

VENTURELAB

ENTREPRENEURIAL

MINDSETS

A WORKBOOK FOR
CAREGIVERS & YOUTH



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Entrepreneurial Learning

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ABOUT THIS WORKBOOK

WHO

- This workbook is for parents/caregivers/mentors and elementary-age children.
- You **don't need** a background in entrepreneurship or financial literacy!
- Your job is to **learn with** and guide the child.
- Parent Tips can be found throughout the workbook for extra guidance on activities.

WHAT

- The workbook contains 60 activities organized by mindset along with a section on financial literacy.
- Activities include hands-on, role-playing, games, conversations, writing, and reflections.
- There are **no** right or wrong answers (financial literacy questions involving calculations have an answer key).
- No special materials are needed.
- Activities can vary in length from 5-10 minutes up to an hour. Work at your own pace!

ENTREPRENEUR

ENTREPRENEUR

ENTREPRENEUR



Say this **BIG** word as loud as you possibly can. Now say it as soft as you can. Say it in a funny alien voice, too.

What is an entrepreneur? Are you one? Let's find out!

Entrepreneurs are people who seek new ways to solve problems and bring their creative ideas to life. Sometimes those ideas even turn into new products or businesses! Entrepreneurs make a difference in their community and the world by using the same mindsets you'll learn in this workbook.

ENTREPRENEURIAL MINDSETS





LEARNING ABOUT YOURSELF

Because entrepreneurs often work for themselves, they can choose projects and create solutions that they are most passionate about. In order to do that, though, entrepreneurs have to really know themselves.

In this section, you'll work on defining who you are, what you love, and what skills you have.

»» CAREGIVERS:

This section will help your child get to know themselves. They'll dive more into their strengths, interests, and passions. Make note of what they say because, in the future, they may need help making decisions and being reminded of their strengths and interests might help steer them in the right direction.

ACTIVITY:

WHAT MATTERS MOST?

List out the things that you care about. What are your values and priorities? For example, is it important to spend time with your family? To have a lot of friends or a few close friends? Is it important for you to help others? Or to take care of animals or the environment?

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WHAT IF I COULD...

Think about your wildest dreams and hopes. What do you want to be? What do you want to do? What if you could change things or make the world better?

What if you could start a ranch for homeless dogs?

Or start a company and become a millionaire by the time you are in college?

What if you could invent a way to travel the world in the blink of an eye?

What if you could breathe underwater?

Write out as many of your dreams as possible and remember not to limit yourself. Your dreams can be anything.

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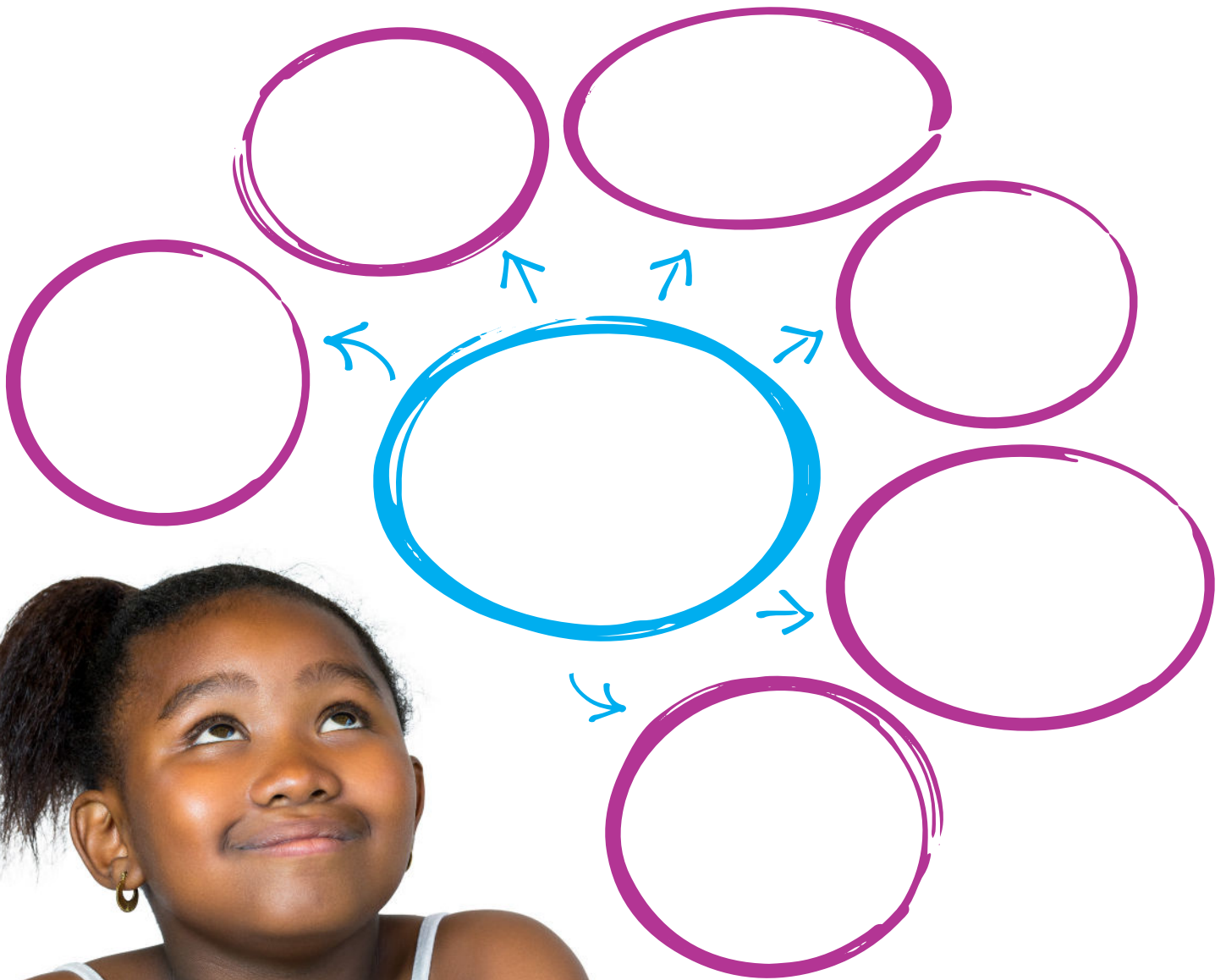
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CREATE A MIND MAP

Create a mind map of your dream list and think about what it might take to achieve some of them. A mind map is a graphical way to represent ideas and concepts.

Using colors and pictures, map out your dreams and how you can achieve them. You could draw a picture of your mind in the middle of the box and then all of your dreams around them (or make your mind map any way you like!).



GOAL SETTING

Creating goals and planning is how we bring our dreams to life. Goals help us know where we're heading. Then we make plans in order to know how to achieve them. Entrepreneurs need goals and a plan to start and run their companies.

Think about your hopes and dreams.

1. Write down one of your goals.

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2. Why you are passionate about that goal? How does it make you feel to think about achieving that goal?

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3. Brainstorm some ways that you can try to achieve the goal.

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4. What are some obstacles you might face along the way?

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5. Write out some real ways that you could overcome those obstacles.

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6. Picture yourself having accomplished your goal. Now, pretend you are a journalist writing a front-page story about your achievement for a newspaper. Write out a headline and a few sentences that describe how you achieved your goal.

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7. Think about where you want to be, what you want to be doing and how you want to be feeling 1 year, 5 years and 10 years from now.

1 Year:

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5 Years:

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10 Years:

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WHAT ARE YOUR SUPERPOWERS?

Superheroes in the movies have super cool powers, like traveling lightning fast or being able to fly. While none of us may be the superheroes from the movies, we all have unique strengths, which are our own superpowers.

Strengths can be talents, knowledge, skills, and traits. Maybe you have a talent for singing, or know everything about dinosaurs or have wilderness survival skills! Often times our strengths are things that come naturally to us and don't feel like work.

Make a list of your strengths. Think about how you can use them in everything you do and what sorts of jobs your strengths would be useful for.

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Now create your own super strengths mind map! Use colors and pictures to map out your strengths and how you can use your them (look back at the sample mind map if you need a reminder of what they look like).



ACTIVITY:

BRAG ABOUT YOURSELF

It's time to toot your own horn! You are a rockstar and people need to hear about you!

It can be hard for us to talk about ourselves and accomplishments. But when you tell others what you have done and hear yourself speaking about your accomplishments, your confidence grows. And entrepreneurs need lots of confidence!

List out your proudest accomplishments. Think of as many as possible, even if they are something small, like remembering to feed the dog in the morning.

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Now stand up in front of classmates or relatives and take 2 minutes to brag about yourself. It may be uncomfortable at first, but you'll gain confidence the more you practice. Your family might even remind you of other accomplishments you hadn't thought of!

Make some notes about what you'd like to say during your brag session.

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NOW LET THE BRAGGING BEGIN!

Afterwards, write about how it felt to brag about yourself:

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»» CAREGIVERS:

Entrepreneurs have to talk about themselves and their products all the time and feel comfortable sharing their successes with the world. Help your child feel comfortable and gain confidence by encouraging them during this bragging activity.



"You will recognize your own path when you come upon it, because you will suddenly have all the energy and imagination you will ever need.."

-Jerry Gillies

REFLECTION: What have you learned about yourself through these activities? How can this information help you on your entrepreneurial journey?

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CONCLUSION:

These activities helped you learn about yourself. Entrepreneurs must know about themselves so that they seek the best projects for their strengths and interests.

NOW LET'S GET TO LEARNING THOSE MINDSETS! »»»



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I COMPLETED

LEARN ABOUT
YOURSELF

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Your Name Here:

has successfully completed this
entrepreneurial activity!

Luz Cristal Glangchai

Luz Cristal Glangchai, PhD

Founder of VentureLab

/ /

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Date

EMBRACING

FAILURE





Entrepreneurs see mistakes as ways to learn new things. They know that it's okay to not succeed every time you try something. We call this **EMBRACING FAILURE**.

You embrace failure when you:

- **Get back on your bike after you fall off.**
- **Try reading a book again after it seemed too hard the first time.**
- **Come up with a new business idea when the last one didn't work out.**

How else do you embrace failure when you're at home, at school, or in your business project?

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»» CAREGIVER:

It's normal to want your children to succeed. But in order for them to succeed, they often first have to fail. Failure isn't always about academics. It's about not succeeding at something you've tried. Embracing, rather than fearing, failure can build self-confidence. Children who've had practice failing often know to try again and solve problems rather than expect the right answers all the time. These next activities will help your child experience failure so that they understand how to seek new solutions.

ACTIVITY:

TOWER CHALLENGE

THE CHALLENGE

Build a tower as tall as you can using only 2 sheets of 8-1/2 x 11 paper and 1 pair of scissors

THE RULES

The tower must be free standing. It can't be supported by a table or wall. The tower cannot be taped to the table or floor. The tower must stand on its own for 10 seconds!

Was that fun and challenging? What problems did you have building your tower? How did you overcome them?



Draw your tower here.

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Failure is an important part of being successful. What approach do they think successful people/entrepreneurs have towards challenges and failures?

CAREGIVER:
Kids can be really hard on themselves when they fail. If your child still needs help embracing failure, share stories of your own failures and what you learned from them. Acknowledge that it was hard and you were upset but that you learned something from it, too.

BAKING WITHOUT A RECIPE

Baking can be tough. You have to mix the right amount of ingredients and then cook for the right amount of time. Today, you can push all those rules to the side. You're going to bake a cake or cookies without a recipe!

First, gather everything you think you need for your dessert.

Draw the ingredients here.



A large, empty rounded rectangular box with a dotted border, intended for drawing ingredients.



Now, figure out how much of each ingredient you think you'll need and write those amounts under each ingredient in your picture.

Make your dessert and get it in the oven. Make sure to get help from an adult with this part!

When your dessert is done, carefully take it out of the oven and let it cool. Then taste it. How did it turn out?

Four horizontal dotted lines for writing the outcome of the baking process.

The treat that you baked might taste really great or it might be terrible! That's okay. See if you can figure out why it may not have turned out well. To do this, you can search for a recipe for the dessert (online or in a cookbook). How did what you did compare to the recipes you found?

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If your recipe didn't turn out very well, what can you do differently next time?

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»»» CAREGIVER:

Your children will need help with the activity, but do your best to let them lead. Don't make suggestions about ingredients unless necessary for health reasons (for example, to make sure eggs are cooked through and that they don't add inedible items).

SLIME YOUR WAY

Do you love to make slime? You may even have a great recipe for it that works every time. Well, toss that recipe aside and prepare to experiment! Grab anything around your house that you think could work as a slime ingredient (make sure you have your caregiver's permission for whatever you choose). How about toothpaste? Glue? Whatever you think will make good slime!



Draw a picture of the ingredients you're using in slime.

A large, empty rectangular area with a dashed border, intended for drawing ingredients.

Start making slime and see what you come up with!

How did the slime turn out? Was it gooey and "slimy" enough? Too runny? Too sticky? Which ingredients didn't work? How did it feel when the slime didn't turn out how you wanted?

Four horizontal dotted lines for writing notes.

You can try making it again by adjusting the type of ingredients or the amounts. Each time you try, you'll learn something new.

WHO FAILED TODAY?

At first, it might seem strange to celebrate failure. But entrepreneurs know that failure is a part of the learning process. Remember, failing means that you tried something new and hard.

To help others celebrate failure with you, start a routine. Ask the question, "What did you fail at today?" and have everyone take turns answering.

What failure will you share today?

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ACTIVITY:

MOTIVATIONAL POSTER

Color this poster and hang it up to remind others about the importance of failure.

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"Failure is simply the opportunity to begin again, this time more intelligently."

- Henry Ford

"Failure is another stepping stone to greatness."

-Oprah Winfrey

REFLECTION: What is something you've tried to do but have failed? Did you try again or give up? Why is it important to keep trying?

What will you do in the future if you fail?

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CONCLUSION:

These activities helped you see that failure isn't so bad. In fact, it's an important way to learn new things. That's why entrepreneurs embrace failure – they know that great ideas and solutions can come from things that didn't work the first time.



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I CAN

EMBRACE FAILURE

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⤴ Your Name Here: ⤵

**has successfully practiced this
entrepreneurial mindset!**

Luz Cristal Glangchai

Luz Cristal Glangchai, PhD

Founder of VentureLab

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Date

FINANCIAL

LITERACY



**WELLS
FARGO**

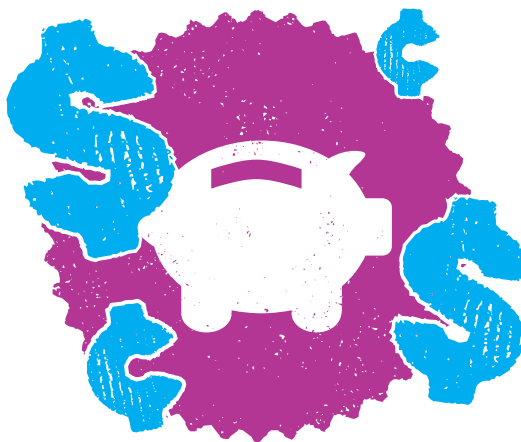
Financial literacy content is adapted from the Wells Fargo Hands on Banking curriculum. For more information on financial literacy for kids, visit

<https://handsonbanking.org/kids/>

You've been practicing all the ways that entrepreneurs think – practicing these mindsets helps you develop into a strong entrepreneur. The other thing you need in order to be a successful entrepreneur is financial literacy, which means that you understand how money works - like how to make it, save it, and use it to help yourself, your relatives, and your community.

ENTREPRENEURS NEED TO KNOW ABOUT MONEY TO:

- **Build their businesses**
- **Create their products**
- **Take out loans**
- **Avoid a lot of debt**
- **Find investors**
- **Buy their materials**
- **Pay for advertising**
- **Hire other people**



Can you think of any other reasons why entrepreneurs need to know about money?

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The next section of this activity book will help you learn more about money. There will be group activities and discussions. What you learn will help you bring your entrepreneurial ideas to life!

»»» CAREGIVER:

Financial literacy is a key part of learning to be a responsible person. It can be difficult to have conversations about money with your child, but it is necessary. Your child needs to know what money is and how to manage it. Knowing about money will not only help your child be an entrepreneur, it will help them to make smart financial decisions for their whole lives.

DOLLARS & CENTS

In the United States, we use coins and paper bills as money. The US Treasury makes and passes out the coins and bills. Money changes hands between people, businesses, and banks.

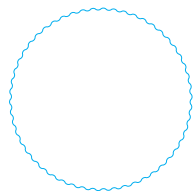
The next couple of activities will help you get more familiar with coins and dollar bills.

ACTIVITY:

COIN RUBBING

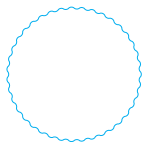
Gather a quarter, dime, nickel, and penny. Place them in the circles below.

Now inspect each coin and describe what you see. Include details about color, weight, size, worth, and images.



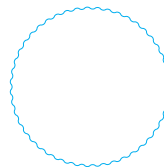
QUARTER
25¢

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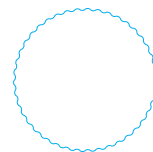
DIME
10¢

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NICKEL
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PENNY
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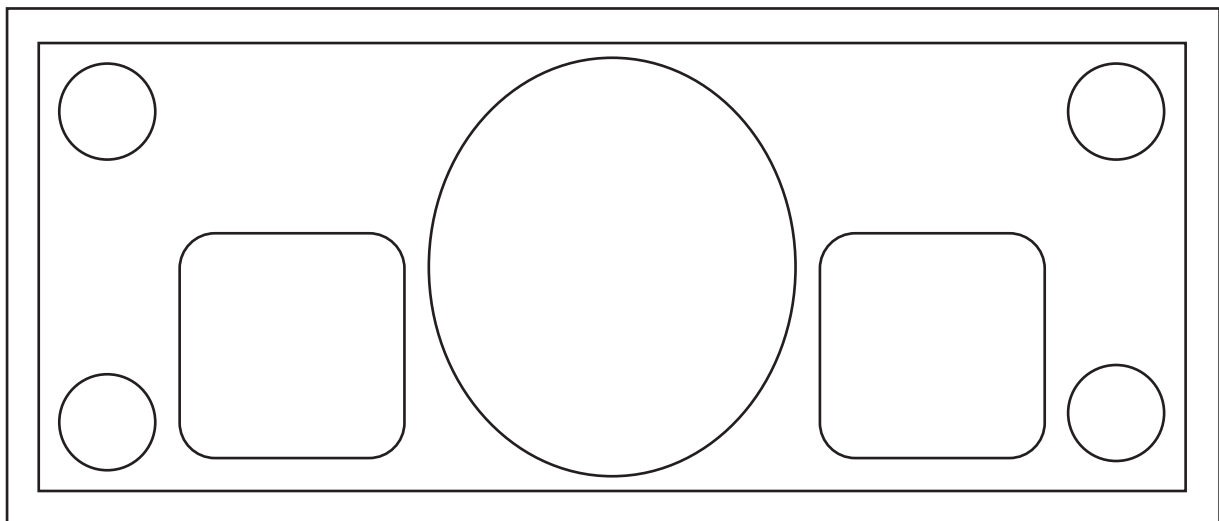
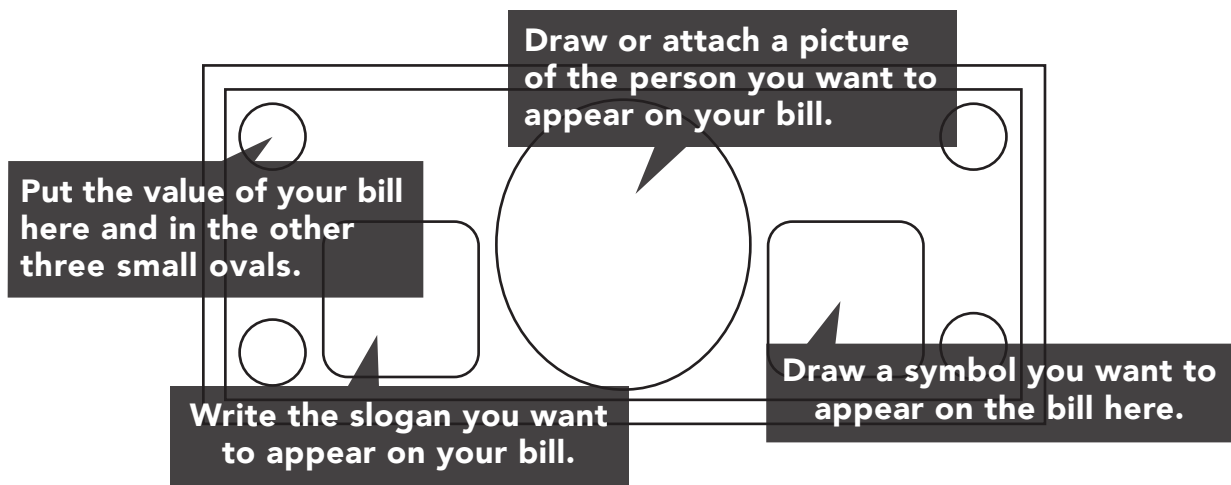
Now slide the coins under this sheet so you can do a coin rubbing in each of the circles above. Line up the coin behind the circle. On this side of the sheet, use a pencil or crayon and rub it over the circle. You should see an image of the coin appear on this page. Make a rubbing of each coin.

ACTIVITY:

NEW BILL DESIGN

Take a look at a dollar bill. Notice the pictures and symbols you see. There are words and numbers that represent how much the bill is worth. There are also numbers that tell when the bill was printed and words sharing important quotes. Check those out and then make your own bill!

Create a new design for a one-dollar bill and draw it in the space below. In designing the currency, decide which person or persons, symbols, slogans, and colors will appear.



THE MONEY CYCLE

Money moves around. People give each other money as gifts or to pay for work. People spend money at businesses, and businesses also spend money at other businesses. People and businesses also save their money.

..... **ACTIVITY:**

FOLLOW THE MONEY

Imagine you are opening a lemonade stand. You are given \$20 to start your business. You put the money in the bank until you are ready to get the business started.

What supplies might you need to start your business? Estimate (guess) how much you think they would cost.

Draw each item in the boxes and write the cost on the lines below the boxes.

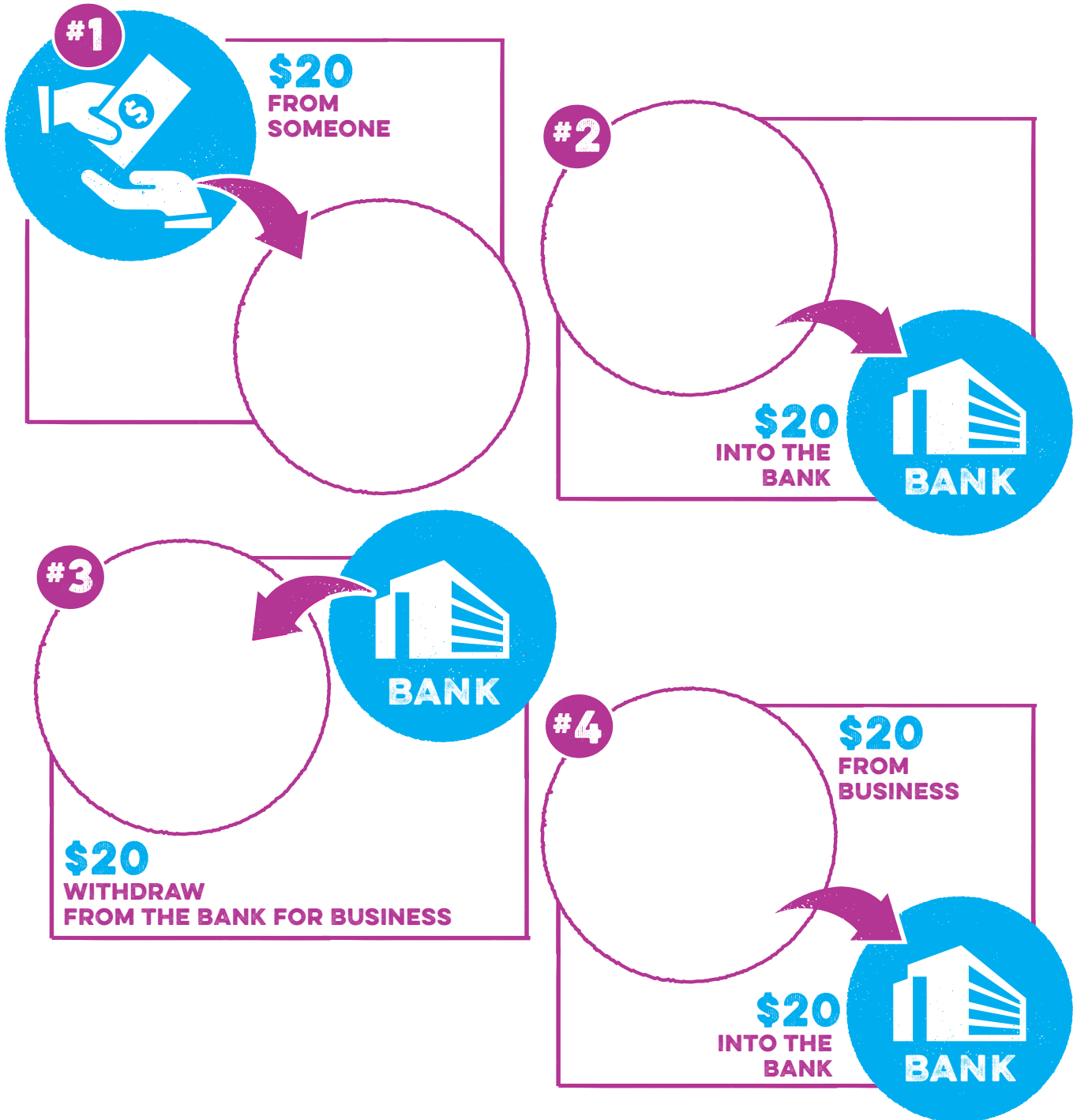
SUPPLIES NEEDED:

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Now imagine you are ready to start your business. You need to withdraw (take out) the money you put in the bank to buy your supplies. Then you have your first day of business and make \$20. Now you put the \$20 you made back in the bank. Look at the pictures below and see how the money went all the way from your hands to the bank and back again.

Add yourself to each picture to show what you did.





THANK YOU

Write a thank you letter to the person who gave you money and tell them what you did with it.

DEAR _____,

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SINCERELY,



venturelab

I COMPLETED
FINANCIAL LITERACY

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⤴ Your Name Here: ⤵

**has successfully practiced this
entrepreneurial skill!**

Luz Cristal Glangchai

Luz Cristal Glangchai, PhD

Founder of VentureLab

/ /

.....
Date



venturelab

CERTIFIED
ENTREPRENEUR

.....
⤴ Your Name Here: ⤵

**has successfully completed this Workbook
and has the mindsets of an entrepreneur!**

Luz Cristal Glangchai

Luz Cristal Glangchai, PhD

Founder of VentureLab

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Date