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| **TEXAS CTE LESSON PLAN**[www.txcte.org](http://www.txcte.org) |
| **Lesson Identification and TEKS Addressed** |
| **Career Cluster** | Information Technology |
| **Course Name** | Computer Maintenance |
| **Lesson/Unit Title** | Entrepreneurship in IT |
| **TEKS Student Expectations** | **130.303. (c) Knowledge and skills**(1) The student demonstrates professional standards/employability skills as required by business and industry. The student is expected to:(A) employ effective reading and writing skills(B) employ effective verbal and nonverbal communication skills(C) solve problems and think critically(D) demonstrate leadership skills and function effectively as a team member(2) The student identifies various employment opportunities in the IT field. The student is expected to:(A) identify job opportunities and accompanying job duties and tasks(B) examine the role of certifications, resumes, and portfolios in the IT profession |
| **Basic Direct Teach Lesson**(Includes Special Education Modifications/Accommodations and one English Language Proficiency Standards (ELPS) Strategy) |
| **Instructional Objectives** | The student will be able to:* Identify the characteristics of successful small business owners
* Identify what you should know about starting your own business
* Identify the risks of starting your own company
* Identify the rewards of business ownership
* Differentiate between the various kinds of businesses
* Identify the resources to help with starting a small business
* Identify the components of a business plan
* Create the components of a business plan
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| **Rationale** | Upon completion of this assignment, the student will further understand what entrepreneurship entails and how to start a business. |
| **Duration of Lesson** | This lesson should take 50 minutes. |
| **Word Wall/Key Vocabulary***(ELPS c1a,c,f; c2b; c3a,b,d; c4c; c5b) PDAS II(5)* | None |
| **Materials/Specialized Equipment Needed** | * Copies of the Activity Assignments, 1 for each student
* Copies of Business Plan Handout, Organizer, Activity, and Case Study

Copies of Student Outline |
| **Anticipatory Set**(May include pre-assessment for prior knowledge) | * **SAY:** An Entrepreneurship is the organizing, managing, and operating of a small business.
* **ASK:** Does anyone dream of someday having their own business?
* **ASK:** Does anyone know anybody who has their own business?
* **SAY:** Starting your own business is hard work but the payoff is worth it.
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| **Direct Instruction \*** | Outline | Instructor Notes |
| I. Identify the characteristics of successful small business owners (PPT slides 2-6)II. Identify what you should know about starting your own business (PPT slides 7-12)III. Identify the risks of starting your own company (PPT slides 13-14)IV. Identify the rewards of business ownership (PPT slide 15)IV. Differentiate between the various kinds of businesses (PPT slides 16-17)V. Identify resources to help with starting a small business (PPT slides 18-19)VI. Identify the components of a business planVII. Create the components of a business plan | * Instructors can use the Student Outline handouts, and note pages Hand out the organizer before the presentation to help students with note-taking.
* Distribute and discuss the Business Plan Handout
* Distribute and discuss the Entrepreneurship Activity 1 document. Students answer these questions to discover if they have the type of personality it takes to be a business owner.
* Divide the students into teams and distribute the Entrepreneurship Case Study document, one per team. The teams will complete the Case Study document by creating a business plan.
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| **Guided Practice \*** | 1. Distribute and discuss the Entrepreneurship Business Plan Handout. Review examples of business plans and have students identify elements within the business plans, based on the definitions contained in the handout.
2. Distribute Entrepreneurship Activity 1. Have the students complete the self- assessment individually, and then discuss responses. Organize the students to form “business teams” of 4-5 students based on the results of the assessment instrument (i.e., students should be grouped heterogeneously so that each group has a variety of strengths).
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| **Independent Practice/Laboratory Experience/Differentiated Activities \*** | Distribute the Entrepreneurship Case Study. Have “business teams” work to solve the case study. Report solutions to the entire class.  |
| **Lesson Closure** | * Q: What is entrepreneurship?
* A: Entrepreneurship is the organizing, managing, and operating of a small business
* Q: What are some personality traits one should have if he or she wants to start a business?
* A: A need for achievement
* A need for independence
* Self-confidence
* A high level of activity
* Courage, curiosity, and creativity
* Q: Should you know something about the business before starting one? Why or why not?
* A: Yes. You need to have the knowledge about the business you are starting so you can be successful.
* Q: Is there a risk in starting a business?
* A: Yes, financially and personally.
* Q: What are the rewards for starting a business?
* A: Making more money and feeling good about yourself.
* Q: What are some examples of businesses that provide a service?
* A: Computer service, auto repair, cleaning
* Q: What are some examples of businesses that produce a product?
* A: Clothing, custom jewelry, home furnishings, bakery
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| **Summative/End of Lesson Assessment \***  | **Informal Assessment:**Monitor student progress during independent practice and provide independent re-teach/redirection as needed.**Formal Assessment:**Distribute the Entrepreneurship Quiz and Quiz Key. |
| **References/Resources/****Teacher Preparation** | Career Connections Instructional Modules Unit II-3 |
| **Additional Required Components** |
| **English Language Proficiency Standards (ELPS) Strategies** |  |
| **College and Career Readiness Connection[[1]](#footnote-1)** |  |
| **Recommended Strategies** |
| **Reading Strategies** |  |
| **Quotes** |  |
| **Multimedia/Visual Strategy****Presentation Slides + One Additional Technology Connection** |  |
| **Graphic Organizers/Handout** | * Entrepreneurship PowerPoint Presentation – Organizer
* Entrepreneurship Quiz
* Entrepreneurship Quiz Key
* Entrepreneurship Activity 1
* Entrepreneurship Business Plan Handout
* Entrepreneurship Case Study
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| **Writing Strategies****Journal Entries + 1 Additional Writing Strategy** |  |
| **Communication****90 Second Speech Topics** |  |
| **Other Essential Lesson Components** |
| **Enrichment Activity**(e.g., homework assignment) | * Students can work to develop their own business plans.
* Students can take a field trip to see small businesses in the computer maintenance field.
* A small business owner can be invited in to speak with students about the advantages and disadvantages of owning their own businesses.
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| **Family/Community Connection** |  |
| **CTSO connection(s)** | SkillsUSATechnology Student Association |
| **Service Learning Projects** |  |
| **Lesson Notes** |  |

1. Visit the Texas College and Career Readiness Standards at <http://www.thecb.state.tx.us/collegereadiness/CRS.pdf>, Texas Higher Education Coordinating Board (THECB), 2009. [↑](#footnote-ref-1)