

I AM AN ENTREPRENEUR LEARNER'S WORKBOOK



3 ENTREPRENEURSHIP
EMPLOYABILITY
EDUCATION

PLAYFUL PROJECT-BASED LEARNING | TERM 3 EMS PROJECT FOR SBA



basic education
Department:
Basic Education
REPUBLIC OF SOUTH AFRICA



GRADE **9**



Circle Thinking Map

Use this Circle Map to think about what you know about entrepreneurs/entrepreneurship. Write the questions, *Can I be an entrepreneur? What is entrepreneurship?* in the small circle. See how many ideas you can write down in the outer circle to pen down your prior knowledge. We will come back to this thinking map after you've learned a great deal more and you will be able to add to your existing knowledge.

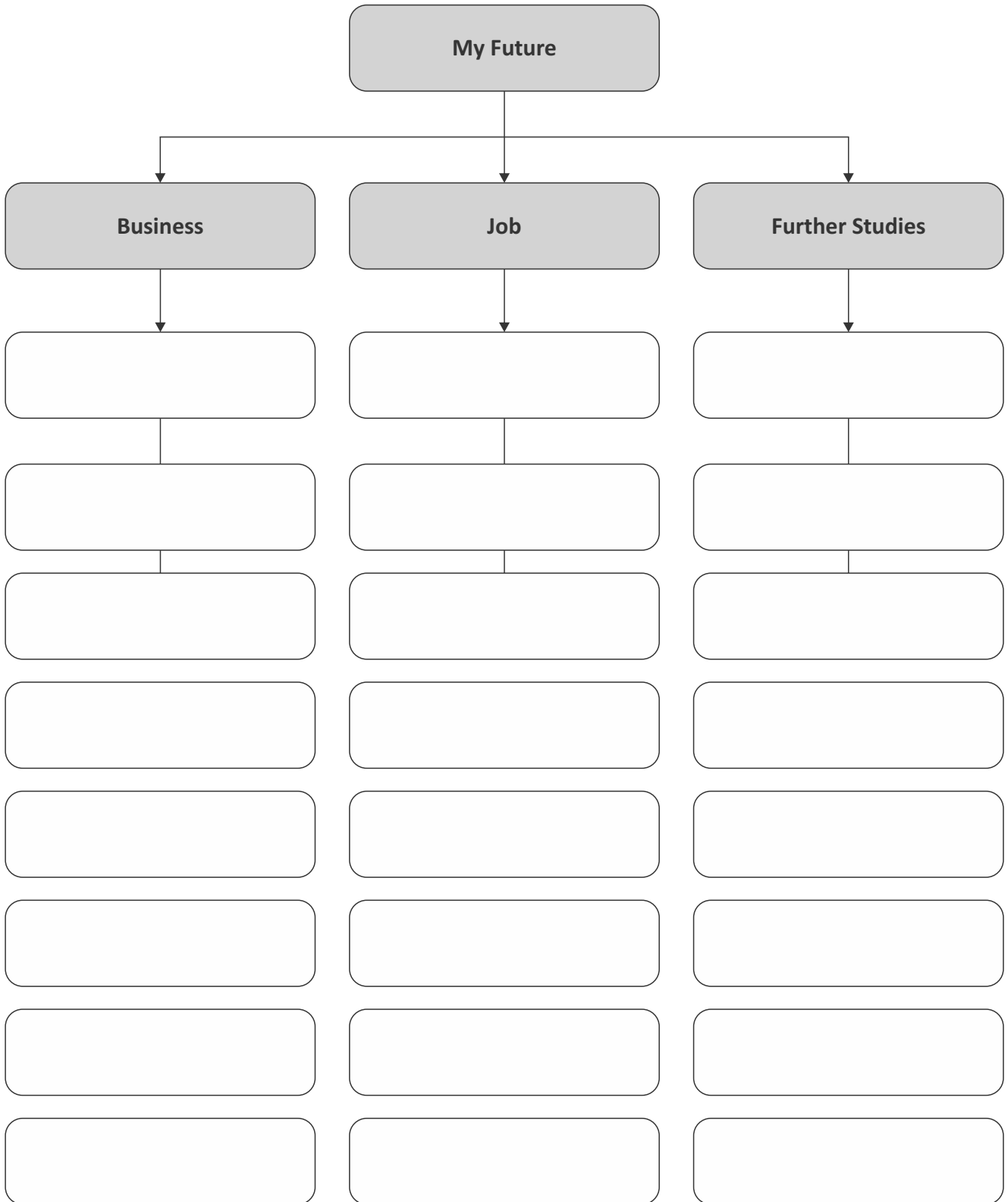


When you return to this map...use a different colour pen or pencil to fill in your NEW knowledge.



The Tree Map

This is a Tree Map. Please take some time to think about what you would love to do, study or what type of business you would consider starting. This is a free-thinking exercise; use your imagination and be honest with yourself. For now, ignore any rules or challenges like study bursaries, etc. Write at least three ideas on each branch.





Worksheet 3

Interview questions

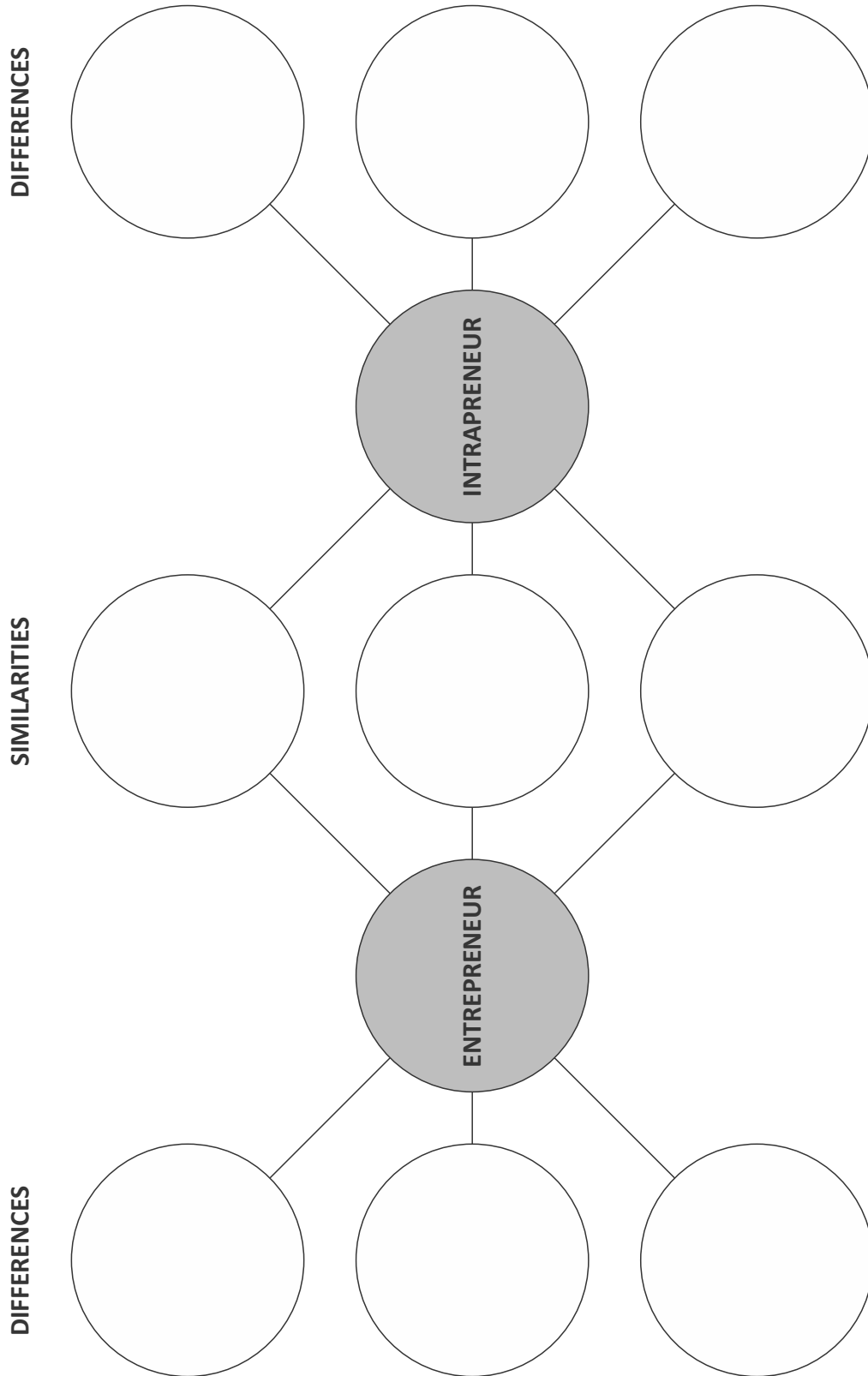
On this worksheet, you can write all the interview questions for your interview with an entrepreneur or business owner with regards to intrapreneurship. Your class will be divided into two groups: Group 1 will do research on entrepreneurship and Group 2 will research intrapreneurship.

QUESTIONS TO ENTREPRENEUR	QUESTIONS ABOUT INTRAPRENEURSHIP
<ul style="list-style-type: none">• How and why did you start your business?• Have you always been an entrepreneur?• What are the qualities of a good entrepreneur?• What if they don't have these qualities?• What problem are you solving in our community?• How did you decide on your business idea?• What are the challenges of entrepreneurship?• What are the advantages of being an entrepreneur?• Do you have a message for future/starter entrepreneurs?	<ul style="list-style-type: none">• What is Intrapreneurship?• How is it different from entrepreneurship?• Why is it important for companies to cultivate intrapreneurship? (3 or more reasons)• What is an example of intrapreneurship?• What type of companies welcome intrapreneurship?
WRITE MORE QUESTIONS HERE	WRITE MORE QUESTIONS HERE
<p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p>	<p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p>



The Double Bubble Map

Complete the Double Bubble Map below with similarities and differences you have discovered regarding Entrepreneurship and Intrapreneurship.



Worksheet 5



Perfect entrepreneur game answers

In the table below, jot down your partner’s answers during the Perfect Entrepreneur game.

My partner’s name: _____

HIS/HER ENTREPRENEURIAL SKILLS	HIS/HER CHALLENGES
E.g. Great Motivator	E.g. Procrastinator



Worksheet 6

Problem and solutions

On this sheet you will write down solutions to the problem that your group would like to solve. Don't stop at 5, think up at least 10 possible solutions.

PROBLEM	
.....	
.....	
POSSIBLE SOLUTIONS	
1.	.....

2.	.....

3.	.....

4.	.....

5.	.....

6.	.....

7.	.....

8.	.....

9.	.....

10.	.....

11.	.....



Worksheet 7

Business ideas feasibility

Have another look at **Worksheet 6**. Can the solutions to the problem be turned into a profitable business? Discuss in your groups and jot down possible business ideas. How feasible are they?

BUSINESS IDEA	IS IT FEASIBLE?	WHY/WHY NOT?



Worksheet 8

8 business functions

You have discovered the 8 business functions during the Boatmaking Game. Now you and your 7 business partners need to write down the 8 business functions and the name of the persons most likely to fill the posts next to it.

8 BUSINESS FUNCTIONS	NAME OF PERSON	WHY IS HE/SHE PERFECT FOR THE JOB?
e.g. Management	Leah	She is a great motivator
1.		
2.		
3.		
4.		
5.		
6.		
7.		
8.		

Worksheet 9



Business plan rubric

What are the aspects of a good business plan? Read as many articles or watch as many *YouTube* videos as you possibly can and create a rubric below. You will not only use this rubric as a map to create your own business plan, but also to judge the business plans of other groups during your peer presentations.

ITEM	EXCEED EXPECTATIONS (8-10)	MEETS EXPECTATIONS (6-7)	ADEQUATE (4-5)	NOT ACHIEVED (1-3)
E.g. Is there a one page executive summary?				
TOTAL				/50



Worksheet 10

SWOT-analysis

Not all business ideas are strong. Some face tough challenges and outside competition. A SWOT-analysis is often used to think through the Strengths, Weaknesses, Opportunities and Threats your business face. Use the Group's business idea and do a SWOT analysis on it below:

BUSINESS STRENGTHS	BUSINESS WEAKNESSES
<div style="text-align: right; font-size: 3em; opacity: 0.5; margin-bottom: 20px;">S</div> <div style="position: absolute; left: 50%; top: 50%; transform: translate(-50%, -50%); opacity: 0.5;">STRENGTHS</div>	<div style="text-align: left; font-size: 3em; opacity: 0.5; margin-bottom: 20px;">W</div> <div style="position: absolute; left: 50%; top: 50%; transform: translate(-50%, -50%); opacity: 0.5;">WEAKNESSES</div>
BUSINESS OPPORTUNITIES	BUSINESS THREATS
<div style="text-align: right; font-size: 3em; opacity: 0.5; margin-bottom: 20px;">O</div> <div style="position: absolute; left: 50%; top: 50%; transform: translate(-50%, -50%); opacity: 0.5;">OPPORTUNITIES</div>	<div style="text-align: left; font-size: 3em; opacity: 0.5; margin-bottom: 20px;">T</div> <div style="position: absolute; left: 50%; top: 50%; transform: translate(-50%, -50%); opacity: 0.5;">THREATS</div>



Worksheet 11

Prototype

Here you can start planning your prototype product, or your service demonstration. Use the space for drawings and to-do's with regards to your prototype creation:



Worksheet 12

Market research

Get feedback on your product or service. Choose some of the questions below to conduct your market research:

Feedback on prototypes...

1. What do you think of this product/service?
2. Would this product/service solve your problem?
3. Would you use this product or service?
4. What might stop you from using this product or service?
5. What could be done to improve this product or service?
6. What would make you want to tell your friends about this product?
7. What features (things) do you wish this product/service had?

Market research questions...

1. What is your occupation?
2. Do you currently use this service / buy this product?
3. How often do you buy this product/service per week/month/year?
4. When do you buy this product/service?
5. What factors are important in your buying decision (E.g. size, price, quality, etc.)
6. Where do you currently buy from?
7. How much do you pay (per item/in total?) – This will help you to estimate your price and costs in the next mission when you work on your finances
8. In which ways are you not satisfied by your current suppliers? (E.g. quality, functionality, etc.)
9. Having seen and tested our prototype, what would make you consider buying from us? – You are looking for key words for your offer here, such as ‘High quality standards’ or ‘Robust product’.
10. How much would you be willing to pay for our product/service? – This will help you to estimate your price and costs in the next mission when you work on your finances
11. Other suggestions for service add-ons E.g. delivery, credit, etc.

Wants and needs

Do you know what the difference is between wants and needs? Find out from friends and family and write your definitions in the blocks below.

A WANT IS...	A NEED IS...
.....
.....
.....
.....
.....



Worksheet 13

Reflection

Time for Reflection. Have you enjoyed working on the project? Were there any challenges that you had to overcome? Please write answers to the questions below.

Have you enjoyed working on this project?

Why/why not?

What was tough/difficult for you?

Did you enjoy working in your group?

What are the challenges of groupwork?

Do you think you could be an entrepreneur?

List the skills or competencies that you think would make you great at running a business:

Which skills or competencies do you think needs a little work or development if you want to excel at business?
