

BEING A YOUNG ENTREPRENEUR: ACTIVITY PACK

in partnership with



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INTRODUCTION

If you dream about starting your own business, passion is the first thing you need.

After that, it's a roller coaster ride. Planning. Excitement. Hard work. Hopefully reward. Start your own business.

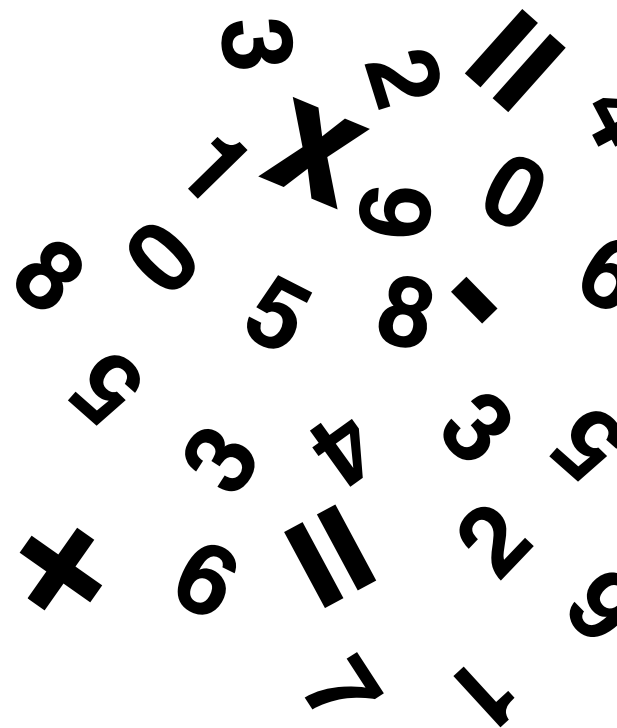
Do you think you've got what it takes to be the new Mark Zuckerberg or Steve Jobs?

This activity pack could help your dream become reality.

FIVE QUALITIES THAT WILL HELP YOU GET STARTED

- 1. Initiative:** Using your initiative means doing things for yourself and knowing when to ask for help. It's about looking ahead to spot opportunities or problems and then taking responsibility for getting things done.
- 2. Determination:** Starting and running a business will be harder than you imagined, but hopefully even more rewarding. To enjoy the good times, you'll also need to get through the tough times. And that's when you'll need your determination.
- 3. Leadership and teamwork:** Many businesses are a team effort. As an owner it's your job to lead your team, and be a part of it. You need to set goals and set a good example.
- 4. Organisation:** Owning a business can mean doing everything including managing your finances, keeping your records up to date, and marketing your business to attract new customers, all of which takes organisation. With the right systems and habits, you'll stay on top and in business.
- 5. Words and numbers:** You can't avoid working with words and numbers. From describing your business to working with money, you'll need your literacy and numeracy skills every day to work with customers, suppliers and your bank.

We've worked with NatWest MoneySense to help us create this pack. If you want some more information on it, please go to:
natwest.com/moneysenseforschools



ACTIVITY: ENTER THE DRAGONS

Inspired by TV's *Dragons' Den*, this activity will help you learn how to present ideas and to work as a team.

If you fancy setting up your own business it's time to form a team and get started.

HOW TO DO THE ACTIVITY

1. Your Explorer Scout Leader will split you into four teams of about five people.
2. Each team must look at the ideas you came up with in the first activity and discuss what you think the strengths and weaknesses are. Select one idea which you are confident in presenting to the Dragons.
3. Once you have selected your idea you must decide how much money you'd need to start up your business, and what percentage of ownership you'd be willing to give away for investment.
4. Using paper and pens, if needed, plan a presentation of no longer than five minutes to convince the Dragons to invest. Include your USP and how you expect your product to make lots of money.
5. Each team then takes it in turn to present their ideas and take questions from the five Dragons. If the Dragons are impressed, they can make an offer towards investment and the you can decide to accept, negotiate, or decline the offer.

POST-ACTIVITY DISCUSSION

After the event hold an informal group discussion in the Unit on how you think your presentations went. Were you happy with the outcome? How did you come to your decision to accept or reject the offer? How would you do things differently next time and what do you think you have learnt from the experience?

“ I'm always coming up with inventions and ideas that I think people would love. It'd be great to know how to sell them or get other people involved.

Kyle, 15, Belfast ”

