



Entrepreneurship Skills Development Activity Book



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**On behalf of
Bursa Provincial Directorate of
National Education;
Concession Holder**

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The children of today, the makers of tomorrow

Key Action 2 - Strategic Partnership for the exchange of good practice in school education



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Today's Children, Tomorrow's Changemakers

Activity Plan 1

Grade: 3rd, 4th & 5th Grades

Date:/...../

Topic: Let's Create a Value Chain!

Learning Objectives:

- I can explain how value can be created with the combination of different materials.
- I can develop creative ideas and understand their values.
- I can understand the importance of economical, ecological and social topics for our society and the world.

Materials Needed:

- Worksheet (*1 page to be photocopied per student*)

Structure / Activity

- The teacher tells the students what "*raw material*" and "*added value*" mean. He/She makes sure that students comprehend.
- After the worksheets are delivered, students will be asked to think about how the raw materials can be transformed into more value-added products.
- Alternatively, they will try to find out what the final products are made of.
- Finally, the teacher guides the students to share their ideas with the rest of the class.

Assessment

- The teachers consider how effective they think was the lesson.
- Each lesson plan is going to be analyzed separately and the results will be shared.

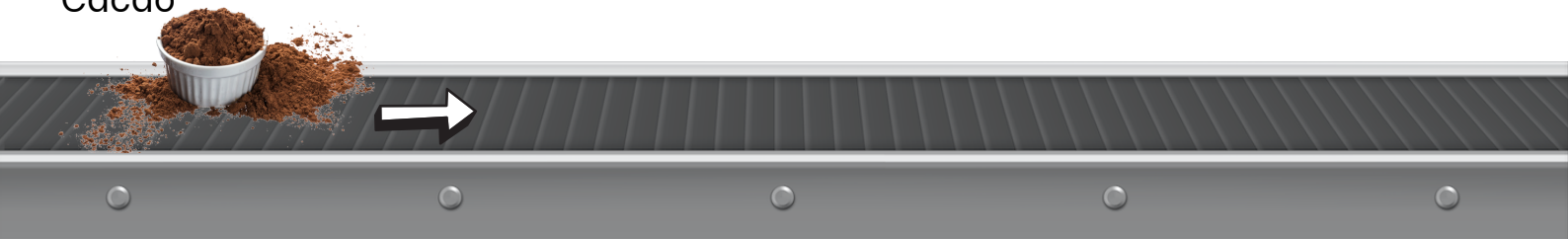


Today's Children, Tomorrow's Changemakers

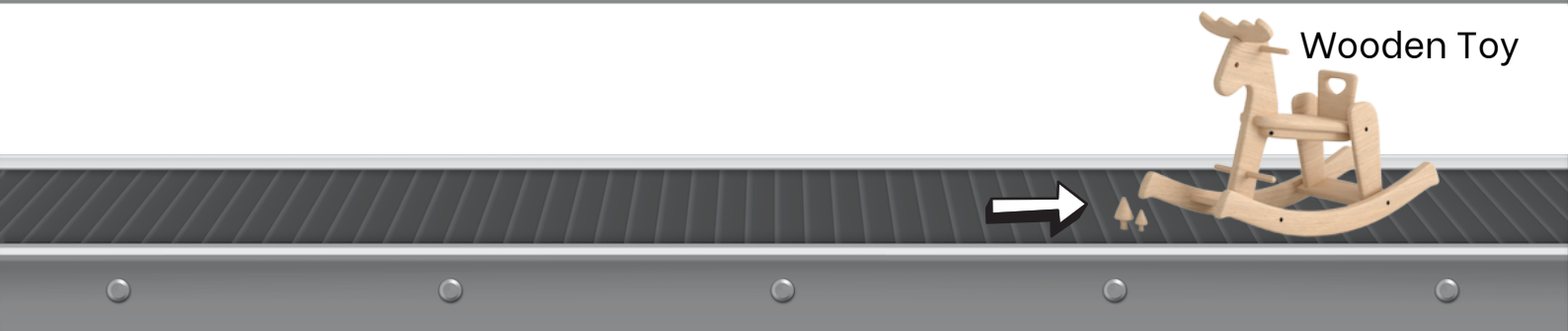
Lesson Plan 1

- The materials, workforce, work hours and ideas are used to add value to a product and this is called “value chain“.
- For example: *(Strawberry + cake + cream = Strawberry Cake)*
- Please see the products below and complete the value chain. The number of materials may change. Keep in your mind that everything has a value!

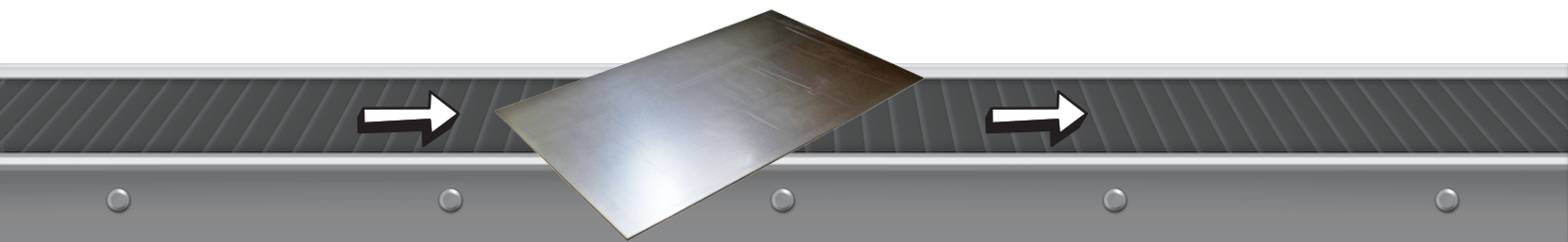
Cacao



Wooden Toy



Metal Sheet



Fruits





Today's Children, Tomorrow's Changemakers

Activity Plan 2

Grade: 3rd, 4th & 5th Grades

Date:/...../

Topic: Production, products, raw material, processed material, economic value.

Learning Objectives:

- I can explain how value is created from products.
- I can recognise that more profit can be made from processed materials rather than raw materials.

Materials Needed:

- Worksheet (1 page)

Structure / Activity

- In the previous lesson, students were asked to note down the raw materials and processed materials they saw around them. They are asked to go to the supermarket and investigate the prices of these materials.
- The difference between raw materials and processed materials is explained by the teacher. Students present their research results in the classroom. The worksheet is distributed to the students. After completing the activity in the last section, the students who want to present their work in the classroom.

Assessment

- The teachers consider how effective they think was the lesson.
- Each lesson plan is going to be analyzed separately and the results will be shared.



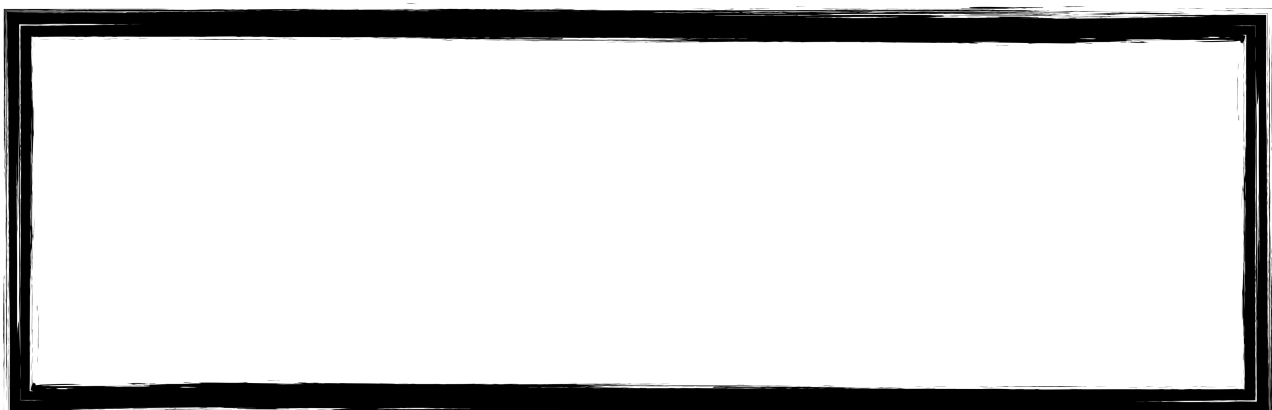
Today's Children, Tomorrow's Changemakers

Activity 2

- The difference between raw materials and processed materials is explained by the teacher. Students present their research results in class. The worksheet is distributed to the students. After completing the activity in the last section, the students present their work in the classroom.
- Tick the box next to the item with the higher price. Why do you think the price of the product you have marked is high? If you were a seller, which product would you like to sell? Why?



- Choose a raw material from your environment. Process this product into another product. Does the selling price of the product change?
- In the box below, draw the raw material and the product that you add value by processing it. Create a brand name of your own.





Today's Children, Tomorrow's Changemakers

Activity Plan 3

Grade: 3rd, 4th & 5th Grades

Date:/...../

Topic: Who earns how much for a jersey?

Learning Objectives:

- I can explain how value is created from products.
- I can explain and compare the price and value of products.
- I can develop creative ideas and understand their value. I can understand the importance of economic, ecological and social issues for our lives.

Materials Needed:

- Worksheet (1 page)

Structure / Activity

- Children are asked whether they think about questions such as where the products they buy come from and how they are produced while shopping.
- The worksheet is reproduced and distributed. The teacher explains the concepts of tax, wholesaler, retailer and transporter.

Assessment

- The teachers consider how effective they think was the lesson.
- Each lesson plan is going to be analyzed separately and the results will be shared.

Today's Children, Tomorrow's Changemakers

Activity 3

- In this activity, children learn who earns how much from the sale of a football shirt and discuss whether this distribution is fair.
- Below is a list of everyone who earns from the sale of a football shirt. This shirt is sold in the shop for 100 Euros.
- What do you think, who gets how much? Use a pencil to match them up.

40 €

1 €

18 €

16 €

5 €

20 €

The Store selling the jersey

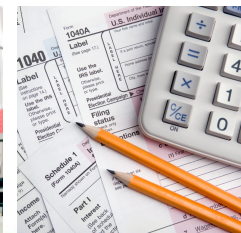
The Workers producing the jersey

State (Taxes)

The Brand designing the jersey

The factory producing the jersey

The shipment company



Do you think this distribution is fair?



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Activity Plan 4

Grade: 3rd, 4th & 5th Grades

Date:/...../

Topic: Biomimicry, Nature, Observation

Learning Objectives:

- I can recognise and give examples of nature-inspired technologies.

Materials Needed:

- Pencil, paper.

Structure / Activity

- At the beginning of the lesson, the teacher mentions the concept of biomimicry. He/she shows the examples in nature to the students. He/she asks questions to the students and expects them to convey their observations. He/she asks them to explain or paint which products the characteristics of living things will inspire. *(The picture can be explained with lines and geometric forms. There should not be an expectation of a high level painting. The important thing is to express the idea).*

Assessment

- The teachers consider how effective they think was the lesson.
- Each lesson plan is going to be analyzed separately and the results will be shared.



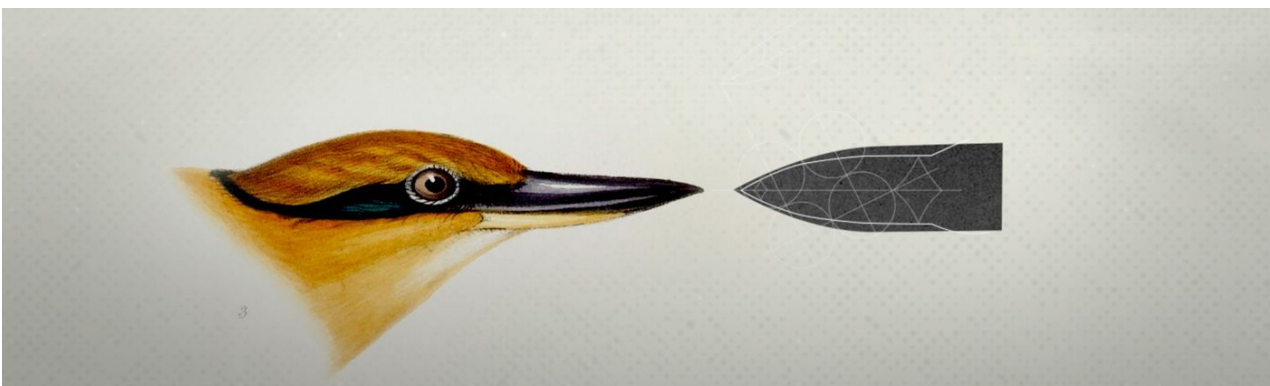
Today's Children, Tomorrow's Changemakers

Activity 3

- The Shinkansen bullet train was the fastest in the world at 200 miles per hour. And what was the problem? Noise. Due to air pressure changes, every time the train exited the tunnel it created loud thunder-like noises, causing even those living a quarter of a mile away to complain. Eiji Nakatsu, chief engineer of the Shinkansen 500 and an avid birdwatcher, asked himself: "Is there anything in nature that travels quickly and smoothly between two different environments?" The beak of the kingfisher, which dives into bodies of water to catch fish with very little leap from the air, was taken as an example. Then the front end of the train was modelled. Now the train is quieter, uses 15 per cent less electricity and is 10 per cent faster.



1. Are there any living things that you have observed in nature, in your close environment or at home?
2. Which characteristics of these creatures attracted your attention the most?
3. Which products or services can these characteristics of living things inspire? You can explain verbally or by drawing on a blank sheet of paper.





Today's Children, Tomorrow's Changemakers

Activity Plan 4

Grade: 3rd, 4th & 5th Grades

Date:/...../

Topic: Imagination & Creativity

Learning Objectives:

- He/She can express her dreams.
- He/She can recognize his/her personal characteristics.

Materials Needed:

- Worksheet

Structure / Activity

- The importance of dreaming is discussed.
- The students are asked to answer the questions asked by distributing the worksheet.

Assessment

- The teachers consider how effective they think was the lesson.
- Each lesson plan is going to be analyzed separately and the results will be shared.



**Do you have dreams?
Do you dream a lot?**

What is your biggest dream?



Which of your characteristics can make these dreams come true?

What will you be like when all your dreams come true?





Today's Children, Tomorrow's Changemakers

Activity Plan 5

Grade: 3rd, 4th & 5th Grades

Date:/...../

Topic: Creativity

Learning Objectives:

- I can develop creative ideas and recognise their value.

Materials Needed:

- Worksheet

Structure / Activity

- Worksheets are prepared for the number of students.

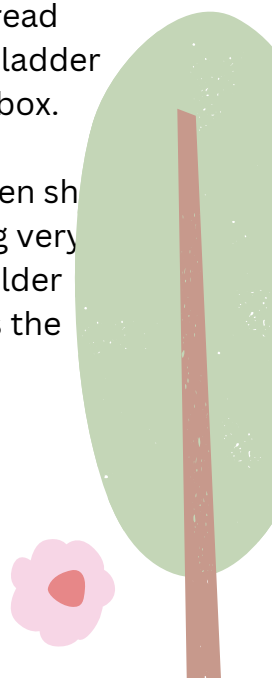
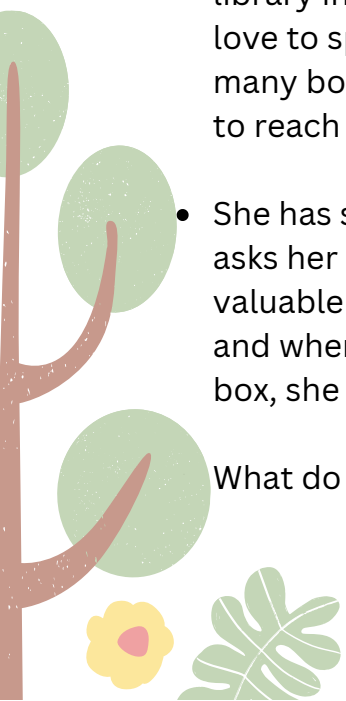
Assessment

- The teachers consider how effective they think was the lesson.
- Each lesson plan is going to be analyzed separately and the results will be shared.



- Mary visits her grandparents during the summer holidays. There is a huge library in this house where she has been coming for years. Her grandparents love to spend time in this library. When Mary comes to visit them, they read many books to her. After examining the library, Mary decides to use the ladder to reach the upper shelves. When she looks at the top shelf, she finds a box.
- She has seen her grandfather looking at this box many times before. When she asks her grandfather what is in it, he always tells her "There is something very valuable for me in this box. I will give you this box when you are a little older and when you are old enough to understand its value." When Mary finds the box, she again starts to imagine what is inside.

What do you think could be inside this box?





Today's Children, Tomorrow's Changemakers

Activity Plan 6

Grade: 3rd, 4th & 5th Grades

Date:/...../

Topic: Creativity, innovation, idea, product, innovation

Learning Objectives:

- I can comprehend innovative thinking in the process of creativity.
- I can describe the characteristics of a person who thinks in an innovative way.

Materials Needed:

- 3 sheets of worksheet, pencil, eraser, crayons

Structure / Activity

- After explaining creative and innovative thinking, the characteristics of a creative thinker and the subject of innovation, the teacher tells the students that they will do an activity to reinforce the concept of innovation and asks the students to divide into groups (4-5 people).
- Children try to design a new product by combining at least two products on the given worksheet. They can draw their designs on a blank paper.

Assessment

- The teachers consider how effective they think was the lesson.
- Each lesson plan is going to be analyzed separately and the results will be shared.

