



E² Entrepreneurship Experience

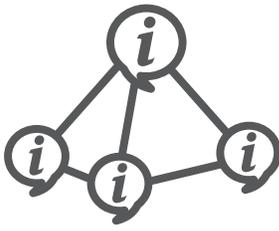
Lesson 8: Legal Responsibilities — You Be The Judge



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



Lesson 8: Legal Responsibilities

— You Be The Judge

Lesson Time: 75 minutes

Materials Needed

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

Snack Supplies:

- » Kool-Aid
- » regular sized oranges,
- » full (unbroken) graham crackers,
- » regular sized candy bars
- » water
- » Cuties as small-sized oranges,
- » broken (reduced sized/small section) graham cracker,
- » mini-candy bar

Resources:

- » Resource 8.1 – Legal Scenarios (You Be the Judge)
- » Resource 8.2 – Legal Responsibilities (Optional activity)

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

Doing what is right is not always easy. What seems to help you may hurt others. When faced with tough decisions, try to look at what is fairest for everyone. Are there laws that will guide you? Take a look from different points of view. Then weigh the choices – what would a judge decide?

1. Objectives

- Participants will be able to judge situations for fairness and make decisions about what should happen.

2. Life Skills

- Sound Decision-Making
- Healthy interpersonal Relationships

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 snack instructions.
- 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, supplies suggested for the lesson activity.

American Flag

Gavel

Roll Call:

SNACK: two sets of snacks

Set One: Kool-Aid as a beverage, regular sized oranges, full (unbroken) graham crackers, regular sized candy bars

Set Two: water as a beverage, Cuties as small-sized oranges, broken (reduced sized/small section) graham cracker, mini-candy bar.

Resource 8.1: Scenarios to judge

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 telling us your favorite candy bar. Remember to use a complete sentence when you answer roll call.”

7. Snack Activity

“Before we begin to make our snack, it is always important to practice food safety. 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.

Facilitator: Show the participants the beverage, a large orange, full graham cracker, and large candy bar. But, when the children come up to get their snack give them water, a tiny orange such as a Clementine, one section of graham cracker (separated from the sheet), a fun-size candy without saying anything. The children will complain about the “lack” of food or the size of the food. Ask them why they are bothered by that. Comments may include: “That’s not what you showed us!” to “That’s not very much and I am hungry.” to “You lied to us.” etcetera. Discuss what the participants think, you, the facilitator should or should not have done. Ask how the facilitator might remedy the situation. Then pull out full-sized oranges or give them multiple tiny oranges/candy bars/full-sized graham cracker/choice of beverage drink (that was shown earlier) or water.

8. Talking Points During Snack

Being fair and honest is an important responsibility when an entrepreneur is selling a product to a buyer (consumer). When disagreements come up, sometimes people will ask a judge to help solve the problem. Today, you get to be the judge! In each of the following situations, describe what you think should happen.

9. Entrepreneur Lesson Activity

Break the class into five groups, giving each group a different scenario (resource 8.1). Have one member of each group read their scenario. Have each group choose their recorder and reporter. Have the groups discuss:

- What, if anything, is unpleasant about the situation?

- Answer each question.
- Share the group's decision about the scenario.
- Lead the class discussion (supported/guided by the facilitator).

10. Sharing and Talking Points

Facilitator: Guide the class with these questions:

- What did you learn from this activity about fairness?
 - Sometimes it is difficult to be fair. Some entrepreneurs might not be fair or honest if they need to raise their profits for their business to survive. Is that a good excuse to be unfair or dishonest? It is possible for some entrepreneurs to be greedy — trying to make more money (profit) at an unfair cost to the consumer (buyer).
- What did you learn about honesty?
 - There are laws to protect consumers. Taking an entrepreneur to court might be too expensive for a consumer. What might a consumer do instead? Maybe the consumer should not purchase items from that entrepreneur again.
- What do you think could happen if an entrepreneur isn't honest with buyers who want or do purchase (buy) the products? An entrepreneur might lose their business because consumers (buyers) stop buying those products.
- Did you find it difficult to be a judge? Why or why not?
- Sometimes decisions are not always clear or easy to make even when a person wants to be honest and fair.
- Is honesty, fairness, and integrity important in other parts of life? A person could lose a friend if they were dishonest or unfair with their friend. A person might find others getting angry with a person who is dishonest or unfair.

Use optional activity if time and interest allows.

Distribute materials as outlined in the resource sheet and follow the discussion guidelines.

11. Review Characteristics of an Entrepreneur

- An entrepreneur uses honesty (personal integrity) to protect the business and encourage increased purchase of its products.
- An entrepreneur uses fairness in dealing with different consumers.
- An entrepreneur knows the law.
- An entrepreneur has personal integrity.

12. Close the Meeting

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

Resource 8.2: Legal Responsibilities

4-H Flag
Gavel

13. 4-H Flag Salute

“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!”

LEGAL Scenarios (You Be the Judge)

Facilitator: Separate each scenario to hand out to each group for the activity.

"Being fair and honest is an important responsibility. When disagreements come up, sometimes people will ask a judge to help solve the problem. Today, you get to be the judge! In each of the following situations, describe what you think should happen."

Carl has been in business for two years. He's named his business Cleaner Cars by Carl. Now he discovers that someone across town has been passing out fliers advertising Kleaner Kars by Karen. You be the judge – what should happen? Should there be a law about this?

A customer asked for a price quote two months ago. When he placed his order yesterday, the amount charged included a **price increase**. He didn't notice the increase until he got home. Then he called and voiced his complaint. What should happen? Should there be a law about this?

Rita has a jewelry-making business. The cord she uses to string the beads can be purchased in a thinner weight. To *cut costs* she decides to do that. However, *she doesn't want to remake all the samples she has on display. She decides not to mention it to the customers.* After all, she reasons, they won't really be able to tell. What do you think should happen? Should there be a law about this?

Brady started a pet-care business. So far he's earned just enough money to NOT owe taxes. However, the job next weekend will put him over that limit. What should he do? Should there be a law about this?

Emma set up a snack stand at her parents' garage sale. She made up posters that advertise 100 percent fruit juice and homemade cookies. When she bought the supplies, she noticed how much cheaper the other juices are. From what she could tell, there is very little difference in taste. Should she spend the extra money to get 100 percent juice or go with the cheaper 10 percent juice? You be the judge. Should there be a law about this?

Legal Responsibilities of Entrepreneur's Activities

- » An entrepreneur uses honesty to protect the business and encourage increased purchase of its products.
- » An entrepreneur uses fairness in dealing with different consumers and employees.
- » An entrepreneur knows the law as it relates to the entrepreneur's business.
- » An entrepreneur has personal integrity.

Talking Points

- » Entrepreneurs follow laws and regulations in the community or state to protect their customers' health (for example, food safety regulations), or to protect the environment (such as proper disposal of chemicals used in the business) or to pay taxes that keep the city government running.
- » Entrepreneurs need to meet the needs of their employees so they don't have a big turnover. Some of those needs are training, decent pay (income), good working conditions such as breaks during working hours. Good employees work as a team for a smoothly functioning business and follow their employer's requests. Employees greet customers and find out what a customer needs so the customer is more likely to return.

Divide the participants into groups of two to four. Have each group organize the following legal dilemmas in order of seriousness as their group sees it. Post each item on a wall or flip chart paper in a top-down order. (There is no right or wrong order – it is meant to get the participants to think of ethical situations in which an entrepreneur might find his/herself.) Each group should be prepared to share with the others why they ordered the legal dilemmas as they did.

Materials Needed:

- » Legal Dilemmas above
- » Tape (to post on wall or flip chart paper)
- » Flip chart paper – optional
- » Drawing utensils for optional activity
- » Drawing paper for optional activity

Optional extension of this activity: if there is enough time: They can choose to explain what the preventive action or remedy could be.

Optional Activity: Have participants draw a poster of a legal dilemma such as those below.

A customer trips and falls stepping over a curb to get in and breaks a leg.

A customer gets a small cut on their finger handling a grocery cart.

A new employee pours old oil down a water drain after changing a car's oil.

A customer is charged the regular price on a sale item.

A couple of lights in the parking lot in front of the store recently burned out, but before the bulbs get changed an older person with poor eyesight had trouble finding a parking spot in the evening before the store closed.

A customer found their item was broken after getting home.

An employee had to work overtime, for the 5th time this week, because other employees failed to show for work.

Directions: Make a copy for each group and cut out the cards. Have each group order the topics by importance, most important first in a top-down fashion. Have each group post the topics on the wall or flip chart paper where everyone can see. Have each group share why they put each in their chosen order.

Optional extension of this activity: if there is enough time: They can choose to explain what the preventive action or remedy could be, as they see it. Or they can determine if each item relates to: honest, fairness, personal integrity, knowing/following the law.

Customer Trips

A customer trips and falls stepping over a curb to get in and breaks a leg.

Illegal Oil Disposal

A new employee pours oil down a water drain after changing a car's oil.

Small Cut on Finger

A customer gets a small cut on the finger when handling a grocery cart.

Charged Regular Price

A customer is charged the regular price on the sale item.

Lights Burned Out

A couple of lights in the parking lot in front of the store recently burned out, but before the bulbs get changed an older person with poor eyesight had trouble finding a parking spot in the evening before the store closed.

Broken Product

A customer found their item was broken after getting home.

Lots of Overtime

An employee had to work overtime, for the fifth time this week, because other employees failed to show for work.

EVALUATION: Legal Responsibilities — Lesson 8

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

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



1. An entrepreneur needs to be honest with customers.



2. An entrepreneur needs to follow the city and state laws.



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





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