

Youth Entrepreneurs of Kansas



Targeted Grade Level: 10-12

Lifelong Learning Model:

Stage 1-The Basics

Stage 2-Competency Awareness

Stage 3-Creative Applications

Source: Youth Entrepreneurs of Kansas, Inc.

Availability: Focused on the State of Kansas

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Description:

Youth Entrepreneurs of Kansas is an intense, year-long program designed to immerse high school students in the world of entrepreneurship. The program is delivered during the school day, as a year-long course that counts as a business elective credit for high school graduation. Students are taught by highly trained school teachers and introduced to local entrepreneurs, business leaders and philanthropists.

Student alumni of the program have the opportunity to continue to develop personally and professionally through exposure to multiple graduate services that are offered. All of the program components are designed to encourage entrepreneurship and sound free-market economic thinking.

The YEK program is privately funded through generous support of foundations, corporations and individuals. Youth Entrepreneurs of Kansas is a 501 (c)(3) not-for-profit organization.

SAMPLE:

Supported by NATIONAL ENTREPRENEURSHIP EDUCATION STANDARDS

D. Communications and Interpersonal Skills

D.30 Demonstrate negotiation skills

Objectives:

- Identify negotiation techniques
- Observe negotiation being used in a business setting
- Use negotiation in a business situation

Content:

- Negotiations are a win-win
- Negotiation is not an end-game; if you win he loses, etc.
- Negotiation helps people get what they value more

Assessment:

- Sufficiently outline negotiation techniques in-class measuring overall understanding with a quiz.
- Direct students as a homework assignment to observe a negotiation taking place in a business setting. Have the students write a memo describing their experience.
- Simulate negotiations in the classroom using students as buyers and sellers. Have classmates evaluate and critique one another's use of negotiation skills.