

Entrepreneurship 12

At a Glance

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Entrepreneurship 12 At a Glance

Learners will analyse entrepreneurial opportunities in relation to the individual, family, and various cultures and community constructs.

Competencies, Skills, Concepts	Guiding Questions (IBL)	Evidence of Learning (Indicators)
<p>Competencies</p> <ul style="list-style-type: none"> ▪ Citizenship (CZ) ▪ Communication (COM) ▪ Personal Career Development (PCD) ▪ Critical Thinking (CT) <p>Skills</p> <ul style="list-style-type: none"> ▪ Analyse ▪ Compare ▪ Investigate <p>Concepts</p> <ul style="list-style-type: none"> ▪ Entrepreneurial traits and characteristics ▪ Entrepreneurial influences ▪ Economic impact and sustainability ▪ Entrepreneurship as a career choice 	<ul style="list-style-type: none"> ▪ What is an entrepreneur? ▪ Who are entrepreneurs in our community? Our province? ▪ What are the traits of an entrepreneur? ▪ What is success? ▪ What makes a successful entrepreneur ? ▪ How can entrepreneurial spirit drive business? ▪ How can personal wants/needs drive the entrepreneur? 	<ul style="list-style-type: none"> ▪ Compare entrepreneurial ventures to determine how they apply to the individual, family, and various community and cultural constructs (CZ/COM/CT) ▪ Investigate attributes of enterprising people as they apply to individuals, family, and communities (CZ/COM/CT) ▪ Investigate contributions entrepreneurial ventures make to communities (CZ/COM) ▪ Analyse entrepreneurship as a career choice (CZ/PCD/CT)

Learners will evaluate personal characteristics and skills as they relate to entrepreneurs or an entrepreneurial mindset.		
Competencies, Skills, Concepts	Guiding Questions (IBL)	Evidence of Learning (Indicators)
<p>Competencies</p> <ul style="list-style-type: none"> • Citizenship (CZ) • Communication (COM) • Personal Career Development (PCD) • Creativity and Innovation (CI) • Critical Thinking (CT) • Technological Fluency (TF) 	<ul style="list-style-type: none"> • What have you discovered that may influence your career pathing? • How do my personal characteristics and skills compare to those of an entrepreneurial mindset? 	<ul style="list-style-type: none"> • Analyse personal characteristics and skills reflective of entrepreneurs and the entrepreneurial mindset (CZ/COM/CT) • Evaluate how personal skills and attributes influence entrepreneurial ventures (COM/PCD/CI/CT)
<p>Skills</p> <ul style="list-style-type: none"> • Evaluate • Analyse 		
<p>Concepts</p> <ul style="list-style-type: none"> • Indicators of success • Types of entrepreneurial ventures • Entrepreneurial mindset 		

Learners will analyse entrepreneurship in a political, economic, environmental, and social context.		
Competencies, Skills, Concepts	Guiding Questions (IBL)	Evidence of Learning (Indicators)
<p>Competencies</p> <ul style="list-style-type: none"> • Citizenship (CZ) • Communication (COM) • Personal Career Development (PCD) • Critical Thinking (CT) 	<ul style="list-style-type: none"> • What is a major industry? • What are the major industries in the community? • How does major industry impact the community? • What are trends in business? • How have current trends influenced major industries? • How do politics influence entrepreneurship? • How does the economy influence entrepreneurship? • How does the environment influence entrepreneurship? • How does society influence entrepreneurship? • What is a regulatory agency? • What role do regulatory agencies play in entrepreneurship? • What is marketing? • What marketing strategies exist? 	<ul style="list-style-type: none"> • Analyse the impact of major industry on entrepreneurial ventures. (CZ/CT) • Investigate the influence of political, economic, environmental, and social factors on entrepreneurship. (CZ/CT) • Compare demographic and economic activities, patterns, and trends in relation to entrepreneurial initiatives. (COM/CT) • Investigate the influence of marketing strategies on entrepreneurship. (COM/CT) • Investigate the roles of regulatory agencies in entrepreneurial ventures. (CZ/PCD)
<p>Skills</p> <ul style="list-style-type: none"> • Analyse • Investigate • Compare 		
<p>Concepts</p> <ul style="list-style-type: none"> • Economic activity, patterns, and trends • Markets and marketing strategies • Demographics • Models of business/ventures • Major industry • Regulatory agencies 		

Learners will evaluate the skills and roles of a team when collaborating and consulting in entrepreneurial ventures.		
Competencies, Skills, Concepts	Guiding Questions (IBL)	Evidence of Learning (Indicators)
<p>Competencies</p> <ul style="list-style-type: none"> • Citizenship (CZ) • Communication (COM) • Personal Career Development (PCD) • Critical Thinking (CT) 	<ul style="list-style-type: none"> • Why are teams important when building an entrepreneurial venture? • What is the purpose of a team? • What are the advantages/disadvantages to a team approach? • What does an effective team approach look like in an entrepreneurial venture? • What team roles may exist in early stage startups on an entrepreneurial venture? • How does a team approach contribute to the culture of an entrepreneurial venture? • What is the importance of networking (building a network) when developing a team for startup? 	<ul style="list-style-type: none"> • Investigate the roles of leadership and teamwork in entrepreneurial ventures (CZ/COM/PCD) • Apply personal entrepreneurial strengths and skills in roles and responsibilities of the team members (CZ/COM/PCD) • Reflect on the effectiveness of the teamwork process (CZ/COM/PCD/CT) • Evaluate the types of agencies and partnerships that are available to support entrepreneurial pursuits. (PCD/CT)
<p>Skills</p> <ul style="list-style-type: none"> • Evaluate • Investigate • Apply • Reflect 		
<p>Concepts</p> <ul style="list-style-type: none"> • Leadership and Teamwork • Partnerships • Networking 		

Learners will evaluate resources to support entrepreneurial ventures.

Competencies, Skills, Concepts	Guiding Questions (IBL)	Evidence of Learning (Indicators)
<p>Competencies</p> <ul style="list-style-type: none"> ▪ Citizenship (CZ) ▪ Communication (COM) ▪ Personal Career Development (PCD) ▪ Creativity and Innovation (CI) ▪ Critical Thinking (CT) ▪ Technological Fluency (TF) <p>Skills</p> <ul style="list-style-type: none"> ▪ Evaluate ▪ Investigate ▪ Compare <p>Concepts</p> <ul style="list-style-type: none"> ▪ Resources for entrepreneurs ▪ Raising capital ▪ Startup costs ▪ Alternative funding sources ▪ Financial institutions and funding partners ▪ Lending criteria ▪ Networking 	<ul style="list-style-type: none"> ▪ What financial resources are available to support entrepreneurial ventures? ▪ What in kind resources are available to support entrepreneurship ventures? ▪ What alternative resources are available to support the entrepreneurship ventures? ▪ How do financial needs/opportunities differ in rural and urban startups? ▪ What does funding support in rural and urban areas differ? ▪ What is the importance of financial planning? ▪ What needs to be considered when developing a financial plan? ▪ What is the difference between equity and debt financing? ▪ How would an entrepreneur plan to meet the 5 C's - capital, Conditions, capacity, collateral, and character? 	<ul style="list-style-type: none"> ▪ Investigate means of raising capital for startup costs within urban and rural areas (CZ/COM/PCD/CI/CT/TF) ▪ Investigate alternative funding sources for a business or venture within urban and rural areas (CZ/COM/PCD/CI/CT/TF) ▪ Compare the role of financial institutions and funding partners in supporting businesses and ventures in urban and rural areas (COM/PCD/CT) ▪ Evaluate criteria* that may be used to assess the financial viability of a business or venture (CZ/COM/PCD/CI/CT/TF)

Learners will construct an effective business or venture plan.

Competencies, Skills, Concepts	Guiding Questions (IBL)	Evidence of Learning (Indicators)
<p>Competencies</p> <ul style="list-style-type: none"> ▪ Citizenship (CZ) ▪ Communication (COM) ▪ Personal Career Development (PCD) ▪ Creativity and Innovation (CI) ▪ Critical Thinking (CT) ▪ Technological Fluency (TF) <p>Skills</p> <ul style="list-style-type: none"> ▪ Construct ▪ Evaluate ▪ Investigate ▪ Implement <p>Concepts</p> <ul style="list-style-type: none"> ▪ Components of a business plan ▪ Lean Canvas model ▪ Unique value propositions ▪ Trend spotting ▪ Market research ▪ Market plan ▪ Executive summary 	<ul style="list-style-type: none"> ▪ How are ideas generated? ▪ How are business ideas evaluated? ▪ What is a market? ▪ What is market research? ▪ What are the components of a marketing plan? ▪ How does market research contribute to a marketing plan? ▪ How does market research provide a reality check? ▪ How are needs and wants identified in a market? ▪ What is the importance of planning and goal setting? ▪ What professionals (external human resources) should be consulted when starting a business? ▪ Why is it important to analyse your market when deciding on a business venture? ▪ What value does having a business plan add when seeking financial resources? ▪ How are opportunities and threats recognized in the market? ▪ How does a business create a marketing plan? 	<ul style="list-style-type: none"> ▪ Evaluate ideas for potential entrepreneurial opportunities (CZ/COM/PCD/CI/CT/TF) ▪ Investigate various networking opportunities to support the business or venture (COM/PCD/CI/CT/TF) ▪ Implement market research in the development of an effective business plan or venture (CZ/COM/PCD/CI/CT/TF) ▪ Evaluate financial trends and relationships in local, national, and international marketplaces that influence the business or venture (CZ/COM/PCD/CI/CT/TF)

Learners will implement a business or venture.		
Competencies, Skills, Concepts	Guiding Questions (IBL)	Evidence of Learning (Indicators)
<p>Competencies</p> <ul style="list-style-type: none"> • Citizenship (CZ) • Communication (COM) • Personal Career Development (PCD) • Creativity and Innovation (CI) • Critical Thinking (CT) • Technological Fluency (TF) 	<ul style="list-style-type: none"> • How do clients influence a business or venture? • How do ethical business practices impact a business or venture? • How is a time scale established for implementing a business/venture plan? • How is market research analysis used to benefit your business? • What makes a good business pitch? • What goes into starting and running a business? • How can limited resources be used to maximize efficiency? 	<ul style="list-style-type: none"> • Validate ideas for venture/business (CZ/COM/CT/TF) • analyse business ethics in the delivery of a business or venture (CZ/COM/PCD/CT/TF) • Investigate the need for protection of intellectual property in entrepreneurial ventures (CZ/COM/CT/TF) • Implement business strategies for a changing economy (COM/PCD/CI/CT/TF) • Pivot as required in the implementation of a business plan/venture. (COM/CI/CT/TF) • Investigate networking opportunities to support the business or venture (COM/PCD/CI/CT/TF)
<p>Skills</p> <ul style="list-style-type: none"> • Implement • Validate • Analyse • Investigate • Pivot 		
<p>Concepts</p> <ul style="list-style-type: none"> • Market Research • Regulations and certifications • Business ethics • Intellectual property • Pitch • Pitch Deck 		

Learners will evaluate the results of the personal business or venture.		
Competencies, Skills, Concepts	Guiding Questions (IBL)	Evidence of Learning (Indicators)
<p>Competencies</p> <ul style="list-style-type: none"> • Citizenship (CZ) • Communication (COM) • Personal Career Development (PCD) • Creativity and Innovation (CI) • Critical Thinking (CT) • Technological Fluency (TF) 	<ul style="list-style-type: none"> • How do resilience and perseverance contribute to success? • How do personal attributes influence the success or failure of a business venture? • How is financial success determined in a business or venture? • What strengths did I bring to the business/venture to help it succeed? • What have I learned about myself as a young entrepreneur? • How does having an entrepreneurial mindset influence my future career goals and decisions? • What opportunities for growth exist in my business or venture? • What criteria, other than money, can be used to determine the success of the business? 	<ul style="list-style-type: none"> • Evaluate the financial viability of the personal business or venture (COM/PCD/CT/TF) • Evaluate the impact of the personal business or venture. (CZ/COM/PCD/CT/TF) • Reflect on personal contribution to the results of the business or venture (CZ/COM/PCD/CT) • Evaluate how resilience and perseverance contribute to the results of a business or venture (CZ/COM/PCD/CI/CT/TF)
<p>Skills</p> <ul style="list-style-type: none"> • Evaluate • Reflect 		
<p>Concepts</p> <ul style="list-style-type: none"> • Basic Business Financial practices • Roles and responsibilities within a business structure • Adapting to change (pivoting) • Resilience and perseverance 		