



youth entrepreneurs®

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## **AGENDA + RECAP FOR AUGUST 25, 2020**

### **Welcome**

#### **Classroom Implementation**

The beginning of each program whether in a traditional classroom or non-traditional setting, can be daunting and overwhelming. We at YE would like to share just a few things for you to keep in mind as you plan and prepare for this transformational experience ahead.

Here are a few things to consider when planning your YE class/program:

- Capstones
- YE Core
- Best Practices
- Tools and Resources
- First weeks of school/program prep
- Administrative resources
- YE Support

#### **Capstones:**

The YE Capstone is the opportunity for you to craft an authentic learning experience for your students. YE Capstone projects will look different from classroom to classroom.

Capstone projects include the following features of a [gold standard PBL project](#):

- Challenging problem or question
- Sustained inquiry
- Authenticity
- Student voice and choice
- Reflection
- Critique and revision
- Public product

#### **YE Capstones**

- [Market Day](#) - Market Day allows students to deepen their entrepreneurial way of thinking by giving them the opportunity to own and operate a startup for a designated period of time. There are great EdTech tools to support Market Day found on [TeachEverywhere](#).
- Prospective Business – Prospective Business allows students to create a business model for an idea they have. This capstone typically culminates with students presenting their ideas.

- [TeachEverywhere](#) also carries a myriad of EdTech tools to assist with presenting. [Flip Grid](#) and [Pitch](#) are two presenting platforms that could be great for business plan pitches, group presentations or any other need you may find valuable to have students flex their creativity and presentational muscles.
- Pitch Competitions – Educators like to add a competitive element to this capstone by planning pitch competitions. The educator can plan this on their own, by collaborating with other YE educators, or finding other pitch competition opportunities to engage their students in.
  - An opportunity to help students develop their presenting skills is Suit Up - YE has partnered with [Suit Up](#).
- [Vacant Lot PBL](#) - One of our most popular project-based learning (PBL) activities. Students will be asked to examine a vacant lot within their community and determine what type of business should go there because of market research and opportunity evaluation. It is a great opportunity for your students to source and conduct market research to determine value creation.
  - You will also find Social Entrepreneurship is prevalent in this activity as well.
- Note: The Business Model Canvas ([BMC](#)) is a great tool to support planning for any of these capstones. It is used to help students assess an opportunity quickly, understand the marginal value they can create by pursuing it, and act on their comparative advantage.
- Other projects that could be developed into a more robust capstone include:
  - [Game Challenge](#)
  - [Pop-Up Business Challenge](#)
  - [Hack My School](#)

### YE Core

The [YE Core](#) is a booklet meant to serve as a field guide for implanting the Four Pillars of the YE program – eight Foundational Values, Soft Skills, Currency & Auctions and Transformational Mindset – as well as 14 scaffolded activities addressing Core content in a way that optimizes outcomes. The YE Core will:

- Give educators something to anchor to, a place to start as you begin planning. (It is unrelated to Common Core).
- Create 14 Scaffolded Activities & Connected Concepts, FEATURING YE's 4 Pillars which are threaded throughout.
- Helps students develop a base knowledge of the Foundational Values and Economic Concepts CRUCIAL to capitalizing on ones' innate talents & abilities to be successful in the market
- Demystify business so that they have a vision of themselves having a seat at that table.

As you see, we have mentioned the Four Pillars throughout this Core Conversation. What do the Four Pillars mean and what does it entail?

- The **Four Pillars** are the STAR of the Show. These Pillars have been developed and tested over the last 30 years. They are the secret sauce to achieving the outcomes both educators and YE want to reach.
  - [Foundational Values](#) - 8 timeless principles that lead to success in both business & life.
  - [Soft Skills](#) – those essential skills like networking, verbal & written communication and pitching that are important to life skills.
    - learn more about how YE develops **SEL Skills** within students [here](#).

- [Currency & Auctions](#) – giving students the opportunity to engage in markets, learning as they engage with others to experience success & failure in the market. The opportunity to learn in a classroom market presents much lower risk than going straight into the bigger market that is the real world.
- **Transformational Mindset** - moving students from a deficit mindset to a contribution mindset transformation is so important as students develop their confidence and become empowered to take ownership over their own lives. Throughout the curriculum and capstone opportunities, students may sense unease, visualize a better state and finally visualize something attainable. These three components is what we all experience to obtain a transformational mindset. More information can be found in the [Core Field Guide](#) starting on pg. 12.

### Best Practices:

A few best practices when planning to implement YE into your class or program.

- Backwards planning – Start with your capstone, then plan backwards. What milestones do your students/participants need to reach to complete the capstone at the end of your class/program?
- Use the [Core Field Guide](#) to build your background knowledge of the key concepts, as well as look at the alternative activities shared in the Core Field Guide to help craft the best plan for the needs of your students.
- [YE Mini-Core](#) – Don't have a ton of time? Use the YE Mini-Core, which is designed to allow you the most efficient route to a capstone using 5-6 scaffolded activities.

### Tools and Resources

Blended learning resources allow you to prepare for your class or program whether you are face-to-face, virtual or a combination of the two. You will find we have adapted our traditional hands-on, group activities to fit the current environment. Our traditional activities can be found on [www.YEacademy.org](http://www.YEacademy.org) and our virtual and blended activities can be found on [www.TeachEverywhere.org](http://www.TeachEverywhere.org).

- [Blended learning planning guide](#) and [Blended learning guide \(mini-core\)](#) To support our YE educators in whatever their teaching environment looks like, we have crafted some guidance to help our educators continue to implement YE activities and the Four Pillars.
- [YE in Any Content Area](#) If you find yourself unable to teach YE as a full program or course, no worries! The entrepreneurial mindset can be cultivated in any content area. Read below to learn how the Four Pillars and YE activities can be implemented into any student learning.
- [Ed Tech](#) in the [YE Class](#)- Tools for teaching and learning, parent-teacher communication apps, lesson planning software, home-tutoring websites, revision blogs, and more.
- [YE Academy](#) gives you access to all traditional activities as well as:
  - Planning resources
  - Supporting resources
  - Videos to show you how to facilitate some of our activities
- [Teach Everywhere](#) is YE's distance learning hub. You can find our traditional activities updated for virtual and blended learning environments, as well as:
  - Virtual activities-This site will get continuous updates with our traditional activities adapted for virtual and blended learning environments.

- Community forums-We have found that the best resources our educators have found are right within their own community of educators. Visit this site to post ideas, questions, discussions and give feedback.
- Webinars-YE is constantly looking for ways to build capacity in our educators and provide professional development. Visit this page often to stay abreast with all virtual opportunities.

### **First weeks of school:**

Introducing YE to your class- As you know, it is important to set the tone and culture of class early on. We have just a few recommendations to aid in that opportunity.

- Have auctions early... it builds trust.
- Recognize YE pedagogy...Do first, talk later.
- Jump right into an activity vs. setting the rules and expectations immediately.

Here are some suggested activities to kick off the school year. These activities are less demanding as students are getting to know one another while allowing you to learn who is in your class:

- [Marshmallow Towers](#) – Soft skills
- [Think Outside the Box](#) – Foundational Values
- [Zoom](#) - Entrepreneurial mindset
- [Foundational Values](#) - Eight activities that highlight the eight Foundational Values
- [Auctions](#) - As you create a culture in your class, you may use [YE currency](#) to incentive students and reward the behaviors you want to see. Auctions allow the students to understand the value in the positive behaviors. Have auctions frequent and consistent to build trust. Surprise them with some in between the regular scheduled auctions. You can also switch up types of auctions:
  - [Dutch](#) – Start at the high price and move down until a student says “sold”.
  - [Silent auction](#)- Students submit their bids on paper. Silent auctions offer an opportunity to drive home the concepts of subjective value as well as knowledge.
- [Road Map](#) - Road maps are not a curriculum guide but rather suggestions on how a class or program may flow. We suggest you make each experience your own using your local knowledge of your students/participants and their needs to enhance their transformational process.

### **Administrative Resources**

YE is investing in the educator just as a venture capitalist invests in an entrepreneur. We want to support the implementation of the YE program and the supplies necessary via Seed Capital and [Capital Requests](#).

Here are a few things to keep in mind:

- We distribute funds via the [PEX Cards](#). Please activate the card as soon as you receive it.
- Download the app.
- You can learn more [here](#) on how to tag your expenses.
- Reminder: Post a receipt if it is over \$200.

### **YE Support**

- [Hello@youthentrepreneurs.com](mailto>Hello@youthentrepreneurs.com) - Your inquiry will be answered within 24 hours by our dedicated customer service staff.

- 1-866-999-3921- Your inquiry will be answered during normal business hours of 7am-7pm CST.
- YE Training and Curriculum Team-Educators use this very active forum to ask questions, make suggestions and share general information. It is a great way to be apart of the community.

### **Open Q&A**

- How do you grade activities?
  - It depends on what you are emphasizing. Educators have graded on completion, judges scores, rubrics, participation and the like. YE suggests you determine what outcomes you want to achieve and grade accordingly.
- How do you conduct virtual auctions?
  - Educators have used different methods to give and keep track of YE dollars earned. We have endorsed PayGrade as an online EdTech tool to assist with tracking YE dollars. There is a free version available at this time.
- How do you facilitate virtual Market Day?
  - YE is currently creating a guidance on virtual Market Days. We also advise considering other Capstones to demonstrate content knowledge.
- Is there some additional support for Canvas?
  - Canvas contacts: [mpackard@usd260.com](mailto:mpackard@usd260.com) and [lpowell2@aisd.net](mailto:lpowell2@aisd.net)