



E² Entrepreneurship Experience

Lesson 3: Goal Setting A Positive Vision for the Future



Table of Contents

Lesson 3: Goal Setting	4
Resources	6
Evaluation	12

Additional meeting resources can be found in the Appendix at the end of Lesson 1 (4H1098A).

Lesson 3: Goal Setting

A Positive Vision for the Future

Lesson Time: 75 minutes

Materials Needed

- » Numbered sign-in sheets, pencil
- » Hand-washing poster
- » Flip chart and markers (optional)
- » Camera for photo opportunities

For Snacks

- » Any hand-held snacks of your choice: Crackers, cheese, hand-held fruit (grapes, clementine oranges, apples, banana slices), marshmallows, raisins, raisins
- » Water or other beverage

Make Copies

One for each student:

- » Positive Attitudes for Work Word Search (Resource 3.2; Word Search Solution in Appendix)
- » Inspirational Quotes for Entrepreneurs (Resource 3.3)

Materials

- » Pens or pencils for word search
- » Art supplies: Markers, crayons, stickers, paper for making inspirational quotes
- » Dictionary

For 4-H Meeting

- » American flag
- » 4-H flag
- » 4-H pledge banner
- » 4-H motto

Room Arrangements

- » Tables and chairs for meeting
- » Snack table
- » Lesson/activity table

Overview

An entrepreneur is someone who sees something no one else sees and works hard to make it happen. They may be naturally talented, but more often they have a positive attitude, they set goals, and then work hard to learn the things they need to know in order to succeed.

1. Objectives

Students will be able to:

- Identify positive attitudes that contribute to success.
- Identify attributes of entrepreneurs.

2. Life Skills

- Positive self-concept

3. Getting Ready

For a 4-H Meeting

- Prepare the meeting room by displaying the American flag, 4-H flag, 4-H Pledge banner, and 4-H Motto banner at the front of the room. Optional: Read the 4-H Code of Conduct.

For a session with or without a 4-H Meeting

- Have numbered sign-in sheet and pencils at the meeting door entrance.
- Arrange tables, chairs, etc. for meeting space and activity space.
- Arrange beverage and snack ingredients on separate table.
- Arrange lesson activity supplies on separate table.
- Have camera available for photo opportunities.

For the Snack Activity

- Prior to the meeting, check health participation forms for food allergies and make adjustments accordingly.
- Prior to the meeting, prepare all ingredients according to the snack directions.
- Arrange supplies/ingredients in the center of a table so that participants can have access from both sides of the table beginning with plates, food ingredients, dips/sauces, plastic ware, napkins, and beverages.

For Lesson Activity

- Prior to the meeting, gather a variety of materials, tools, and supplies suggested for the lesson.

See 3.1, Snacks that Should Definitely Exist

4. Open the Meeting

- Tap the gavel twice. “The meeting of the Entrepreneur SPIN Club will now come to order.”

5. Flag Salute

“We will now have the Flag Salute led by _____.”

(Choose someone to stand in front of the group to lead the pledge.) *Tap the gavel three times to stand. When the pledge is completed, tap the gavel one time to have the group sit.*

6. Roll Call

“We will now have roll call answered by describing your dream bedroom. Please include at least three features and remember to use a complete sentence when you answer roll call.”

Here is an example: “My dream bedroom would have a bed made of marshmallows, a swimming pool with a slide right in the middle of the room, and the whole ceiling would be a T.V.”

7. Snack Activity

“Everyone will need to wash their hands before we begin.”

Hold up hand-washing poster and briefly talk about proper hand-washing. Escort participants to restrooms, encouraging them to wash their hands properly. Escort back to meeting area.

Hand-held snacks (hors d'oeuvre): Crackers, cheese, hand-held fruit such as grapes, clementine oranges, apples, banana slices, marshmallows, raisins, raisins

8. Talking Points During Snack

A few weeks ago, we dreamed up new snacks: Remember our “Sassy Snack, Sharp Snack, Savory Snack, and Sensible Snacks?” While you’re eating your snacks, let me tell you about another person’s idea of “Snacks that should definitely exist!” (Read “Snacks that should exist” and let the children react as you go.)

- Are all of these good ideas? Why? Why not?
- Are some of these good ideas?
- What are the reasons some of them won’t work?
- Which one would you buy if it existed?

Not all ideas are good ideas, but many times one idea leads to another. Thomas Edison, the inventor of the light bulb, said, “I have not failed. I’ve just found 10,000 ways that won’t work.”

9. Entrepreneur Lesson Activity

Believe it! (Do)

- Stand up, at least an arm’s length away from the person next to you.
- Hold your arms out to the side.

- Twist around from the waist as far as you can (don't move your feet!). One arm will go in front of you, the other in back.
- Notice how far you turn. Pay attention to where your fingers point to show how far you got.
- Now, twist a second time (don't move your feet!). See if you can go a little farther. Again, mark the spot.
- Now, put your arms down at your sides. Think in your mind about a spot that is just a little farther than the last place that you were able to twist to.
- Picture it in your mind and think about that spot.
- Mentally set a goal of how far you will reach the third time.
- Close your eyes and just stand still. In your mind, watch yourself turning to the new point, and beyond.
- Open your eyes and hold out your arms. Look for the spot you set as the new goal.
- Again, twist as far as you can go. See if you can get to the point you set as a goal. Can you do it? Can you go even farther?

Reflect – Read this to the group:

It has been said, that Henry Ford once stated, “Whether you think you can or think you can't, either way you're right.” Your mind has great powers to help you accomplish things when you think positively.

Olympic athletes train their minds for victory as much as they train their bodies. They see themselves racing farther, swimming faster, and “sticking it” when they land. You, too, can use the power of your mind to help you accomplish great things.

Have the group reflect on the following questions:

- Share what you did
- How much farther did you turn the second and third times?
- What surprised you in this activity?
- Process what's important
- What did you learn about attitude from this experience?
- What did you learn about yourself through this activity?
- Generalize to your life
- How is having a positive attitude important in your life?
- How will it help you lead others?

10. Sharing

Apply –

Ask the group to think about how they can apply the following to their lives:

- How might you use positive thinking in a work situation?
- In what other ways might you be able to use positive thinking?

Pass out the Word Search,
Resource 3.2

Pass out the “Inspirational Quotes for
Entrepreneurs”
Resource 3.3

- How can your positive attitude influence others?

Pass out Word Search Activity Sheet for Activity 2 and allow students time to complete the word search. Help them find the definition of any words they do not know. Use these words to complete the following challenge.

Challenge youth to make a collection of positive attitude quotes that you can display as a reminder to think positively. Suggest they might also want to make a positivity wall in their bedrooms or classrooms to see every day. Encourage them to read it at least once a day and add to it as often as they want. Example: “Attitude is everything.”

11. Review Characteristics of an Entrepreneur

Ask the children, how is this like an entrepreneur? (Sample answers are:

- An Entrepreneur — is self-motivated.
- An Entrepreneur — possess strong leadership skills
- An Entrepreneur — is a risk-taker.
- An Entrepreneur — is innovative.
- An Entrepreneur — is dedicated.

(Other examples: Is a dreamer, builds their skills, pushes their limits, and follows through until one day they have abilities they only dreamed of.)

12. Close the Meeting

Tap the gavel twice. “**The meeting of the Entrepreneur SPIN Club will now come to order.**”

13. 4-H Pledge

“**We will now have the 4-H Pledge led by _____.**”

(Choose someone to stand in front of the group to lead the pledge.) At the end of the pledge, everyone will shout the 4-H motto — To Make The Best Better!” Tap the gavel three times to stand. *When the pledge is completed, tap the gavel one time to adjourn the meeting.*

“**The meeting is adjourned!**”

Snacks that Should Definitely Exist

1. A Pez-style dispenser that delivers Cheetos directly into your mouth, so you don't have to get cheese on your fingers.
2. A burrito corn dog, where, instead of hot dog, there's a full array of burrito fillings inside.
3. Savory Pop Tarts with pizza filling.
4. Uncrustable sandwiches full of BBQ pulled pork.
5. A fully milk-proof, edible cereal bowl. Like a bread bowl, but made out of compressed cereal, sort of like an ice cream cone.
6. Peelable bacon Twizzlers.
7. A bag of little churros that you can microwave and they get fluffy and hot.
8. Snack packs of just the "crumbs" from Entenmann's crumb doughnuts.
9. Dunkaroos but with tiny pierogies instead of cookies and sour cream instead of frosting.
10. Apples that grow in wedges so you don't have to slice them
11. Tiny bite-size snackin' bagels that come in bags and stay perfectly chewy forever.
12. Single-serve squeezable nacho cheese in Go-Gurt-style pouches that you can heat up in the microwave whenever you want.
13. Bubble wrap that's made out of candy (but still works as bubble wrap).
14. Extra-crackly Rice Krispies Treats full of Pop Rocks.
15. A cake-flavored white chocolate bar with funfetti sprinkles in it.
16. Tortilla chip Gushers full of guacamole that magically never get soggy.
17. Edible tape you can use to keep your burrito fastened.
18. A little bag of Fun Dip that's just the cheese powder from Flamin' Hot Cheetos.
19. Nutella rolls, shaped like pizza rolls, but made out of pie dough and full of Nutella.
20. Lucky Charms marshmallows (JUST the marshmallows), covered in chocolate.
21. A necklace made out of woven string cheese that you can peel cheese off of throughout the day.
22. Fully knittable cotton candy yarn in lots of colors and flavors.

(By Rachel Sanders, BuzzFeed)

Word Search Activity

Employability

E R E S P E C T F U L E P F Y
U L A A Z O L W B H V V R M H
E Y B N M Z L M F I F I O T T
Z L Q I M B P I T S E T M M R
W Y B N S H I A T N Y I P B O
S E E A O N R T D E B S T E W
V J J N I E O L I L Q O E I T
J Y E N P L Y P U O G P F G S
T S T O P I E F S G U H F J U
T J O M Y V P R Z E V S I M R
L C K Z B L V J A N R A C J T
S N X C E L B I X E L F I I L
F F I H U H B T R M G J E T P
S L H W S R L O L E A R N E R
P D T R E W G E A N X E T B R

AMBITIOUS
FLEXIBLE
HONEST
POSITIVE
RESPECTFUL

COOPERATIVE
FRIENDLY
LEARNER
PROMPT
RESPONSIBLE

EFFICIENT
HELPFUL
POLITE
RELIABLE
TRUSTWORTHY

Inspirational Quotes for Entrepreneurs

- » Attitude is everything. (unknown)
- » There's a way to do it better – find it. (Thomas A. Edison, inventor)
- » Two heads are better than one. (Polish Proverb)
- » Start where you are. Use what you have. Do what you can. (Arthur Ashe, professional tennis player)
- » Sometimes you succeed ... and other times you learn. (Robert Kiyosaki, author)
- » It's the repetition of affirmations that leads to belief. And once that becomes a deep conviction, things begin to happen. (Muhammad Ali, professional boxer)
- » Don't ask what the world needs. Ask what makes you come alive, and go do it. Because what the world needs is people who have come alive. (Howard Thurman, theologian and author, civil rights leader)
- » Twenty years from now you will be more disappointed by the things that you didn't do than by the ones you did do. So throw off the bowlines. Sail away from the safe harbor. Catch the trade winds in your sails. Explore. Dream. Discover. (Mark Twain, author)
- » Whether you think you can, or you think you can't, you're right. (Henry Ford, inventor)
- » The most valuable thing you can make is a mistake – you can't learn anything from being perfect. (Adam Osborne, computer designer, founder of several companies)
- » Never, never, never give in. (Winston Churchill, Prime Minister of Great Britain)
- » The only place where success comes before work is in the dictionary. (Vidal Sassoon, hairstylist, businessman)
- » Failure defeats losers, failure inspires winners. (Robert T. Kiyosaki, author)
- » Whenever you are asked if you can do a job, tell 'em, 'Certainly I can!' Then get busy and find out how to do it. (Theodore Roosevelt, 26th President of the United States)

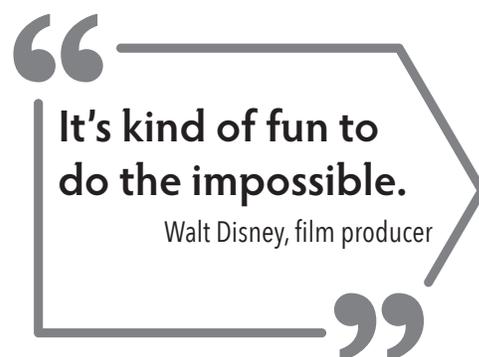


**I am always doing that
which I cannot do, in
order that I may learn
how to do it.**

Pablo Picasso, artist



- » Chance favors the prepared mind. (Louis Pasteur, Scientist)
- » If you don't like something, change it. If you can't change it, change your attitude. Don't complain. (Maya Angelou, author and poet)
- » If you cannot change your mind, you cannot change anything. (George Bernard Shaw, Irish playwright)
- » Statistically, 100% of the shots you don't take, don't go in. (Wayne Gretzky, professional hockey player)
- » Opportunity is missed by most people because it is dressed in overalls and looks like work. (Thomas A. Edison, inventor)
- » Some people see things as they are and say why. I dream things that never were and say why not? (George Bernard Shaw, Irish playwright)
- » In golf as in life, it is the follow through that makes the difference. (Unknown)
- » If you live your life out of memory, you live out of your history. That's what once was. If you live out of your imagination, you live out of your potential. That's what can be. (Unknown)
- » When faced with life's hurdles, throw your heart over the bar and your body and mind will follow. (Norman Vincent Peale, minister and author)
- » I have not failed. I've just found 10,000 ways that won't work. (Thomas A. Edison, inventor)
- » A certain amount of opposition is a great help to a person. Kites rise against, not with the wind. (John Neal, writer)
- » The past gives us experience and memories; the present gives us challenges and opportunities; the future gives us vision and hope. (William Arthur Ward, journalist)
- » Everything is always impossible before it works. (Hunt Greene, businessman)
- » Our greatest weakness lies in giving up. The most certain way to succeed is always to try just one more time. (Thomas A. Edison, inventor)



EVALUATION: Goal Setting — Lesson 3

Please, **circle** the face that you believe fits each sentence the best.

Key: YES Maybe Yes I Don't Know Maybe Not NO



1. To be successful an entrepreneur has to have a positive attitude.



2. A successful entrepreneur is a risk-taker.



3. One important thing I learned today:

Dear Facilitator: The number of participants for this lesson: _____

Please, tell us the number of participants who circled each emoji by writing the number (or tally) under each emoji face. Please list any written responses in the last item (#3.)

Facilitator, how might this lesson be improved?

Facilitator, please share any anecdotes that might be insightful and/or indicate a positive impact:

Thank you and, please, send this evaluation form to Sheryl Carson, Extension Agent, at scarson@ksu.edu; or Thomas County Extension at 350 S. Range, Suite 16, Colby, KS 67701. 785-460-4582; FAX 785-460-4583



Publications from Kansas State University are available at:
bookstore.ksre.ksu.edu

Date shown is that of publication or last revision. Contents of this publication may be freely reproduced for educational purposes. All other rights reserved. In each case, credit Nancy Daniels, *4-H SPIN Club E² Entrepreneur Experience: Lesson 3*, Kansas State University, December 2017.

**Kansas State University Agricultural Experiment Station and
Cooperative Extension Service**

K-State Research and Extension is an equal opportunity provider and employer. Issued in furtherance of Cooperative Extension Work, Acts of May 8 and June 30, 1914, as amended. Kansas State University, County Extension Councils, Extension Districts, and United States Department of Agriculture Cooperating, John D. Floros, Director.