

Overview

Learners will gain first-hand experience from local community entrepreneurs and business owners on how to share an idea, as well as develop the skills necessary to “pitch” their own community-changing solution!

K-2: Primary Block Learners

English Language Arts

- **Interactions** - Big Ideas: Expression, Exchanges, and Reception
- **Reading** - Big Ideas: Vocabulary and Reading Comprehension
- **Representations** - Big Idea: Composition

Mathematics

- **Number** - Big Idea: Number Sense

Explore Your World

- **Play and Playfulness** - Big Idea: Exploration and Problem Solving

Visual Arts

- **Create** – Big Idea: Application and Product

Cross-Curricular Learning Activities

Lesson	Materials Needed
1. <u>On the Ground</u>	<i>Visit to local Farmer’s Markets or local business owner in-person or virtual</i> – may require transportation, walk, setting up a Microsoft Teams Meeting link, PowerPoint Presentation
2. <u>In Others’ Shoes</u>	Chart Paper, marker, Shoes Outline Printable, pencils
3. <u>Sharing An Idea</u>	PowerPoint Presentation, Read Aloud: <i>What To Do With A Chance?</i>
4. <u>IDEA Market</u>	PowerPoint Presentation, Set-up (table/desk space for presentations), an agenda, invitations, nametags, judges, judging sheets, certificates of participation, red plastic tablecloth
Time Considerations: 7 - 10 classes	

Lesson 1: On the Ground

Gaining Expertise from the Experts: Think about the local entrepreneurs in your community. Arrange for your learners to meet one of them in person, on a community walk or via a bus, or virtually through Microsoft Teams. (To note: A Farmer's Market will have lots of entrepreneurs.) Be sure to ask if the entrepreneur would be willing to share their own business story, as well as hear the ideas from your learners working on their solution. **Having difficulty booking an entrepreneur visitor? Reach out to the Centre of Excellence for Entrepreneurship Lead who can help set up a virtual visit with an entrepreneurial partner.** Before the visit, discuss the questions on Slides 2 and 3 of the PowerPoint Presentation, "*What is an entrepreneur?*" [a person who begins or organizes a business, or businesses, with risk] and "*How do they share their ideas and solutions?*" After the visit, have learners reflect upon the experience by sharing with a partner at least one takeaway from the encounter. Have some share with the larger group.

Lesson 2: In Others' Shoes

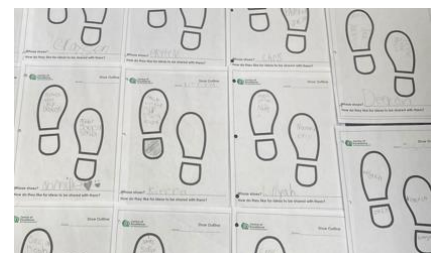
Pitch Perfect: Using Slide 4 of the PowerPoint Presentation, have learners watch and listen to an idea about eliminating dripping ice cream cones for good! Discuss: *How did these two boys share their idea?* [with props/prototype/display, passion, made eye contact, confident speakers, showed how their idea could help solve dripping ice cream cones, authentic, honest, and even funny!]. *How would you have felt having to pitch your idea and product to professional business owners?*

Using Slide 5 of the PPT, discuss: *What is a pitch?* Read the definition and see if the young entrepreneurs from the video had the necessary elements.

Selling Vs. Believing: When it comes to sharing ideas, we want our learners to recognize that people appreciate it being shared in many ways – visually, audibly, experientially, etc. Discuss: *"In the business world, entrepreneurs need to sell their ideas and products, to make a living and to make more ideas and products, like the two young boys we heard from! They advertise and share their ideas through signs, websites, social media, radio, etc. We do not need to sell our idea, but we need others to **believe** in our idea. What is the difference? Do **we** believe it?"* Allow learners to share their thinking.

Stepping Into Others' Shoes: Using the Shoe Outline Printable, give one to each learner. Have them think of one person or group who will benefit/be changed positively with the Idea and write their name on the shoes - Principal, other learners and educators, Librarian, janitor, Mayor, parents, and guardians, community members, etc. Be sure to not leave out any people connected to the solution.

Have learners place the sheets on the floor around the classroom. Instruct learners to take off their own shoes and count: *1,2,3 – switch!* Learners must step into someone else's shoes and for a moment, think of how the Solution would help/support/encourage



that person. Repeat as many times as desired. Have learners put their shoes back on and gather together to discuss: “How did stepping into someone else’s shoes help us picture how to best share our solution/our idea with them?” Thinking of the people that the ideas/solutions will affect, with chart paper and as a class, create a tentative guest list for the IDEA Market on chart paper or a whiteboard. These will be the guests invited to hear, experience, and see the sharing of the Ideas.

Lesson 3: Now What? Sharing An Idea

Decision Making: Discuss how to share your idea. As a class, you may decide on words + pictures + experience + model and divide your learners into 4 groups to prepare each one. [Words = prepared speech and practicing the sentences; Pictures = posters, signs, brochures either with paper or technology; Experience = ambience of classroom (music, lighting, organization of desks), try out a part of the idea; Model = 3D models, diorama, tiny scale display.] As a whole class, decide on the location, layout, and date of the IDEA Market, as well as an agenda for the event if inviting multiple guests and/or judges. Like a real market, learners have the opportunity to share what they have created!

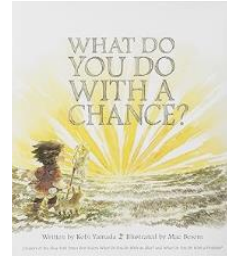
Mock Market: Schedule a time, on your class calendar, when learners can practice their Idea Sharing in front of each other - whole class or in small rotating groups. Before the Mock event, have volunteers deliver the invitations (feel free to use the template given or have learners design their own).



After Sharing: Have learners share 1 challenge and 1 victory. Then, go over plan, agenda, and any questions for the real IDEA Market. Also, choose 2-3 judges that will come to your IDEA Market to give positive feedback and encouragement for next steps. (Judges could be a

principal or vice principal, another educator, the same entrepreneur whom you visited with, local community members, etc.) See judging sheet provided for more information. [Feel free to create your own.]

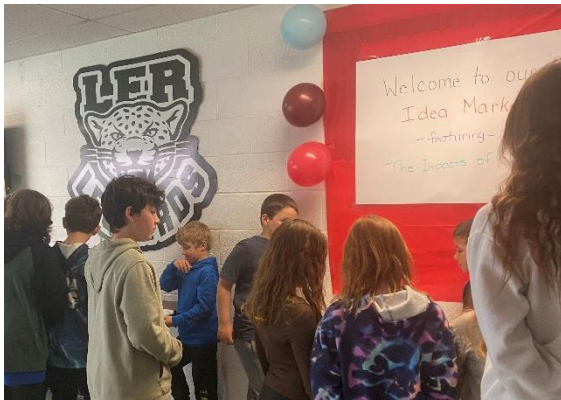
Read Aloud – What Do You Do With A Chance?: After reading, discuss: “With our IDEA Market kit, we will be given a chance to share our incredible ideas. What will you do with your chance?” Allow learners to share.



Lesson 4: IDEA MARKET DAY

IDEA Market: Please see attached checklist for the special DAY!

Reflection: Have learners share and reflect upon the IDEA Market. Sit in a circle and have learners discuss the event (with the option to pass, if they do not feel comfortable sharing.) Celebrate all the hard work, passion, and patience put into today’s event.



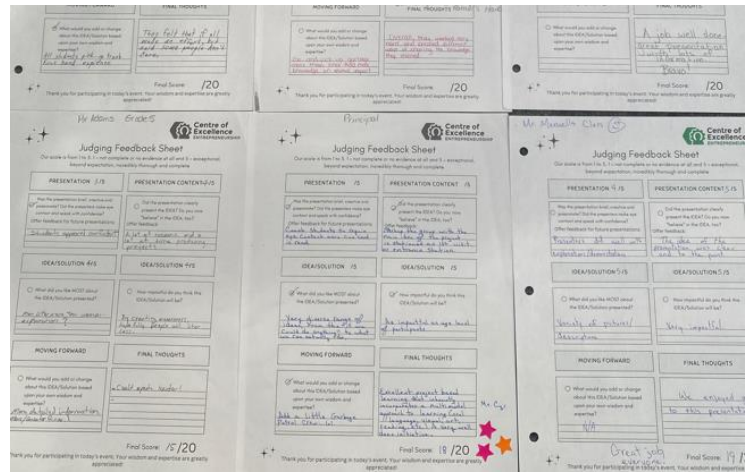
Celebration: Have learners gather together. One by one, present participation certificates (see printables attached) to each learner – with crowd applause! If possible, show photographs and/or videos taken during the event, as well.



Ms.Hewitt's Grade 2
Lindy Jones Hewitt · 5h · 📷
Thank you! Thank you! Thank you!!! to the parents that brought your kids to the market today! The kids had fun and all the feedback from the community was fantastic!!! This is something these kids will not forget ❤️❤️❤️ Here are a few photos, I will have more to post later
👉👉👉 Jolene Caplin and 7 others
👍 Like 💬 Comment 📷 Send



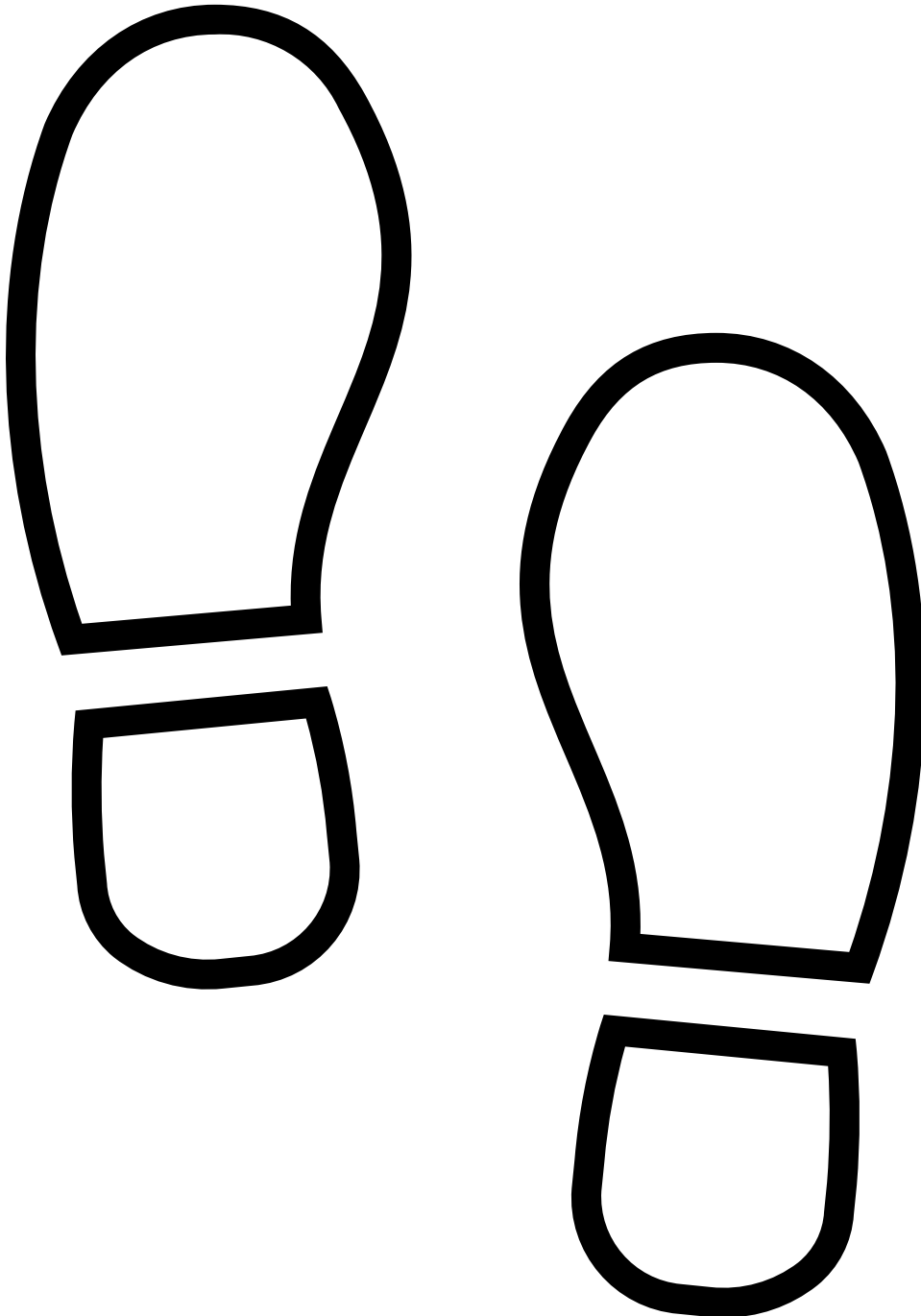
Share feedback from the judges and guests on how to move forward with the idea and ACT on it!



Acknowledgements:

1. The Drip Drop – Shark Tank: <https://www.youtube.com/watch?v=y5nmwuu6RX0>.

Name: _____



Whose shoes? _____

How do they like for ideas to be shared with them?
