

FOOTPRINTS FOR LEARNING ACADEMY



HOLISTIC

AUTHENTIC

PURPOSE DRIVEN

ENTREPRENEURIAL

GLOBAL

Required Programs & Assessment Policies

CORE CURRICULA FFLA - ENTREPRENEURSHIP

Motto: Explore Achieve Excel

Explore Entrepreneurship Achieve in Core Learning

Excel in Defining your Educational Journey

ENTREPRENEURSHIP G1 - G12

OVERVIEW:

In Entrepreneurship, students learn and apply business start-up practices and concepts to projects they're passionate about. They build, test, learn, apply, and embrace the cycle of experimentation, which is core to entrepreneurship and is a great training ground for life. They get comfortable with failing and learning from failure. Working in teams and being supported by a dynamic mix of teachers, coaches, and mentors, all translates to deeper learning and skill-building.

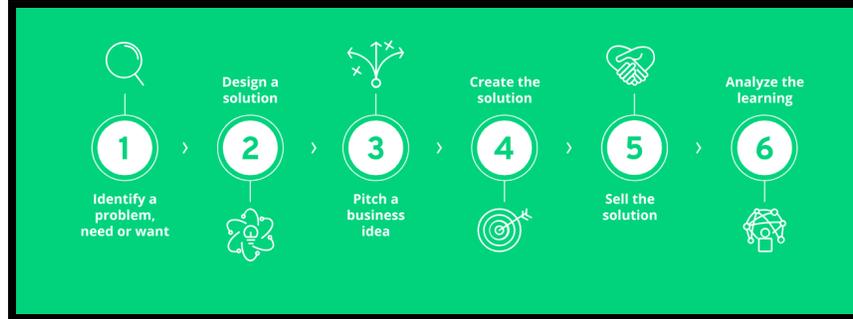
Elementary School Programming

With **FreshINCedu**, young students are exposed to (and empowered by) entrepreneurship. The program includes curricular materials and support for teachers to guide students through the process of creating and launching a business in this project-based unit of study.

- **Start the journey:**
 - Identify a Problem Want or Need
 - Design a Solution
 - Pitch a Business Idea
 - Create a Solution
 - Sell the Solution
 - Analyze the Learning
- **Create dialogue** around each students' individual strengths, capabilities, and interests as an entrepreneur. How can these qualities be applied towards working collectively as a team to create something? How might these qualities spark future pursuits? Ultimately, foundational, real-world skills are developed: Growth Mindset, Collaboration, Persistence, Problem-Solving, Leadership, Communication Skills, and Creativity.
- **FreshINCedu** includes **25 lessons plus a 5 blocks of sales period**. The program, designed to be used by all students, can be flexible to run for one section 45 or 60 min in length or multiple 30 min sections. It can be extended to accommodate other schedules or be run as a summer course. No business teaching experience is required; FreshINCedu is designed to train and support teachers of any discipline. Students leave the class having built and launched a business and product via a real world marketplace. We provide the resources for the marketplace implementation via an online store or an event based pop-up store.

Middle School Programming

MXincedu is a progressive, experiential journey that empowers students to drive their own learning and embrace an iterative process of testing, learning and applying those learnings. Local business leaders contribute valuable mentorship and feedback. It is scheduled for two blocks a week for two trimesters and will be followed by Global Awareness. **Grades 6 through 8** will engage in a series of focus topics that transition from one level to the next as the student skills grow.



- **Real-World Skill Development** | Middle School students work in teams to identify a problem to solve, design and pitch a solution, and expose the product or service to the marketplace. Through their experience, they will develop critical skills: collaboration, communication, decision-making and more.
- **Flexible and Standards-based** | The program is aligned to the National Consortium of Entrepreneurship standards, Common Core Speaking and Listening, and 21st Century Learning and Innovation Skills standards. It includes comprehensive lesson plans for at least 30-40 instructional periods, and can be adjusted to a trimester or semester course, an exploratory wheel, or an after-school program.
- **Tech Literacy with Marketplace** | Member schools have access to this proprietary ecommerce platform, where students learn to upload product information to a live website where real customers purchase their products. Website activity and sales data is available to guide sales and marketing decisions.

FreshINCedu AND MXinedu will use the following topic menus for Grades 4 through 8:

Grade 4	<i>Food or Tourism</i>
Grade 5	<i>Retail or Agriculture</i>
Grade 6	<i>Technology or Construction</i>
Grade 7	<i>Environment or Health or Government</i>
Grade 8	<i>Education or Media or Energy</i>

MobileMakersEdu is a way to ‘light up’ students around coding and foster an entrepreneurial mindset - students learn coding and design skills to bring mobile app ideas to life, and in doing so acquire career-ready hard and soft skills. Future readiness for students requires understanding how technology can solve problems regardless of career path. Modern skills like algorithmic thinking are important for many career and technical fields, and standard computer science just isn’t motivating to all students. This course is designed for our advanced Middle School Learners at the **Grade 9 Level**.

Throughout the **MobileMakersEdu** mobile app coding course, students build working apps for Apple’s mobile devices using the language and tools of professionals – Swift and Xcode. Students experience an authentic workplace environment applying the methodologies and practices of real-world developers, and acquire skills around teamwork, problem-solving, collaboration, and communication. The apps students build grow in complexity throughout the year, culminating in an app showcase, where students demonstrate an app they built of their own design.

High School Programming:

INCubatoredu is a full-semester course offering an authentic entrepreneurship experience as students develop their own product or service startup. (5 credit CTS Bundle)

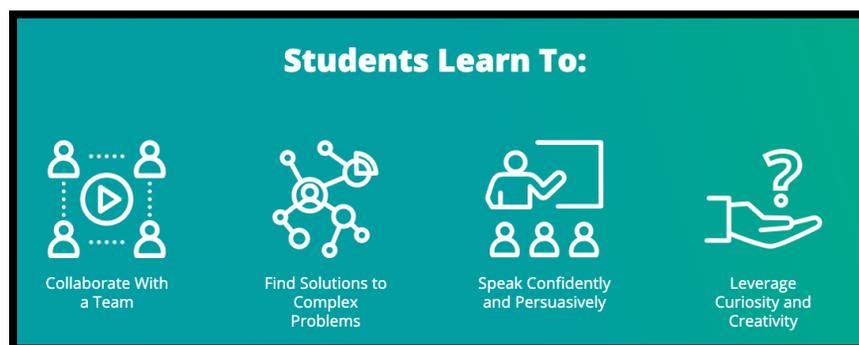
- **Problem-Solution Identification** | Student teams explore, pivot, iterate and develop resilience as they work to solve problems they care about.
- **Customer and Idea Exploration** | Real entrepreneurs and industry experts serve as volunteer coaches and mentors guiding student teams through the process of idea validation.
- **Pitch for Real Funding** | Student teams pitch to gain investment funds in a final shark-tank style pitch event.

As a second-year course, **ACCEleratoredu** provides students the opportunity to launch and gain traction for their business. (5 credit CTS Bundle)

- **Company Formation** | Establishing a legal entity and developing three areas: customer acquisition, production and business processes as it suits their business.
- **Market Traction** | The experience models a real-life start-up accelerator focused on developing teams through mentorship, education, connections, and accountability to launch a company.
- **Iterate and Scale** | The course transitions businesses founded in INCubatoredu into sustainable, functioning ventures.

AN ESSENTIAL INTEGRATION:

Students from Kindergarten through Grade 12 will have highlights of **ENTREPRENEURSHIP INFUSION** in all courses. This Professional Development and Implementation by FFLA Teachers will diversify the real-world applications of Entrepreneurship learning as a thread of continuity and as an integral component of the FFLA Assurance Plan for Alberta Education.



We are embracing the necessity to prepare students to navigate ambiguity and exert agency over their own learning — the skills needed to succeed in the future economy. It's crucial that students are readied not only through the assimilation of factual knowledge, but also by instilling in them the abilities and perspective necessary to collaborate effectively, tackle meaningful problems, and manage disruptions. These fundamental proficiencies are intricately woven into the FFLA Skills and Values Program and will also be taken from the essential business skills diagram below, authored by Harvard Business School.

We integrate these enterprising facets of a growth-oriented and globally attuned mindset throughout every step of the FFLA student's learning expedition — regardless of the challenges they encounter after graduation, irrespective of their interests, occupations, or chosen paths.



STUDENT EVALUATION:

LEARNING PORTFOLIO	40%
PRODUCT PORTFOLIO	40%
ENGAGEMENT	20%