered to people in the community such as delivering meals or starting a childcare center.

## Examples:

- Sweet Beginnings: <https://benefitchicago.org/borrower/sweet-beginnings/>
- Chicago Furniture Bank: <https://www.chicagofurniturebank.org/what-we-do>



# RESOURCES



The next three slides have videos with different kinds of entrepreneurs. Watch the videos and see if you can tell which kind of entrepreneur they are:



This video is about the organization Change 23.

# RESOURCES



This video is about hotdog vendors and Greg's role and experience.

# RESOURCES



This video is about a Zumba dance creator.





## CHECK FOR UNDERSTANDING

From the videos you just watched:

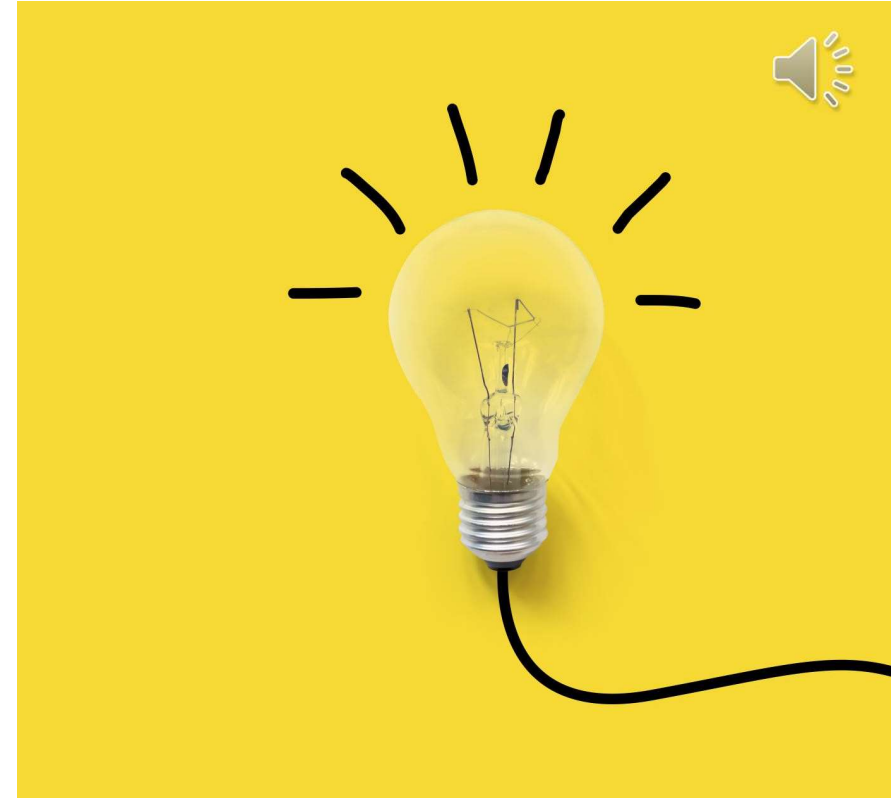
1. Who is a social entrepreneur? Why do you think so?
2. Who is an entrepreneur? Why do you think so?
3. Who is self-employed? Why do you think so?



2.

# ENTREPRENEURSHIP CAN MEAN DIFFERENT THINGS FOR DIFFERENT PEOPLE

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# RESOURCES



This is a music video showing black entrepreneurs. Pay attention to the different entrepreneurs. Is there one you like best?



# THINK ABOUT IT

From the video:

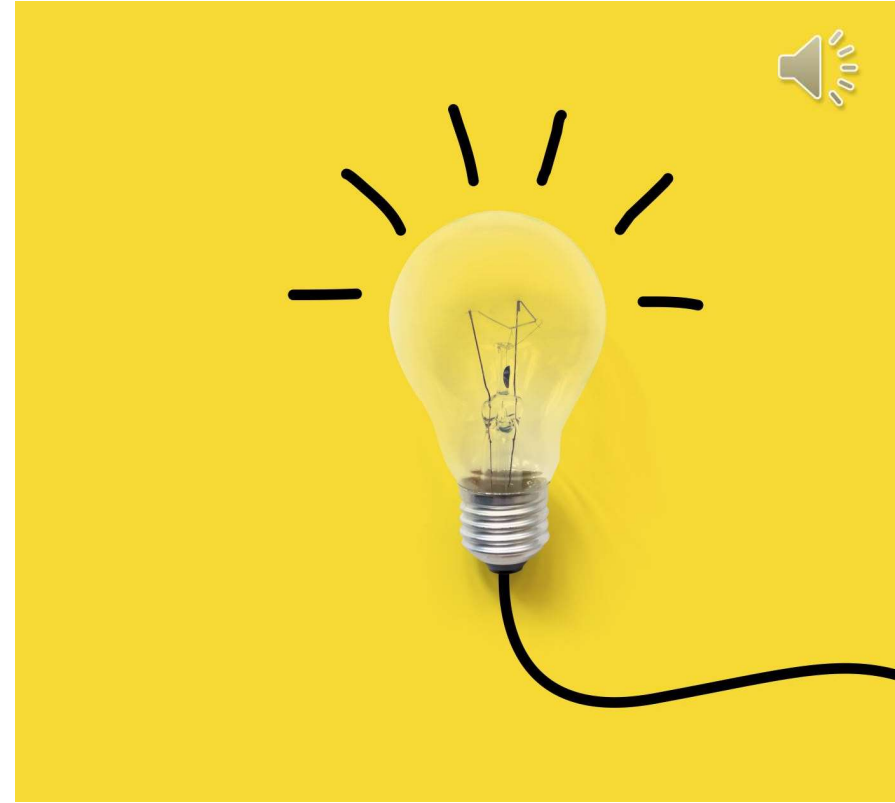
1. Is there an entrepreneur in the video that you like?
  - a. If yes, which one and why?
  - b. If not, find a different example online of an entrepreneur you do like. Why did you pick this person.



3.

# SETTING EXPECTATIONS

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# SETTING EXPECTATIONS



People can sometimes use the word “entrepreneurship” in a different way. They may use it to talk about things people do such as taking risks, doing something new, and working hard.



To make their business work, entrepreneurs need to work hard, keep trying, and love what they do.



# SETTING EXPECTATIONS



An entrepreneur works hard to meet their goals. They may work harder than other people to do this.

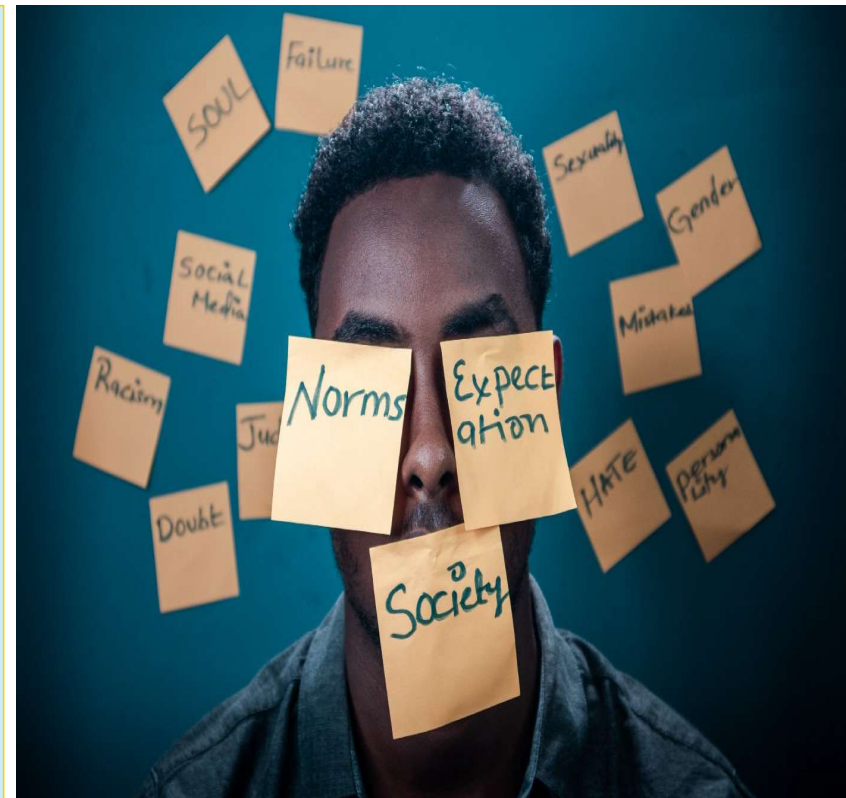
Combining personal dreams with business goals is a great way for an entrepreneur to succeed in starting a business.

# SETTING EXPECTATIONS



## Having expectations that are too low can cause problems:

- If goals are too low, a person may not work as hard as they can. They may only do what they need to meet the goal, instead of doing their best.
- They may not do as much as they can, because people did not expect a lot from them.





# SETTING EXPECTATIONS



Expectations that are too high are just as bad!

- When too high of expectations are set, it can set someone up to fail instead of setting them for success.
- It is important to keep expectations realistic so people can meet their goals.



# WHAT ARE REALISTIC EXPECTATIONS FOR ENTREPRENEURS?



It depends on your goals and needs!

Which is the best fit for you?

- Self-employment?
- Entrepreneurship?
- Social entrepreneurship?

Your idea should be something you can do.



# PLAN AHEAD

1. Which type of entrepreneurship do you think is right for you? Self-employment, entrepreneurship, or social-entrepreneurship? Why?
2. What is one goal you have for yourself and your business?

Write these things down in the Unit 1 section of your graphic organizer.



# PERSON-CENTERED PLANNING

**Person Centered Planning** is a way of making a plan for a person to meet the goals they set. This method looks at what a person can do, what they like, and what they are good at.

Several person-centered planning tools can help entrepreneurs with disabilities to think of ideas for their goals for themselves, and for their business.



# PERSON-CENTERED PLANNING



**There are many ways to  
make a plan.**



**The next two slides will  
show you:**

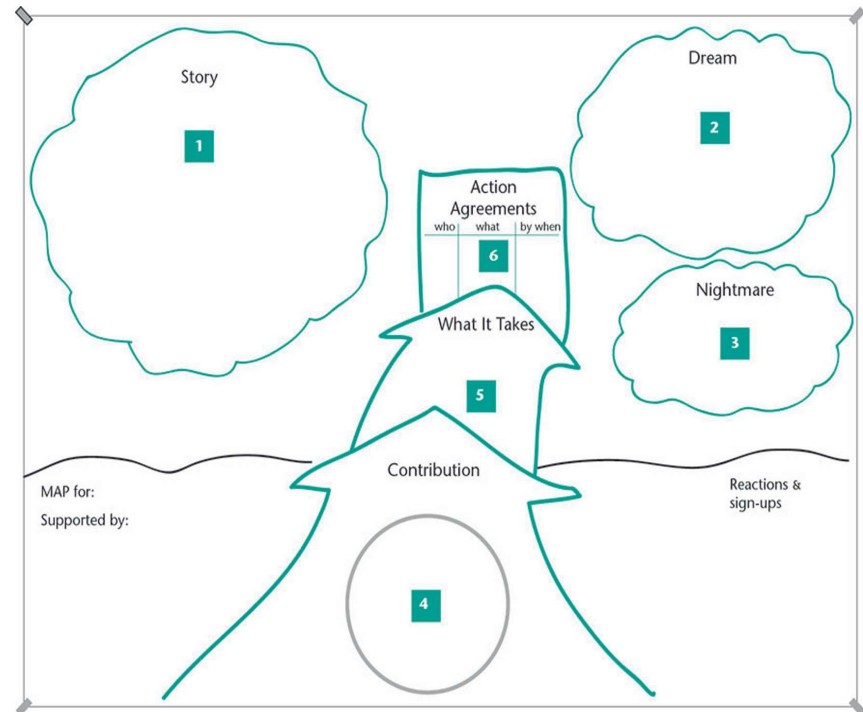
MAP Planning  
CIRCLES of Support



# PERSON-CENTERED PLANNING: MAP PLANNING

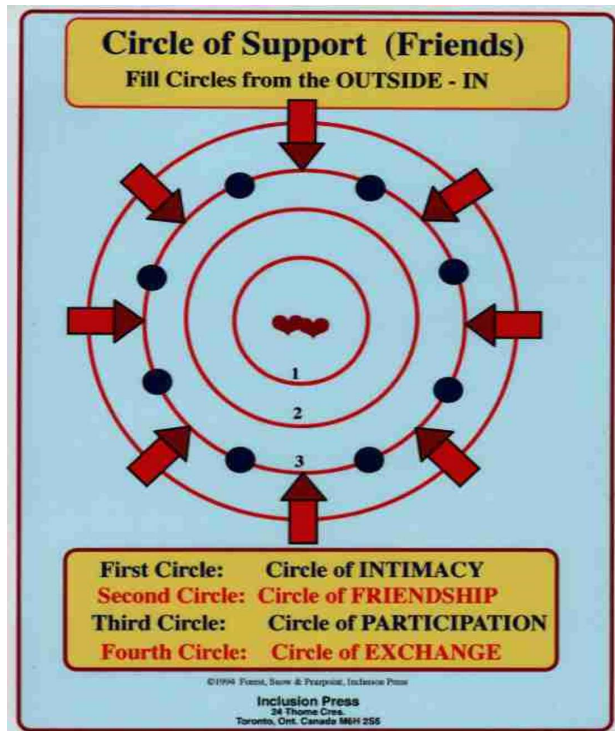


Click this link to learn more about Making Action Plans (MAP).



[https://inclusion.com/path-maps-and-person-centered-planning/maps\\_planning/](https://inclusion.com/path-maps-and-person-centered-planning/maps_planning/)

# PERSON-CENTERED PLANNING: CIRCLES OF SUPPORT



Click this link to learn more  
about Circle of Support.



**READ THIS**

<https://inclusion.com/path-maps-and-person-centered-planning>



# RESOURCES



**READ THIS**

This website talks about the parts of the entrepreneurial mindset.





# THINK ABOUT IT

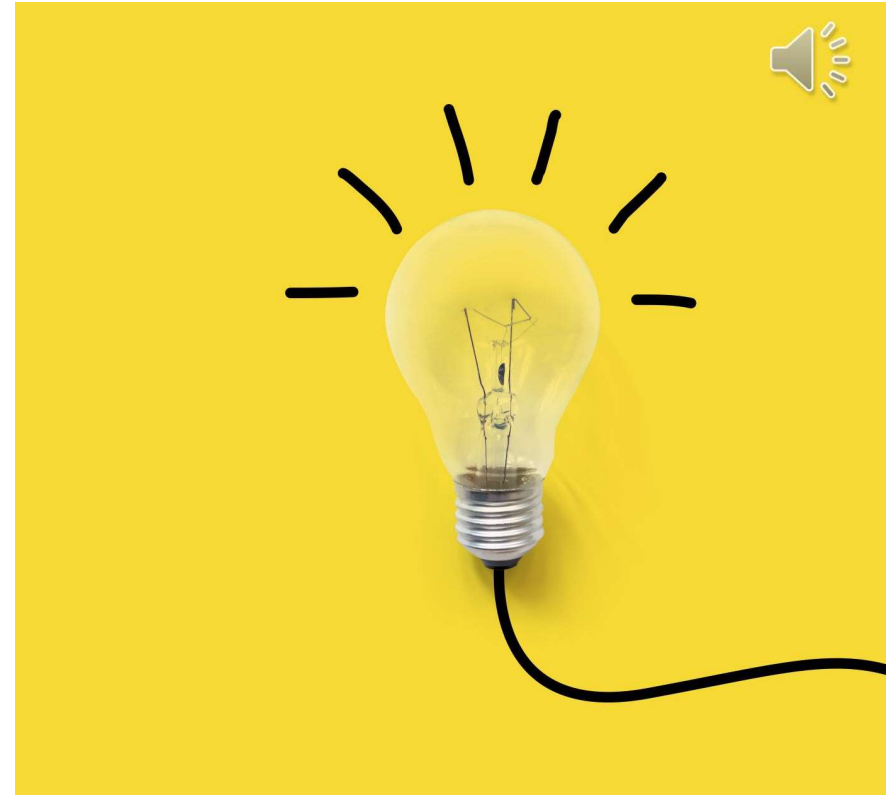
1. What parts of the entrepreneurial mindset do you have?
2. Are there any parts that you want to work on?
3. What do you think you could do to get better at each of these things?



4.

# INTRODUCTION: SUPPORT MAP

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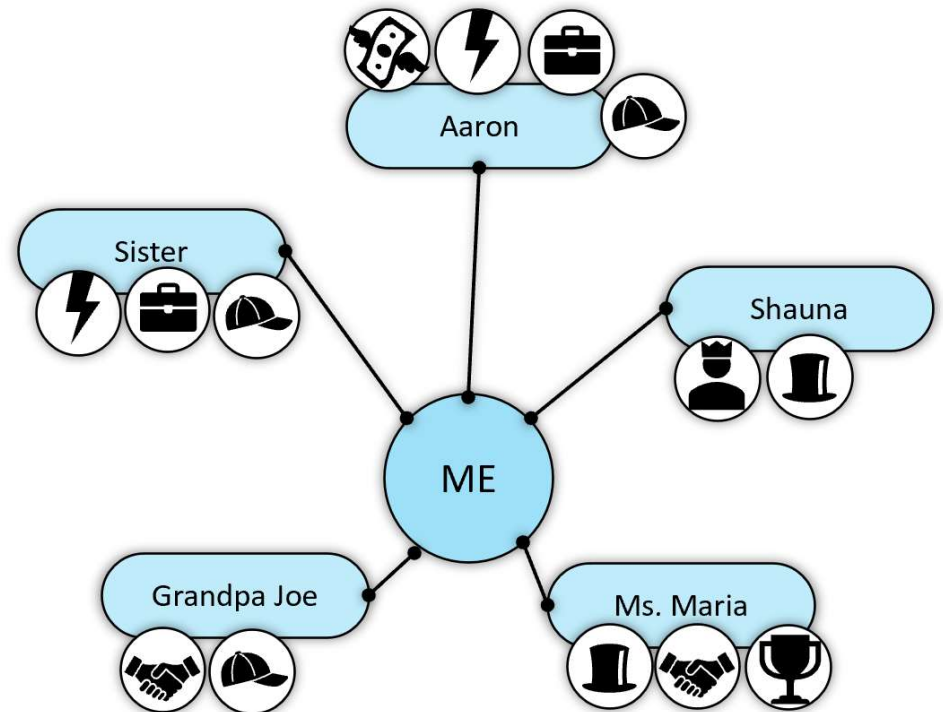


# WELCOME TO YOUR SUPPORT MAP



Support is important. It helps us solve problems. Support can also help you find jobs. For entrepreneurs, support helps you to get experience, get customers, make your business bigger, and find other people to help you.

As you go through this course you will add to your support map each week. We can't wait to see it grow!





# SUPPORT MAP: HOW IT WORKS



## **SUPPORTS I HAVE...**

THINK ABOUT WHAT SUPPORTS YOU HAVE NOW. THIS CAN BE FAMILY, FRIENDS, PEOPLE FROM SCHOOL OR YOUR COMMUNITY.



## **SUPPORTS I NEED...**

THINK ABOUT WHAT SUPPORTS YOU WILL NEED AS AN ENTREPRENEUR.



## **MAP IT!**

EACH WEEK YOU WILL KEEP THINKING ABOUT YOUR SUPPORTS AND ADDING THEM TO YOUR SUPPORT MAP.



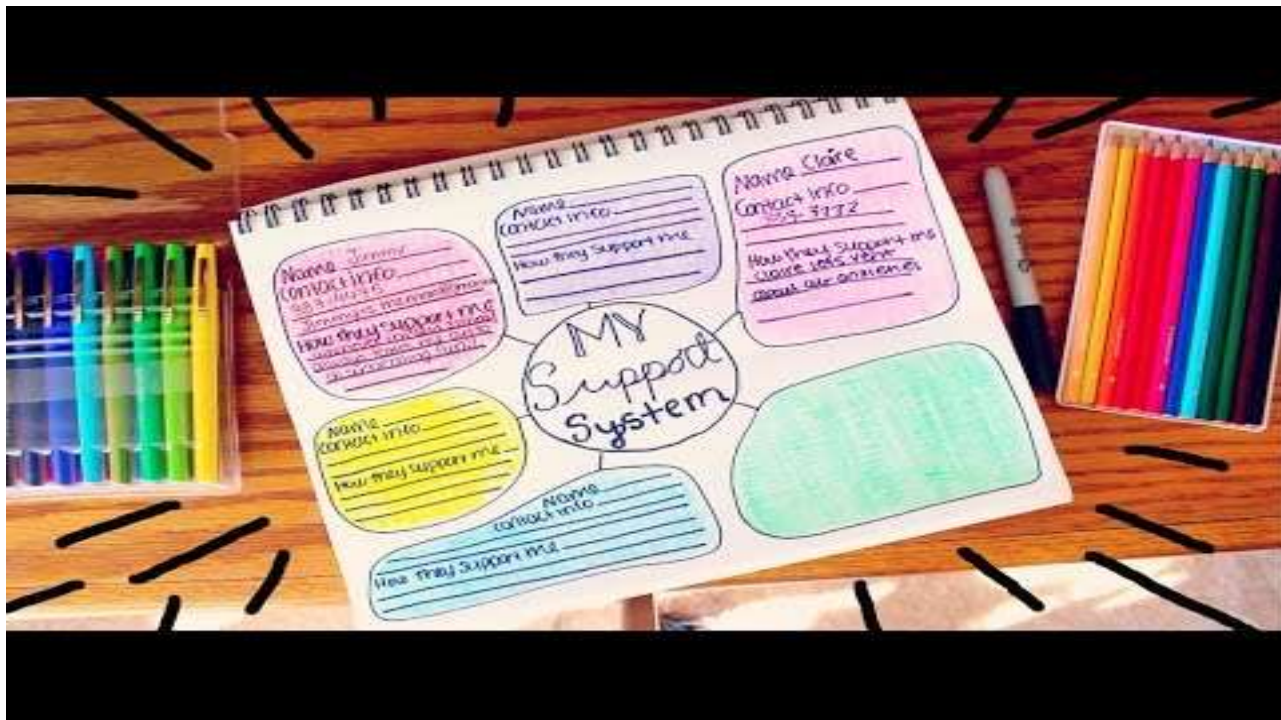
# RESOURCES



This video shows how important support is.



# RESOURCES & MULTIMEDIA



This video talks about support and how to make one kind of support map.



# THINK ABOUT IT

From the videos:

1. Who supports you through the good and bad times?
2. What things do you need/want support in?
3. Who listens to you with an open mind?
4. What type of support do you want?



# NEXT STEPS



## Quiz:

- ❖ Take the quiz until you get them all correct.

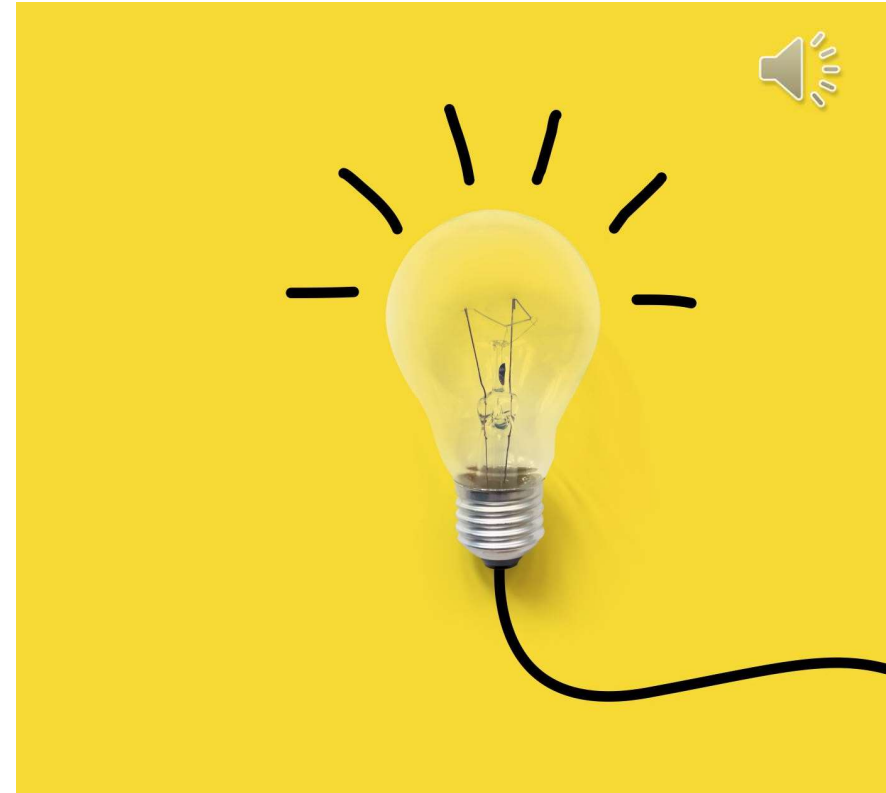
## Activities:

- ❖ Complete the activity worksheet on your own or with your class.



# ADDITIONAL RESOURCES

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# RESOURCES



This video tells you what an entrepreneur is and what they can do.

# WHAT CAN ENTREPRENEURSHIP LOOK LIKE?



**READ THIS**

Click on the book to read about how entrepreneurship means different things to different people.

<https://onlinegrad.syracuse.edu/blog/word-entrepreneur-mean/>



# THINK ABOUT IT

After reading the website on the last slide:

1. Which definitions of entrepreneur do you like and why?





# RESOURCES



This video is about 2 youth entrepreneurs, why they like entrepreneurship and what it gives them.



# CHECK FOR UNDERSTANDING

After watching the video on the last slide, take some time to answer these questions:

1. Did these people have all the skills they needed to start their business?
2. How did they start their business?





## THINK ABOUT IT

What did you learn about entrepreneurial skills you might need based on their story?

