

FOUNDATIONAL VALUES BEHAVIOR MODEL

Foundational Value	Exceptional - Consistently applied	Skilled - Applied "most" of the time	Proficient - FV applied occasionally	Developing - FV present but applied incorrectly	Inadequate - FV not applied
Be principled	<ul style="list-style-type: none"> > Respectfully speaks up when they disagree > Open to others' challenges > Respectful of others' viewpoints > Understand the importance of compliance 	<ul style="list-style-type: none"> > Generally, accepts challenge, but can get defensive at times > When challenging the ideas of others, not completely respectful in tone or word choice > Struggles to challenge friends 	<ul style="list-style-type: none"> > Defensive when challenged > Treats others disrespectfully > Actively disobeys some or all the rules in activities > Doesn't listen to others' idea 		
Win-win focus	<ul style="list-style-type: none"> > Demonstrates a win-win attitude during activities/lessons > Collaborates with others/classmates > Pursues a customer-based approach during activities 	<ul style="list-style-type: none"> > Inconsistently demonstrates a win-win attitude > May not always collaborate with others - might stick with friend groups > Occasionally focuses on customer needs 	<ul style="list-style-type: none"> > Intentionally deceptive or dishonest > Does not believe win-win scenarios lead to the most value for oneself, customer, or society > Does not collaborate with others > Does not behave in ways that create value for others 		
Opportunity	<ul style="list-style-type: none"> > Proactively seeks to better their situation > Demonstrates intellectual honesty and humility when discussing their aptitudes and abilities (confidence without arrogance) 	<ul style="list-style-type: none"> > Regularly demonstrates apathy toward circumstances rather than a desire to improve them > Occasionally demonstrates self-motivated behavior, but also requires external motivators to act 	<ul style="list-style-type: none"> > Begins with a defeatist attitude and assumes circumstances are entirely out of their control > Waits for others to take action instead of proactively taking action themselves 		
Sound judgment	<ul style="list-style-type: none"> > Demonstrates deep understanding of key economic concepts > Applies them during activities - opportunity cost, marginal thinking, subjective value, sunk costs, and tradeoffs 	<ul style="list-style-type: none"> > Demonstrates understanding of some, but not all, key economic concepts and is inconsistent in demonstration 	<ul style="list-style-type: none"> > Does not demonstrate understanding of key economic concepts > May demonstrate the opposite - such as not considering best use of resources or scarcity 		
Knowledge	<ul style="list-style-type: none"> > Proactively seeks and shares knowledge with teacher(s) and other classmates (even if they aren't in the same activity group) > Incorporates feedback to inform decision making 	<ul style="list-style-type: none"> > Generally, works well with others, occasionally misses opportunities to seek and share knowledge > Rarely initiates change and/or challenges the status quo. 	<ul style="list-style-type: none"> > Does not incorporate outside knowledge and feedback in decision making > Doesn't seek or share knowledge > May start with an idea and refuse to change even if new information is presented 		
Passion	<ul style="list-style-type: none"> > Actively seeking to discover and develop what they're passionate about, good at, and what others value > Uses personal drive to push through obstacles 	<ul style="list-style-type: none"> > Actively seeks one or two, but not all of the following: finding what they're passionate about, good at, and what others value > Has personal drive and passion, may struggle when faced with obstacles 	<ul style="list-style-type: none"> > Uninterested in finding what they're passionate about, good at, and what others value > No personal drive or excitement to push through obstacles 		
Freedom	<ul style="list-style-type: none"> > Able to articulate the connection between civil and economic rights and entrepreneurship > Respects and defends the rights of others, even when it may be difficult to do so 	<ul style="list-style-type: none"> > Generally sympathetic to the connection between rights and entrepreneurship, struggles to articulate the "why" > Might have inconsistencies when defending the rights of others 	<ul style="list-style-type: none"> > Unable to articulate the connection between rights and entrepreneurship > Sees a large role for government in driving entrepreneurship and the accompanying social benefits 		
Responsibility	<ul style="list-style-type: none"> > Displays intellectual honesty and humility > Takes responsibility for successes and failures and sees failure as an opportunity for growth 	<ul style="list-style-type: none"> > Hesitant to take responsibility for successes and failures > Struggles to see failure as an opportunity for growth 	<ul style="list-style-type: none"> > Has a fear of failure > Does not take responsibility for failures 		