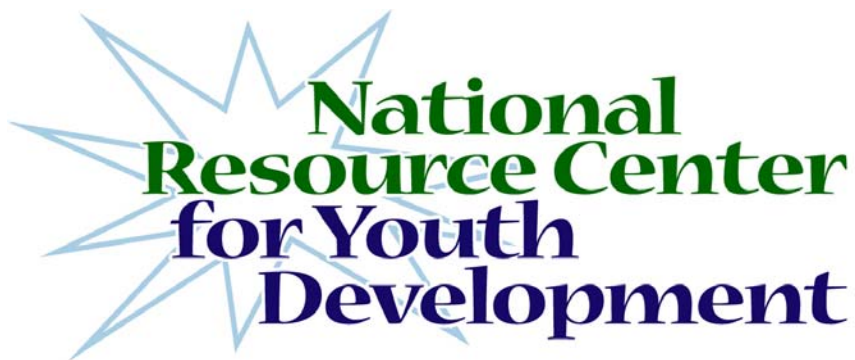




# Revive the Entrepreneurial Spirit

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A Service of DHHS Children's Bureau

## Entrepreneur People Hunt

Talk to the people in the room and find someone who...

\_\_\_\_\_ Has earned spending money by babysitting or mowing lawns.

\_\_\_\_\_ Traveled the farthest to get here today.

\_\_\_\_\_ Has a hobby or talent that could be turned into a business.

\_\_\_\_\_ Learns best through “hands-on” experiences.

\_\_\_\_\_ Dreams of starting a business.

\_\_\_\_\_ Is the parent, aunt, or uncle of a teenager.

\_\_\_\_\_ Grew up in an “entrepreneurial household.”

\_\_\_\_\_ Has helped a youth complete a job application or a resume.

\_\_\_\_\_ Knows someone who is self-employed.

\_\_\_\_\_ Is creative.

\_\_\_\_\_ Teaches life skills to youth.

\_\_\_\_\_ Knows how to develop a business plan.

\_\_\_\_\_ Has bought or sold something on E-Bay.

\_\_\_\_\_ Knows a young entrepreneur.

\_\_\_\_\_ Knows how to create a web site.

## What is Entrepreneurship?

"Entrepreneurship is the process of identifying, developing, and bringing a vision to life."

The Entrepreneurship Center at the Miami University of Ohio

"Creativity is at the heart of entrepreneurship, enabling entirely new ways of thinking and working. Entrepreneurs identify opportunities, large or small, that no one else has noticed. Good entrepreneurs also have the ability to apply that creativity—they can effectively marshal resources to a single end. They have drive—a fervent belief in their ability to change the way things are done, and the force of will and the passion to achieve success. They have a focus on creating value—they want to do things better, faster, cheaper. And they take risks—breaking rules, cutting across accepted boundaries, and going against the status quo."

Accenture

"The word "entrepreneur" is French, and loosely translates as "someone who starts something new." Today, most people think of entrepreneurs as individuals who start their own businesses, but popular misconceptions persist. Some would say entrepreneurs are money-grubbing pirates who would happily pave over the last city park to make a buck. Others view entrepreneurs as rugged individualists born with an innate ability to create jobs and economic prosperity."

REALM Magazine

## Too Young to Start a Business?

Dave Thomas, founder of Wendy's Restaurants, started his food service career at age 15.

Bill Gates, founder of Microsoft, started his first business at the age of 15.

Oprah Winfrey, decided she was going to earn her living by talking when she was paid \$500 at a church when she was only 12 years old.

Leo Sidran grew up in a musical family. His father, Ben Sidran, is a jazz pianist who toured with Steve Miller. Leo began writing songs when he was six years old. He studied music theory and began learning to read and write music when he was in high school.

Source: Fast Cash for Kids by Bonnie and Noel Drew.

## What is your Entrepreneurial IQ?

Consider the statements below and circle the response that best describes you.

	Not Yet	Sometimes	Most of the time	Always
I am passionate about my goals.	1	2	3	4
I have a spirit of adventure.	1	2	3	4
I have a strong need to achieve.	1	2	3	4
I am self-confident and self-reliant.	1	2	3	4
I am goal oriented.	1	2	3	4
I am innovative and creative.	1	2	3	4
I am persistent; I don't give up easily.	1	2	3	4
I am hard working and energetic.	1	2	3	4
I am a positive thinker.	1	2	3	4
I am willing to take initiative.	1	2	3	4

Count the number of circles in each column and enter the number in the work area below. Perform the calculations to determine your total score.

1 x \_\_\_\_ = \_\_\_\_\_

2 x \_\_\_\_ = \_\_\_\_\_

3 x \_\_\_\_ = \_\_\_\_\_

4 x \_\_\_\_ = \_\_\_\_\_

Total \_\_\_\_\_

Adapted from <http://realm.net/wayofthinking/quizzes/q2.cfm>. Visit this site to complete an interactive quiz.

# What is your Entrepreneurial IQ?

## If your score was 10

Believe it or not, you can become more entrepreneurial. And in today's economy, it's essential that you do so. You can start building your entrepreneurial skills by volunteering in your community, taking some business courses or doing informational interviews with entrepreneurs you admire.

## If your score was 11- 20

You may be more entrepreneurial than you think, but you still have your work cut out for you. Anyone can adopt entrepreneurial ways of thinking—just follow your passions, determine your life path and make an attempt at creating the future you dream of.

## If your score was 21- 30

You have a general entrepreneurial approach to work and life, and your characteristics make you well-suited to a career as an entrepreneur. Take your first entrepreneurial steps slowly and consider trying some freelancing or some contract work in your field before launching the business of your dreams.

## If your score was 31- 40

It seems you are a very entrepreneurial person, primed to take on the challenges and opportunities the New Economy presents. If you haven't already considered setting up shop or developing innovative projects, it may be time to give it some serious thought.

(Adapted from <http://realm.net/wayofthinking/quizzes/q2.cfm>. Visit this site to complete an interactive quiz. )

## **General Stages Associated with Entrepreneurship Development**

**Formative Stage:** Influenced by external factors like environment, family, community, culture and internal factors like desire, attitude, and self-confidence.

(It makes a difference if you come from a community or family of entrepreneurs. It also make a difference if you tend to be more “right-brain” then “left-brain” in your thinking.)

**Developmental Stage:** When learning and skill development occurs that prepares one for the possible start-up of an entrepreneurial venture.

**Start-Up Stage:** When the skills related to the “nuts and bolts” of establishing, launching and operating a business are required.

**Growth Stage:** When skills related growing and expanding the business are required.

## Business Ideas for Youth

**A cleaning service.** Maybe you hate doing your chores at home, but getting paid for doing them is completely different! You could offer complete housecleaning services, or specialize in one or more areas, such as attic/basement/garage cleanups.

**A yard maintenance service.** There is always something that needs to be done...mowing lawns and weed control in the spring and summer, raking leaves in the fall, and shoveling snow and planting for the spring in the winter.

**A car-detailing business.** With so many people working multiple jobs and having such busy lifestyles, very few people have the time to really take care of their cars -- and you could offer a weekly or monthly service of washing, waxing, vacuuming, etc.

**A pet sitting service.** Typically more of a summer business when people tend to go on vacation, but you might be able to have a year-round business by offering pet walking, bathing, cleaning, etc. services.

**A PC tutor/Web site development service.** Are you a whiz with computers and the Web? Well, many adults are not, and you could make a good business helping people learn to use PCs and develop Web sites for their families -- or for their businesses.

**A catering service.** Do you enjoy cooking and baking? In these busy times, if you can provide a service that offers well-cooked meals, you could do quite well.

**A painting service.** If you have some experience -- or there is a few of your friends that want to go in business with you -- you might consider a painting business. People are always renovating...and you could paint exteriors in the nicer months and interiors during the colder months.

**An errand, messenger, or delivery service.** This idea works best in larger cities where there are more people and public transportation, but these are busy times and people need help with all sorts of errands.

**An educational tutoring service.** If you have expertise in one or more areas -- music, foreign language, math and science, or others -- you could offer tutoring sessions to children, teens, and adults in your neighborhood.

**An online Web business.** If you are a master at creating Web pages, perhaps what you need to do is brainstorm a concept for an online business -- where your potential customers can come from anywhere in the world, not just in your local neighborhood. (See our [Web Resources Page](#) for key information about developing a Website.)

**A freelancing service.** If you are truly gifted in a certain field, such as writing, drawing, or photography, consider starting a freelancing business where you sell your wares to various businesses and media outlets. (Read more about a [freelancing career](#).)

(Reprinted from [http://www.quintcareers.com/jobs\\_for\\_teens.html](http://www.quintcareers.com/jobs_for_teens.html) )

## Create a Business

Hobbies

Personality  
Traits

Best Subjects

Resources

	<b>A</b>	<b>B</b>	<b>C</b>	<b>D</b>
<b>1</b>	Drawing	Imaginative	Art	Computer
<b>2</b>	Swimming	Open-to-change	History	Car
<b>3</b>	Reading	Shy	English	Mentor
<b>4</b>	Basketball	Group-oriented	Drama	“Y”- membership
<b>5</b>	Movie Going	Out-going	Photography	Camera

## Program Models

### **Fifth Ward Enrichment Program, Inc.**

The Fifth Ward Enrichment Program's Teen Enterprise Center houses five youth run business activities as part of its after-school program and 7-week summer projects. The T-shirt printing shop, now named TKO Enterprize, was the first teen operated business in FWEP. However, the FWEP teen enterprise portfolio expanded to include computer repair/refurbishing, the filmmakers project, the photography club, and the mural/neighborhood art project. These businesses create and produce goods that are marketed and sold to the general public. The Youth, ages 12-19, are taught basic business skills along with the technical skills needed to refurbish and distribute their products. The Teen Enterprise Center is an entrepreneurial training base for FWEP program youth.

<http://www.fwepinc.org/>

### **Sunrise Sidewalk Cleaners**

Sunrise Sidewalk Cleaners is a youth-run business and job training program sponsored by Boys & Girls Clubs of San Francisco. Youth staff, trained by local professionals, are responsible for sales, marketing, customer service, financial management and operations. Teams work 24 hours a day, providing exemplary service to over 260 clients.

Sunrise Sidewalk Cleaners uses a three step high-pressure, high-temperature cleaning process, leaving our satisfied clients with a sparkling sidewalk to greet their customers. Employees sell our service in the Mission District, Downtown San Francisco and the greater Bay Area. As the business grows and becomes self-sufficient, Sunrise is able to provide additional employment and training for high-risk youth giving them the opportunity to become dependable and professional employees.

<http://www.kidsclub.org/bgcsf/sunrise.html>

### **PREP Enterprises**

PREP Enterprises is a youth-run business within the [PREP Community Computer Center](#). PREP Enterprises provides commercial Web design and development. It is supported by a group of volunteers from industry and institutions such as Harvard and MIT who provide mentoring expertise and experience. They provide:

- Web Site Design
- Web Site Development
- Web Site Hosting

<http://www.prepenterprises.net/>

## Manure Gourmet

Manure Gourmet was created in April of 2003 by a two boys, 12 and 13 years old, in Stillwater, OK, who wanted to raise some money to attend a summer church camp. After several attempts at gathering, packaging and marketing manure, these young men launched a successful business venture that was featured this summer on the *Tonight Show*. These entrepreneurs have also been invited to be the keynote speakers at the 8<sup>th</sup> annual teen Entrepreneur Conference in April of 2005. Visit their web site to learn more about their business experiences. <http://www.manuregourmet.com/index.htm>



## Web Resources

<http://www.sba.gov/teens/ideas.html>

This web site is operated by the Small Business Association and includes information on how to start your own business, how to find a mentor, and the legal issues of running your own business.

[http://www.quintcareers.com/jobs\\_for\\_teens.html](http://www.quintcareers.com/jobs_for_teens.html)

Job Ideas for Teens 15 and Younger: Beyond Babysitting and Lemonade Stands

<http://www.emkf.org/pages/129.cfm>

The Kauffman Foundation

<http://ye.entreworld.org/>

A e-magazine for youth entrepreneurs created by the Kauffman Center for Entrepreneurial Leadership and Kidsway, Inc. Contains articles about successful youth businesses, surveys and quizzes, leader's guides, and e-resources.

<http://www.joe.org/joe/1998october/rb2.html>

The results of a study that examined the differences between youth entrepreneurs and non-entrepreneurs published in the Journal of Extension.

<http://realm.net/wayofthinking/articles/a2.cfm>

Canadian web site with articles, profiles of entrepreneurial youth, and quizzes to assess your entrepreneurial skills.

<http://www.hud.gov/offices/hsg/mfh/nmw/resourcesforcenters/nmwcreatingemployment.pdf>

A how-to guide for creating employment and entrepreneurship opportunities for youth developed by the Department of Housing and Urban Development.

<http://www.infoline-la.org/oyes.html>

Operation Youth Entrepreneurial Services, Inc. provides training to high risk youth in the field of industrial computer imaging. Youth learn silk screening, high tech art layout, computer operation, sales, marketing and interpersonal skills and attitudes that will help them become successful employees.

<http://www.entreworld.org/Bookstore/PDFs/RE-008.pdf>

*Entrepreneurship Education: Opportunity in Search of Curriculum.* By Marilyn L. Kourilsky, PhD, Vice President, Kauffman Center for Entrepreneurial Leadership

<http://www.entreworld.org/Bookstore/PDFs/RE-009.pdf>

*Mini-Society and YESS! Learning Theory in Action.* Marilyn L. Kourilsky and Sheila R. Carlson, Kauffman Center for Entrepreneurial Leadership, Ewing Marion Kauffman Foundation, 4900 Oak St., Kansas City, MO 64712-2776, USA

[http://www.ruraleship.org/index\\_html?page=content/Youth.htm](http://www.ruraleship.org/index_html?page=content/Youth.htm)

Center for Rural Entrepreneurship-The primary goal of the Center is to be the focal point for efforts to stimulate and support private and public entrepreneurship development in communities throughout Rural America.

[http://www.ruraleship.org/index\\_html?page=content/Youth.htm](http://www.ruraleship.org/index_html?page=content/Youth.htm)

Articles on youth entrepreneurship.

<http://www.entre-ed.org>

This web page is for teachers, instructors, program developers and others who help students of all ages find their own entrepreneurial opportunities.

<http://scservices.org/opp/>

Our Piece of the Pie, a youth development structured as a youth incubator business. Youth businesses include boat-building, drum-making, art-work for greeting cards, and a youth newspaper.

<http://www.compassproject.org/who-we-are.htm>

The Compass Project is an innovative program that teaches job training and life skills through boat-building and sailing.

<http://www.prepenterprises.net/>

PREP Enterprises is a youth-run business within the [PREP Community Computer Center](#). PREP Enterprises provides commercial Web design and development. It is supported by a group of volunteers from industry and institutions such as Harvard and MIT who provide mentoring expertise and experience.

<http://www.cete.org/acve/docgen.asp?tbl=digests&ID=136>

An article on Role of Career and Technical Education in Entrepreneurship.

<http://www.csdp.org/research/drugdeal.pdf>

The Business of Drug Dealing. a five-year study of drug dealing that applies the insights of management guru Peter Drucker and Peruvian economist Hernando de Soto to inner-city Milwaukee

<http://www.wd.gc.ca/apps/amianent.nsf>

Am I an Entrepreneur? A self-assessment quiz.