

EntreSkills I - Version 2.0 ©2004

Targeted Grade Level: High School Students (grades 9 to 12) and their teachers

Lifelong Learning Model: Stage 1 – The Basics, and Stage 2 – Competency Awareness

Source: Office of Entrepreneurial Education, a unit of The New York State Small Business Development Center

Availability and Cost: EntreSkills I v. 2.0 Web-based and CD curriculum is available to New York State High School Educators at no charge with the understanding that they will provide feedback to further develop the product. *Other states:* Contact Beverly Ford at b.ford@nyssbdc.org or 518-443-5398, ext. 125.

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Description:

EntreSkills I is an instructional tool created for high school students that will teach them the skills needed to build and operate a successful small business. Curriculum can be used as a Web-based resource, a CD-based resource, or in a more traditional manner, with paper printouts from the CD or Web version.

EntreSkills I may be used exclusively for an entrepreneurship course or to supplement other business education courses. Teachers who register within the EntreSkills I program have access to resources that are compiled of chapter exercises, additional student activities, entrepreneur case studies, student Web site exploration activities, a series of vocabulary quizzes with answer keys, Web site teacher resources and a print-friendly version of each chapter.

- Chapter 1 - Introduction
- Chapter 2 – So You Want to be an Entrepreneur
- Chapter 3 – What Type of Business Should You Start
- Chapter 4 – Creating Your Business Strategy
- Chapter 5 – The Law and You
- Chapter 6 – Marketing
- Chapter 7 – Managing Your Business
- Chapter 8 – People Side of Business
- Chapter 9 – Financial Statements
- Chapter 10 - Sources of Financing
- Chapter 11 – Building Your Business Plan
- Chapter 12 – Glossary of Terms and Reference Section

Supported by NATIONAL ENTREPRENEURSHIP EDUCATION STANDARDS

A. Entrepreneurial Processes

Standard: Understands concepts and processes associated with successful entrepreneurial performance

A.01 Explain the need for entrepreneurial discovery

A.02 Discuss entrepreneurial discovery processes

A.04 Determine opportunities for venture creation

A.05 Assess opportunities for venture creation

A.06 Describe idea-generation methods

A.07 Generate venture ideas

A.12 Assess risks associated with venture

A.13 Describe external resources useful to entrepreneurs during concept development

A.26 Evaluate risk-taking opportunities

Sample: **EntreSkills I, Chapter 2: So You Want to Be An Entrepreneur?**

SAMPLE Chapter 2, Section 5 OBJECTIVES

Advantages and Disadvantages – What are the Rewards?

- * Identify and understand some of the drawbacks and difficulties associated with being an entrepreneur.
- * Recognize the benefits of being a successful business owner.
- * Determine whether or not you are willing to do the difficult things it takes to be a successful entrepreneur

SAMPLE Chapter 2, Section 5 CONTENT

Section 5 discusses the advantages and disadvantages and considers the rewards. Activities include writing a short essay stating whether or not you have an entrepreneurial personality and then share with others in the class and exploring successful entrepreneurs and evaluating what makes them successful.