

**Entrepreneurship School Store (Master)**

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Content	Skills	Learning Targets	Assessment	Resources & Technology
<p><b>CEQS</b>  <b>• HOW DO YOU START UP, OPERATE AND MAINTAIN A SCHOOL STORE?</b>  <b>• HOW DO YOU MARKET AND SALE PRODUCTS?</b>  <b>• HOW DO YOU CREATE A POSITIVE WORK ENVIRONMENT AND KEEP EMPLOYEES HAPPY?</b></p> <p><i>UEQ:</i>  <b>• How do you research and choose a product to sell to a target market?</b>  <b>• How do you design and work with vendors to order a product for sale in a retail store?</b>  <b>• How do you set the price of a product to make a profit using break even analysis?</b></p>	<p><b>Research and Choose Product to Order</b></p> <ol style="list-style-type: none"> <li>1. Be able to brainstorm ideas in a group.</li> <li>2. Decide how to conduct the best research on products for a particular target market.</li> <li>3. Create surveys, administer surveys to the target market, and analyze the results to make a decision.</li> <li>4. Choose a product to sell in a retail store based on research.</li> </ol>	<p><b>Research and Choose Product to Order</b></p> <p>LT1. I can brainstorm ideas in a group.                      LT2. I can decide the best way to conduct research.                      LT3. I can create, administer, and analyze surveys to make good product decisions.                      LT4. I can choose a product to sell in a retail store based on the research I have conducted.</p>	<p><b>Research and Choose Product to Order</b></p> <p><b>CSA</b> = Brainstorm ideas in a group. LT1</p> <p><b>CSA</b> = Create, administer, and analyze surveys. LT2 &amp; LT3</p> <p><b>CSA</b> = Choose a product to be sold in the school store. LT4</p>	<p><b>Research and Choose Product to Order</b></p> <p>Technology: Various web sites to research and choose your product.</p> <p><b>Key Vocabulary</b>                      target market, entrepreneurial opportunity, entrepreneur, entrepreneurship, profit, purchase order, purchase order requisition, demand, supply, goods, services</p>

<p><b>Research and Choose Product to Order</b></p> <ol style="list-style-type: none"> <li>1. Brainstorm Ideas</li> <li>2. Conduct Research</li> <li>3. Surveys</li> <li>4. Choose Product</li> </ol> <p><b>Design and Order Product</b></p> <ol style="list-style-type: none"> <li>1. Design Product</li> <li>2. Compare Prices</li> <li>3. Order Products</li> </ol>	<p><b>Design and Order Product</b></p> <ol style="list-style-type: none"> <li>1. Be able to design a product that will sell to a particular target market.</li> <li>2. Compare prices of various products and decide the best product at a price to sell to a target market.</li> <li>3. Order a product to sell in a retail store.</li> </ol>	<p><b>Design and Order Product</b></p> <p>LT1. I can design a product that will sell to my target market.</p> <p>LT2. I can compare prices of various products to determine the best one to sell to my target market.</p> <p>LT3. I can order a product to sell in a retail store.</p>	<p><b>Design and Order Product</b></p> <p><b>CSA</b> = Design a product to sell in the store. LT1</p> <p><b>CSA</b> = Compare prices to determine the best product to order. LT2</p> <p><b>CSA</b> = Order a product to sell in the school store. LT3</p>	<p><b>Design and Order Product</b></p> <p>Technology: Various web sites and software programs to design products to sell.</p> <p><b>Key Vocabulary</b> invoice, purchase order, purchase order requisition, vendor, retail store</p>
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<p><b>Set Prices</b>                  1. Break Even Analysis                  2. Determine Best Price</p>  <p><i>UEQ:</i>                  •How do you motivate employees to perform to their best?                  •How do you set goals and motivate your employees to reach them?                  •How do you create an incentive plan to get the most out of your employees?</p>	<p><b>Set Prices</b>                  1. Run break even analysis on a product at different selling prices.                  2. Determine the best selling price after doing research and break even analysis.</p>	<p><b>Set Prices</b>                  LT1. I can run break even analysis to see how many products I will have to sell at different prices to break even.                  LT2. I can determine the best selling price for a product after doing all of my research.</p>	<p><b>Set Prices</b>  <b>CSA</b> = Perform break even analysis to determine the best selling price. LT1 &amp; LT2    <b>CFA</b> = Create a Powerpoint to present to the class on the research, design, price setting, and ordering of a product.</p>	<p><b>Set Prices</b>                  Technology: Various web sites and software programs to design products to sell.    <b>Key Vocabulary</b>                  mark-up, margin, sales price, cost, break-even, profit, sales forecast, turn around time</p>
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<p><b>Incentive Plan</b>                  1. Company Goals                  2. Incentives                  3. Incentive Plan</p>  <p><i>UEQ:</i>                  •How do you create a work environment for all employees to enjoy and work together?                  •How can team building projects create team unity in a workplace?                  •What team building activities will help employees learn to trust one another?</p>	<p><b>Incentive Plan</b>                  1. Set company goals that maximize profits and employee proficiency.                  2. Recognize incentives that will help employees reach company goals.                  3. Create an incentive plan that employees will want to reach to help reach company goals.</p>	<p><b>Incentive Plan</b>                  LT1. I can set and write company goals to maximize profits.                  LT2. I can create incentives that will motivate employees to reach company goals.                  LT3. I can create an incentive plan that employees will be excited to implement and reach company goals.</p>	<p><b>Incentive Plan</b>                  CSA = Write company goals to maximize profits.                  LT1                  CSA = Create incentives to reach company goals. LT1, LT2, &amp; LT3                  CFA = Create a Powerpoint to present to the class on an incentive plan.</p>	<p><b>Incentive Plan</b>                  Technology: Various web sites and businesses needed to create your incentive plan.                  Key Vocabulary                  motivation, creativity, goals, incentives</p>
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<p><b>Team Building</b></p> <ol style="list-style-type: none"> <li>1. Brainstorm Ideas</li> <li>2. Coordinate Activities</li> <li>3. Conduct Team Building</li> </ol>	<p><b>Team Building</b></p> <ol style="list-style-type: none"> <li>1. Be able to brainstorm various ways to create a one hour team building activity that includes the entire class.</li> <li>2. Be able to choose, coordinate, and plan a team building activity for the class.</li> <li>3. Run a team building activity which involves everyone that runs the entire class period.</li> </ol>	<p><b>Team Building</b></p> <p>LT1. I can brainstorm team building activities that create team cohesion in a group.</p> <p>LT2. I can choose, coordinate, and plan a team building activity for the class.</p> <p>LT3. I can run a team building activity that involves everyone in the class for one class period.</p>	<p><b>Team Building</b></p> <p>ra</p> <p><b>CSA</b> = Brainstorm ideas in a group. LT1</p> <p><b>CSA</b> = Choose and plan out a team building activity for the class. LT2</p> <p><b>CFA</b> = Conduct a team building activity during a class period.</p>	<p><b>Team Building</b></p> <p>Technology: Various web sites to come up with team building ideas.</p> <p><b>Key Vocabulary</b> brainstorm, team work, team building, coordinate, communication, creativity, participation, plan</p>
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