

# Entrepreneurship Education for Pre-Employment Transition Service Providers

*A publication of*

**The Center on Community Living and Careers**

*With funding from*

**The Indiana Governor's Council for People with  
Disabilities**

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This resource is intended to provide both **Pre-ETS service professionals** and **classroom professionals** with activity ideas, adaptable lesson plans and topical references to facilitate entrepreneurial skills development.

## Self-Employment is a perfect fit for Pre-ETS

Students exploring the possibility of starting and owning their own business can do that through Pre-ETS. In fact, entrepreneurship is a viable option for any student receiving Pre-ETS.

The Workforce Innovation and Opportunity Act (WIOA) amended the Rehabilitation Act of 1973 and now requires vocational rehabilitation (VR) agencies to set aside at least 15 percent of their federal funds to provide **pre-employment transition services (Pre-ETS)** to students with disabilities who are eligible or potentially eligible for VR services. According to the Federal Register, Pre-ETS are first-contact services, meaning they represent the first interaction and supports those students with disabilities can receive under the VR program. They are short-term in nature and help students identify career interests.

For additional information about Pre-ETS regulations, see the following links.

- [Workforce Innovation Technical Assistance Center](#)
- [Indiana Vocational Rehabilitation Pre-Employment Transition Services](#)

The types of services required through Pre-ETS that directly apply to self-employment, just as they do to traditional employment, include:

- Job exploration counseling
- Workplace readiness training to develop social skills and independent living
- Instruction in self-advocacy

Assisting a student as they explore potential career options, including non-traditional employment such as **entrepreneurship**, is possible in the Pre-ETS service environment. Many, if not all, of the personal and social skills

required for successful wage employment are also necessary for individuals who want to be successful in self-employment.

“Entrepreneurship education is related to teaching practices aiming, creating, and enhancing students’ ability to act responsibly, to be active, creative, and able to seize opportunities, to be able to assess and take controlled risks, and to plan and manage projects of suitable sizes” (Ruskovaara 2014, p. 13).

Entrepreneurship education facilitates skill sets such as leadership, adaptability, creativity, perseverance and financial literacy (Studdard et al., 2013). It therefore makes provision of these Pre-ETS requirements both billable, effective for skill building, and conducive to increased self-efficacy.

We noted earlier that this guide is directed to both **Pre-ETS service professionals** and **classroom professionals**. It’s important to note that many of these aids may be used beginning in the elementary years! Entrepreneurship is not just for the high school student. Indiana’s LifeCourse framework, for example, reflects recognition of the value in lifelong learning. Researchers have also noted ongoing benefits to early introduction of skill building, specifically, self-efficacy as linked to entrepreneurship. Referencing Bandura, Studdard et al., note that self-efficacy—the confidence in one’s ability to exert control and achieve goals—positively influences a student’s “academic achievement, motivation, social development, and the development of interest in certain subjects. Further, the development of self-efficacy in young children influences future goal orientation and their belief in future performance capability” (Studdard et al., 2013).

As the socio-economic landscape continues to flux and educational systems continue to change expectations, venture efforts should become an integral part of an educational curriculum. Entrepreneurial skills will no doubt help students shape their lives and career development through lifelong learning. (Draycott and Rae, 2011; Studdard et al., 2013; Wilson et al., 2007).

The following activity ideas, adaptable lesson plans, and topical references are intended to help facilitate entrepreneurial skills development both in the classroom and through provision of Pre-ETS services. Each resource includes a brief description.

## **2018's Top 5 Entrepreneurship Lesson Plans**

"Teaching Entrepreneurship," an article from the site, describes innovative, engaging and experiential lessons for students.

### **Biz Kid\$**

A financial literacy initiative based on the public television series demonstrates how kids teach kids about money and business. The Biz Kid\$ website complements the show with free lesson plans and a classroom resources section for teachers, outreach activities, and a monthly email newsletter.

### **EconEdLink**

The Economics and personal finance resources for K-12 from the Council for Economic Education offers online lessons targeted for K-12 teachers and their students. Each is designed to be delivered in a variety of formats and classroom settings. The EconEdLink site also provides a Family Resources section for at-home educational activities.

### **Entre Ed**

A reference resource that focuses on concepts and methods, Entre Ed facilitates entrepreneurial education.

## **Entrepreneur and Innovation Exchange**

"Why Didn't I Think of That?" is a classroom activity designed to help students develop entrepreneurial thinking/cognition.

## **Entrepreneurship for Kids**

Online content, applications, and examples of entrepreneurship education are designed for elementary schools, middle schools, and high schools. Part One is a lesson plan addressing entrepreneurial skills and student empowerment for 2<sup>nd</sup> through 6<sup>th</sup>-grade students. Part Two offers an Entrepreneurship for Kids Program for 4<sup>th</sup> graders and above along with a Youth Entrepreneurship Program for middle and high school students. Each version includes over 20 ready-to-teach modules. This is a site with ample and varied entrepreneurial education resources and lessons.

## **Entrepreneurship in the Classroom**

Offering a wide variety of grade-level entrepreneurial education lessons for grades K-12, this site is sponsored by the Federal Reserve Bank of Kansas City and is well worth a look.

## **Inside the Vault: Entrepreneurship**

With a focus on the entrepreneurial traits and characteristics that foster self-worth and individualism, this lesson plan from Finance in the Classroom includes a list of famous entrepreneurs, common traits, and suggested websites for more research.

## **Junior Achievement**

Junior Achievement presents programs to help prepare young people for the real world by showing them how to generate wealth and effectively manage it, how to create jobs that make their communities more robust, and how to apply entrepreneurial thinking to the workplace. Students put these lessons into action and learn the value of contributing to their communities. This site includes 27 modules/programs with materials.

## **Lemonade Day**

This national experiential program teaches youth how to start, own, and operate their very own business—a lemonade stand. Something children will likely enjoy. The Lemonade Day website includes “Sweet Success Stories, examples of press releases, and numerous resources and ideas.

## **National Consortium for Entrepreneurship Education**

Featuring free, accessible lesson plans for a K-12 population, EntreEd's Lesson “Kickstarters” database provides lessons created and used by real classroom teachers. The site allows you to search by grade and subject level to find a lesson applicable to your classroom.

## **National Council for the Social Studies**

This document, produced by the National Council for the Social Studies, describes the content and method for a creating a student-led Entrepreneur Fair aimed more directly toward fifth graders.

## **National Foundation for Teaching Entrepreneurship**

One of the most widely used curricula in the country. This well-established resource features an adult-led program for training teens in entrepreneurship.

## **Pixton EDU**

A lesson plan, aligned with Common Core Standards, for grades 3-5 emphasizes the benefits of entrepreneurship. Navigating to “Lesson Plan Home” will provide the user with additional lesson plans, grades K-12 and featured grade-level business/economics/entrepreneurship plans.

## **Red Stag Fulfillment**

A collection of games and activities for young entrepreneurs from various other websites are provided.

## **Scholastic Shark Tank**

Based on the popular television show, Scholastic provides four lessons for grades 9-12.

## **Science and Technology Education Leveraging Resource**

Students dive into provided case studies to identify successful young entrepreneurs and study the challenges they addressed. Students can



examine the benefits the young entrepreneurs realized to themselves, their communities, or to the environment.

## **STEM Jobs**

This website offers three entrepreneurship activities to engage and inspire science, technology, engineering and mathematics (STEM) students in Grades 9-12.

## **Teaching Kids Business**

Offering free resources for entrepreneurial education in the classroom, Teaching Kids Business is a broad area of programming that includes career preparation, business preparation, business/life skills development, job training, and self-discovery of talents.

## **User-Generated Education**

This site presents a variety of elementary resources, generated by classroom teachers, for entrepreneurial education in the classroom.

## **U.S. Small Business Association**

This course for young entrepreneurs introduces the basics of creating and financing a successful business. Students will learn to evaluate their ideas, choose the best financing options, and legally register their business. The course will point students to the resources they need on their entrepreneurial journey.

## **Venture Lab**

A youth entrepreneurship curriculum for grades 1-12 includes a differentiated curriculum for elementary and secondary students. All the lesson planning is done for you. Each lesson is about 90 minutes and features detailed preparation, step-by-step instructions, teaching tips, and all the slides and handouts. Critical thinking, creativity, problem solving, communication, and collaboration are touted as targeted skills. A Venture Lab Mentorship Program and Venture Lab Spark Program are featured as well.

## **Venture Well**

Featuring eight class activities designed to stimulate inventor entrepreneurs, this site details one of the first steps toward transforming ideas into solutions is recognizing the problems.

## **Wharton University of Pennsylvania**

Lesson plans developed for grades 9-12, reflect the nine entrepreneurship standards and emphasize that entrepreneurial innovations come from recognizing a need.

## **Youth Entrepreneurs Academy for Educators**

Curriculum topics include: Youth Entrepreneurship (YE) Planning, Foundational Values, Entrepreneurial Mindset, Economics, Marketing, Business Finance, Admin Resources, and YE Core. The academy offers free, innovative learning resources rooted in eight foundational values to engage students. This site is packed with resources.

## References

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