

Tools, toolkits, lesson plans and workbooks supporting teachers, lecturers and all providers of enterprise and entrepreneurship education



enterprise
catalyst★



Enterprise Fuel

Key stage 3-4

Workbook



Developing Enterprise Fuel

Introduction

Within this exercise you have the opportunity to help your students create a language of enterprise and to help them understand that success in life is down to them, what they do and how much energy they put in to making things happen.

Enterprise Fuel is one of the core building blocks of success and achievement – the more you have the greater the likelihood you will get on and succeed. Enterprise Fuel is what gets you out of bed on a morning, it's what makes you put that extra bit of training in – it's your core desire to do something and make a difference.

Every person has Enterprise Fuel – sometimes we can't quite find it – but it is still there!

Please use the sheets in this workbook to help you deliver the classroom sessions.



Task 1: Words

Below you will see a number of words we use to describe enterprise fuel – add your own words in the box below and talk about what they mean to you

Words we use.....

Motivation – I want to **succeed**

Drive – I am full of **energy**

Self-belief – I believe **I can** do this and **make things** happen

Determination – I don't give in

Willing – I'll **give it a go**

Change – I may need to **do things differently**

Learn – I can develop **new skills and knowledge**

Personal growth – Every year I **change and grow**

What words do you use?

Task 2: Successful People

Make a list of successful people you know

Make a list of business owners you know or have seen or heard about

Business owners are sometimes referred to as entrepreneurs

Are any members of your family business owners?

Use the table below to describe how these people behave

Do you show any of these qualities?

Name	Behaviours (What do they do?)

Task 3: Using the Enterprise Catalyst Reports

Break the students down into small groups of 3-4 and get them to talk about the first page of their Enterprise Catalyst feedback.

Do they understand what we now mean by Motivation and Drive?

Do they understand why it is important?

Do they know what would motivate them?

Do they know what it means to take control of your own life?

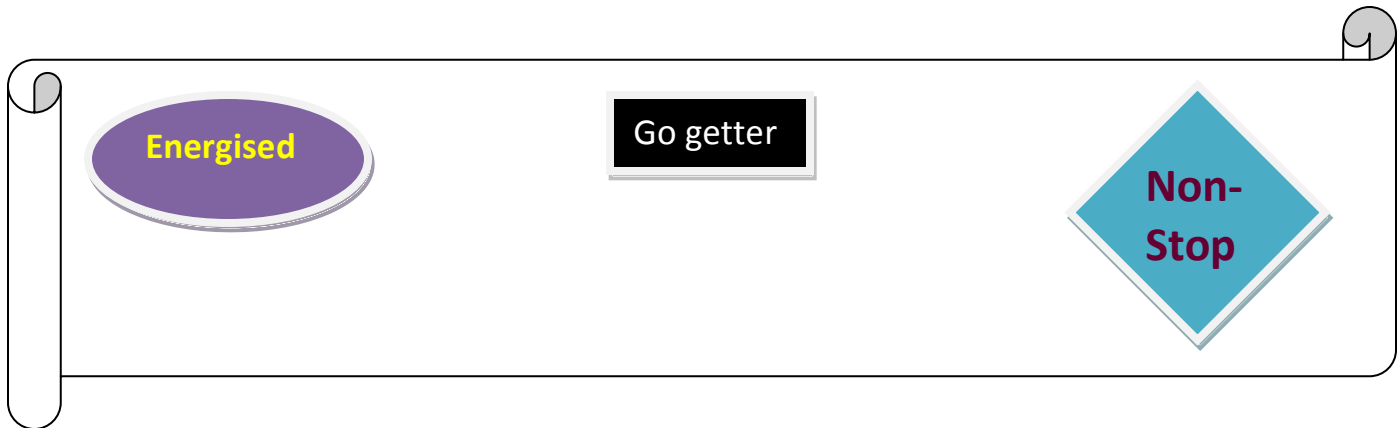
Do they understand why it is important?

Do they know how to?

Do they really understand how important it is to keep on learning, growing and changing?

Do they have any examples of things they would like learn more about?

Task 4: Building a classroom picture



The aim of this task is to pull together all the ideas that have come out of the discussion and to create on flip charts, or a classroom freeze as a memory of this exercise.

Each group has to call out two words that summarise what we mean by **Enterprise Fuel**

Depending upon the nature of the class you may wish to invite students to write words on the charts themselves, or appoint a scribe who will do it for the class.

Alternatively – depending upon time you may wish to get the group to put their words down on a piece of card etc and blue-tac these to the freeze. This is an opportunity to develop the activities within this task.