

# Entrepreneurial skills



Recommended:  
11th grade



Length:  
95 minutes

## About this lesson

To explore postsecondary options and identify entrepreneurial skills within careers that interest them, students will evaluate if entrepreneurship is a good match to their own skills and interests, investigate paths to becoming an entrepreneur including the benefits and challenges of becoming an entrepreneur, and explain ways to apply entrepreneurial skills within a career that interests them.

## Learning objectives

By the end of this lesson, students will:

- identify the skills and characteristics that make entrepreneurs successful
- investigate paths to becoming an entrepreneur (e.g. starting your own business, buying a franchise, etc.)
- explore the benefits and challenges of becoming an entrepreneur
- investigate ways to apply entrepreneurial skills within a career that interests them (develop entrepreneurial opportunities for themselves with any career)

## Driving question

How can you use entrepreneurial skills in any career you choose?

## Future-ready skills

Research

Analyzing

Evaluating

Comparative thinking

## Lesson breakdown



### Activity 1: My entrepreneurial spirit

In this activity, students will explore the Entrepreneur career profile in Xello to identify the skills and interests that are a good match to their own.



### Activity 2: Xello lesson: Entrepreneurial skills

Direct students to complete the Xello lesson titled **Entrepreneurial skills** to identify the skills and characteristics that make entrepreneurs successful, investigate paths to becoming an entrepreneur, and explore the benefits and challenges of becoming an entrepreneur.



### Activity 3: Entrepreneurship in any career

In this activity, students will review the Entrepreneur career profile and rate the **important factors**. Then investigate entrepreneurial skills within a career that interests them.

## Xello entry point

Before starting this lesson students must save at least 3 careers. It's also recommended that they complete all three phases of **Matchmaker** and **Skills lab** assessments and complete Xello's lesson titled **Explore career matches**.

## Vocabulary

- Entrepreneur
- Risk tolerant
- Risk averse
- Business model
- Tech startup
- Franchise
- Private practice
- Freelance service
- Skilled trades business
- Ecommerce store

## Activity 1: My entrepreneurial spirit



Recommended:  
11th grade



Length:  
20 minutes

### Inquiry prompts

- Do I have entrepreneurial spirit?
- What entrepreneurial skills and interests do I possess?

### Before you begin

- Ensure students have completed all three phases of **Matchmaker** and **Skills lab** assessments and completed Xello's lesson titled **Explore career matches**.

### Teaching strategies

In this activity, students will explore the Entrepreneur career profile in Xello to identify the skills and interests that are a good match to their own.

- 1 Provide the [instructions](#) on the next page to your students.

### Materials required

- [Student instructions](#) (also available in [Spanish](#))
- Computer or tablet with internet access

### Artifacts

Students will save the entrepreneur career and identify at least one skill and one interest that they like to the **Likes and dislikes** card of the career profile.

# My entrepreneurial spirit

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## Student instructions

Entrepreneurs have certain traits and skills that help them achieve success. The entrepreneurial spirit is about being in tune with your passion. It means acting on your plans, and staying positive when things get tough.

- 1 Access and read the Entrepreneur career profile on Xello. Are there any aspects of the career that surprise you? After reading the profile how do you feel about the career? Select an emoji at the top of the profile.
- 2 Investigate your overall career match (excellent, good, fair, or poor) by clicking on **Find out why** at the top of the Entrepreneur career profile. Based on your answers to **Matchmaker** and **Skills lab**, do you have a stronger interests or skills match with the career? Do these results make sense? If not, take a few minutes to review your responses for both **Matchmaker (Interests)** and **Skills lab (Skills)** by clicking on each tab. Update any responses if necessary.
- 3 Add at least one skill and one interest that you like within the entrepreneur career to the **Likes and dislikes** card of the career profile, and justify why. For example, *Like an entrepreneur, I like planning how work is to be carried out, because I feel better about a project when I know what work is ahead of me.*

# Mi espíritu emprendedor

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## Instrucciones para estudiantes

Los empresarios tienen determinadas características y aptitudes que les permiten alcanzar el éxito. Para el espíritu empresarial, lo más importante es mantenerse conectado con lo que nos apasiona. Tiene que ver con poner en acción los planes y mantener una mentalidad positiva cuando surgen dificultades.

- 1 Accede al perfil de la profesión de empresario de Xello y léelo. ¿Hay aspectos de la profesión que te sorprendan? Después de leer el perfil, ¿qué sensación te genera la profesión? Selecciona un emoji en el tema del perfil.
- 2 Investiga el nivel de coincidencia general de la profesión (excelente, bueno, regular o bajo) haciendo clic en **Averiguar por qué**, en la parte superior del perfil de la profesión de empresario. Según tus respuestas en **Matchmaker** y el **Laboratorio de aptitudes**, ¿tienes una mayor coincidencia de intereses o aptitudes con la profesión? ¿Los resultados tienen sentido? Si esto no sucede, tómate unos minutos para revisar tus respuestas para **Matchmaker (intereses)** y el **Laboratorio de aptitudes (Aptitudes)** haciendo clic en cada pestaña. Actualiza cualquier respuesta si es necesario.
- 3 Agrega al menos una aptitud y un interés que te gusten en la profesión de empresario a la tarjeta de **Lo que me gusta y lo que no** del perfil de la profesión, y proporciona una justificación. Ejemplo: “Como empresario, me gusta planificar la forma en que el trabajo se debe hacer porque me siento mejor acerca de un proyecto cuando conozco el trabajo que debo hacer”.

## Activity 2 - Xello Lesson: Entrepreneurial skills



Recommended:  
11th grade



Length:  
45 minutes

### About this activity

In activity 1, students explored the Entrepreneur career profile in Xello to identify the skills and interests that are a good match to their own.

Their next step is to complete the **Entrepreneurial skills** lesson in Xello. This lesson will help students identify the skills and characteristics that make entrepreneurs successful, investigate paths to becoming an entrepreneur (e.g. starting your own business, buying a franchise, etc.). Students explore the benefits and challenges of becoming an entrepreneur and investigate ways to apply entrepreneurial skills within a career that interests them (develop entrepreneurial opportunities for themselves with any career).

### Inquiry prompts

- What is an entrepreneur?
- At what age can someone be an entrepreneur?
- What skills does someone need to be an entrepreneur?
- How have entrepreneurs changed how we live and work?
- What problems exist in your community now that an entrepreneurial spirit could help solve?

### Before you begin

Before diving in with your students:

1. Create a copy or download the [Entrepreneurial skills slide presentation](#) (also available in [Spanish](#)) to use as a helpful teaching aid before and after the Xello lesson.
2. Review the slides (including the speaker notes section) for suggested discussion strategies and prompts.
3. Update slide 5 of the presentation with your students' Xello sign in format. If you don't know your students' Xello login format check out [Sign in to Xello](#) for support.

### Teaching strategies

Use the following strategies to set your students up for success:

- 1 Before students start the Xello lesson, take 5 minutes to have them review and consider the inquiry prompts from the **Warm up** activity slide of the [Entrepreneurial skills slide presentation](#) (also available in [Spanish](#)), or choose your own. Advise students to keep these questions in mind as they complete the lesson. You will revisit these questions with them in the **Exit activity** afterwards.
- 2 Help your students log in to their Xello account. Project your screen as you model how to navigate to the lesson using your demo student account. From the student dashboard, click on a lesson to get started. If the lesson you want isn't visible, access it by selecting **View all lessons** below the lesson shown,

### Materials required

- Computers or tablets with internet access
- Whiteboard/projector
- [Entrepreneurial skills slide presentation](#) (also available in [Spanish](#))

### Prerequisites

- Save 3 careers

### Artifacts

Students will complete the Xello lesson: **Entrepreneurial skills**.

## Activity 2 - Xello Lesson: Entrepreneurial skills



Recommended:  
11th grade



Length:  
45 minutes

or **View lessons** on the left of your screen.

- 3 Students finished early? If students have time after completing the Xello lesson, encourage them to visit **Explore majors** in Xello and search for the **Entrepreneurship/Entrepreneurial studies** major to learn more and to check out schools that offer it.
- 4 They can also explore their dashboard feed where they'll find content related to their saved careers.
- 5 Once students have completed the Xello lesson, return to the [Entrepreneurial skills slide presentation](#) (also available in [Spanish](#)) to have students revisit the inquiry prompts you posed at the beginning of class.
- 6 **Classroom discussion strategy: Think-pair-share:** Direct students to choose a partner. Assign each pair one of the suggested inquiry prompts and give them 2-3 minutes to consider their answers. Then have them turn to their partners and take turns sharing their answers.

**OPTIONAL: Think-pair-share-square:** Once students have shared their answers with their partners, direct them to join up with another pair and take turns sharing their answers.

## Activity 3: Entrepreneurship in any career



Recommended:  
11th grade



Length:  
30 minutes

### Inquiry prompts

- What are the benefits of taking an entrepreneurship path in a career?
- What would be the benefits and challenges of being my own boss?
- Which of my entrepreneurial skills could I use in another career, and how?

### Before you begin

- Ensure that students have completed all three phases of the **Matchmaker** and **Skills lab** assessments and have complete Xello's lesson titled **Explore career matches**.

### Teaching strategies

In this activity, students will review the Entrepreneur career profile and rate the **Important factors** to evaluate how they feel about the career as an option for themselves. Then they'll investigate entrepreneurial skills within a career that interests them to better understand the entrepreneurship path within that career.

- 1 Provide the [instructions](#) on the next page to your students.

### Materials required

- [Student instructions](#) (also available in [Spanish](#))
- Computer or tablet with internet access

### Artifacts

Students will rate the 6 **Important Factors** on the Entrepreneur career profile. Then, identify one business pathway for a career that interests them in the **My notes** card under **Explore this career** and support their thinking with entrepreneurial skills and interests that would help them succeed in the business venture.

# Entrepreneurship in any career

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## Student instructions

Have you ever thought, “being your own boss is living the dream”? But like any career, entrepreneurship comes with its own set of challenges alongside the benefits. Or maybe you’ve never considered being a business owner as an option for yourself. In this activity you’ll weigh in on the **Important factors** to evaluate how you really feel about entrepreneurship and explore the entrepreneurship path within a career of interest.

- 1 Access and review the **Entrepreneur** career profile on Xello. If you haven’t already, select an emoji to identify how you feel about this career. Then click on the **Important factors** card and rate all 6 factors.
- 2 Open your **My saved options** in Xello by selecting the heart icon at the top of the page. Choose a career, other than Entrepreneur, to explore how entrepreneurship interests and skills are used in this career.
- 3 Open the career profile and select **Find out why**, then select the **Matchmaker (Interests)** tab to reveal your responses. Do you see any of the following Entrepreneur Matchmaker (Interests) aspects in this career? If yes, which, if any, do you Like or Like Very Much and make a note of it now for a later step.
  - Selling or encouraging sales
  - Planning how work is to be carried out
  - Making financial and other business-related calculations
  - Organizing or supervising people
  - Solving problems by seeking new ideas
  - Persuading and motivating people
- 4 Now select the **Skills lab (Skills)** tab to reveal your responses. Do you see any of the following Entrepreneur Skills lab (Skills) in this career? If yes, which, if any, do you desire to use Always or Often and make a note of it now for a later step.
  - Learning
  - Listening
  - Critical thinking
  - Attention to detail
  - Reading
  - Speaking
  - Writing
  - Problem solving
  - Time management
  - Persuading
  - Decision making
- 5 Think: what kind of business could you start in this career? There are lots of pathways to owning a business. Which of the following is a likely option in this career?
  - A **tech startup** is a company that sells new technology products or services, or delivers them in new ways. The company often starts small and grows as it makes profits or gets funding.
  - A **franchise** is a license that a person (called a franchisee) buys from a large business like a store or restaurant. The franchisee can use the business’s name and model to sell a service or product for profit.
  - A **private practice** is started by licensed professionals, usually in medicine, law, or counseling. The business is not controlled by another company or the government, so owners must find their own clients or patients.
  - A **freelance service** is offered to a client by an expert (called a freelancer) in an area like design, coding, or finance. Many freelancers get short-term contracts from multiple clients, and they may be paid by the hour or project.



## Entrepreneurship in any career

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- A **skilled trades** business is a model that some skilled tradespeople use to promote and sell their services. They may have a shop or travel to clients' homes, depending on the trade (such as plumber, electrician, or welder).
  - An **ecommerce store** allows people to buy all kinds of products online. Customers can shop at any time, from anywhere in the world, and often get the products delivered to their homes.
- 6 Select **Done** to navigate back to the career profile. In the **My notes** card under **Explore this career** explain one business pathway for this career and the entrepreneurial skills and interests that would help you to succeed in the business venture. Use your notes from steps 4 and 5 to help support your idea.
  - 7 **OPTIONAL:** Look at the **Important factors** card for this career. If you were to pursue the entrepreneurship path in this career how would the ratings for each factor change? What would be the benefits and challenges of running this business?

# La iniciativa empresarial en cualquier profesión

## Instrucciones para estudiantes

¿Alguna vez pensaste “Ser mi propio jefe es lo mejor que me puede suceder”? Sin embargo, como sucede en cualquier profesión, la iniciativa empresarial tiene sus propios desafíos además de los beneficios. Otra posibilidad es que nunca hayas considerado la opción de ser el propietario de una empresa. En esta actividad, analizarás los **Factores importantes** para evaluar tus verdaderas sensaciones sobre la Iniciativa empresarial y explorar la trayectoria de la Iniciativa empresarial dentro de una profesión que te interese.

- 1 Accede al perfil de la profesión de empresario de Xello y revísalo. Si no lo hiciste aún, selecciona un emoji para identificar la sensación que te genera esta profesión. Luego, haz clic en la tarjeta de **Factores importantes** y califica los 6 factores.
- 2 Abre **Mis opciones guardadas** en Xello seleccionando el ícono del corazón, en la parte superior de la página. Elige una profesión que no sea la de empresario para ver cómo se aplican los intereses y aptitudes empresariales en ella.
- 3 Abre el perfil de la profesión, selecciona **Averiguar por qué** y luego la pestaña de **Matchmaker (intereses)** para ver tus respuestas. ¿Ves alguno de los siguientes aspectos del perfil de empresario de Matchmaker (intereses) en esta profesión? Si los ves, indica cuál te gusta o gusta mucho y toma nota ahora para un paso posterior.
  - Hacer ventas o incentivarlas
  - Planear la manera en que se hará el trabajo
  - Hacer cálculos financieros y otros cálculos relacionados con empresas
  - Organizar o supervisar gente
  - Solucionar problemas mediante ideas nuevas
  - Persuadir y motivar a las personas
- 4 Ahora selecciona la pestaña del **Laboratorio de aptitudes (Aptitudes)** para ver tus respuestas. ¿Ves alguno de los siguientes aspectos del perfil de empresario del Laboratorio de aptitudes (Aptitudes) en esta profesión? Si los ves, indica cuál deseas aplicar Siempre o A menudo y toma nota ahora para un paso posterior.
  - Capacidad de aprender
  - Capacidad para escuchar
  - Pensamiento crítico
  - Atención a los detalles
  - Lectura
  - Capacidad de hablar
  - Escritura
  - Resolución de problemas
  - Organización del tiempo
  - Persuasión
  - Toma de decisiones
- 5 Piensa en lo siguiente: ¿qué clase de negocio podrías iniciar en esta profesión? Muchísimos rumbos conducen a un negocio propio. ¿Cuál de las siguientes es una posible opción para esta profesión?
  - Una **empresa tecnológica** en su etapa inicial es una empresa que vende nuevos productos o servicios tecnológicos, o los ofrece de nuevas maneras. Con frecuencia, es pequeña al iniciarse y crece a medida que obtiene ganancias o recibe financiamiento.
  - Una **franquicia** es una licencia que una persona (llamada franquiciado) compra a una empresa importante, como una tienda o un restaurante. El franquiciado puede usar el nombre y el modelo de la empresa para vender un servicio o producto y obtener ganancias.

## La iniciativa empresarial en cualquier profesión

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- Quienes inician **prácticas privadas** son profesionales con licencia que generalmente se dedican a la medicina, al derecho o al asesoramiento. El negocio no está bajo el control de otra empresa ni del gobierno. Por eso, los propietarios deben encontrar sus propios clientes o pacientes.
  - Un **servicio independiente** se ofrece a un cliente a través de un experto (conocido como profesional independiente) en un área determinada, como el diseño, la codificación o las finanzas. Muchos profesionales independientes firman contratos de corto plazo con diferentes clientes y pueden cobrar por hora o proyecto.
  - Un **negocio de oficios** calificados es un modelo que algunos trabajadores especializados aplican para promover y vender sus servicios. Pueden tener una tienda o acercarse a los domicilios de los clientes, según el oficio (por ejemplo, plomero, electricista o soldador).
  - A través de una **tienda de comercio electrónico**, la gente puede comprar productos de toda clase en Internet. Los clientes pueden hacer compras en cualquier momento, desde cualquier lugar del mundo, y a menudo recibir los productos en sus hogares.
- 6 Selecciona **Listo** para regresar al perfil de la profesión. En la tarjeta de **Mis notas**, en **Explorar esta profesión**, explica una trayectoria empresarial para esta profesión además de las aptitudes y los intereses empresariales que te ayudarían a tener éxito en los emprendimientos. Usa tus notas de los pasos 4 y 5 para respaldar tu idea.
- 7 OPCIONAL: mira la tarjeta de **Factores importantes** de esta profesión. Si siguieras la trayectoria empresarial en esta profesión, ¿de qué manera cambiarían las calificaciones para cada cambio de factor? ¿Qué beneficios y desafíos tendría este negocio?