

# Entrepreneurial Skills



Recommended  
11th Grade



Length  
75 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

20  
minutes

### 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.

25  
minutes

### 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.

15  
minutes

### 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

11

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Length  
20 Minutes

## Inquiry Prompts

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

## 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](#)
- 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.

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# 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 surprises you? After reading the profile how do you feel about the career? Select an emoji at the topic 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.*

## Activity 3 - Entrepreneurship in Any Career

**11** 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?

### 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](#)
- 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.

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## 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

## Entrepreneurship in Any Career

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- 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 counselling. 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.
  - 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?