

FACING THE “DRAGONS” LEARNER’S PROJECT WORKSHEETS



- 3** ENTREPRENEURSHIP
- EMPLOYABILITY
- EDUCATION

PROJECT-BASED LEARNING | EMS



basic education
Department:
Basic Education
REPUBLIC OF SOUTH AFRICA



GRADE **9**

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- EMPLOYABILITY
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FACING THE "DRAGONS"

Worksheets



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Name and surname: _____

Business Simulation Activity / Play the boat-making game

1.1 How did the game go? Which “business” won the game? _____

1.2 Explain why your team did well (or not so well?): _____

1.3. Who played which role?

BUSINESS FUNCTION	WHAT IS THE ROLE OF THIS FUNCTION?	NAME OF GROUP MEMBER IN ROLE
1. _____	_____	_____
2. _____	_____	_____
3. _____	_____	_____
4. _____	_____	_____
5. _____	_____	_____
6. _____	_____	_____
7. _____	_____	_____
8. _____	_____	_____



WORKSHEET 1 (b)

Date: _____

Name and surname: _____

KBJ / CPJ

KONTANTBETALINGSJOERNAAL / CASH PAYMENTS JOURNAL

NR NO	BESONDERHEDE DETAILS	BANK	HANDELS- VOORRAAD TRADING STOCK	LONE WAGES	DIVERSE REKENINGE / SUNDRY ACCOUNTS	
					BEDRAG AMOUNT	BESONDERHEDE DETAILS



WORKSHEET 1 (c)

Date:

Name and surname: _____

KOJ / CRJ

KONTANTONTVANGSJOERNAAL / CASH RECEIPTS JOURNAL

NR NO	BESONDERHEDE DETAILS	ONTLEDING VAN KWITANSIES ANALYSIS OF RECEIPTS	BANK	VERKOPE SALES	KOSTE VAN VERKOPE COST OF SALES	DIVERSE REKENINGE / SUNDRY ACCOUNTS	
						BEDRAG AMOUNT	BESONDERHEDE DETAILS



Name and surname: _____

ANALYSING BUSINESS FUNCTIONS

In groups, brainstorm ways of explaining the 8 business functions to learners who may have different learning styles, i.e. visual learners, learners who need to move as they learn (kinaesthetic learning style), learners whose best way of learning is by listening or by “seeing” the main points visually. Google learning styles if you wish.

Here are some ideas to get you started:

- Create a poster (1 x A4 size or A3 size) or a brochure Make a video.
- Record a radio interview with various “managers” who explain their functions.
- Create and perform a short drama which makes the 8 business functions clear.
- Choose a medium of your own if you have a great idea.

Use this space for rough planning notes.

Make sure you study the rubrics in your project notes (Activity 2) to ensure that you are on the right track.



Name and surname: _____

TERM 4: THE RISK-TAKING GAME

3.1 Which “business” won the game? Why did your team do well / not so well?

3.2 What did you learn about taking risks?

3.3 What is the value of having different roles in a team?

3.4 What are the risks involved in selling goods on credit?

3.5 What are the risks of strikes on a business and how would you manage this risk?



Name and surname: _____

PREPARING FOR THE PITCH – THE BUSINESS PLAN

Complete the following table with the information using your textbooks and the research you have done. This will be the format of your business plan.

Description of the product or service	<hr/> <hr/> <hr/>
The goals of the business	<hr/> <hr/> <hr/>
Business ownership	<hr/> <hr/> <hr/>
Production Plan	<hr/> <hr/> <hr/>
Marketing Plan	<hr/> <hr/> <hr/>
Management Plan	<hr/> <hr/> <hr/>
SWOT analysis	<hr/> <hr/> <hr/>
Financial Plan <ul style="list-style-type: none"> • Fixed and variable costs • Break-even point • Cost price per unit • Mark-up on sales • Profit percentage 	<hr/> <hr/> <hr/> <hr/> <hr/>



Name and surname: _____

VISUALISE THE PITCH BY ACTING OUT EACH STEP

You will be facing a panel, just like the panel in the TV programme (Shark Tank or Dragon's Den). You want one of the panellists to invest in your business. To prepare, coach each other on the various components of your Business Plan by doing a “Shark Tank or Dragon's Den” role-play. The PR and marketing team will pitch the business plan while the other 6 team members will form the panel. Study the tips in your Learner's Project Notes on how to pitch a business plan to help you.

A few people act as the “panel”. The best two or three presenters in the group will face the actual panel.

Complete the following peer-assessment for each member facing the panel in the practice run, or for yourself if you faced the panel (self-assessment.)

SCORING RUBRIC

CRITERIA	MARK ALLOCATION					
Business Description	15					
Marketing Plan	15					
Management Plan	10					
Production Plan	15					
Financial Plan	15					
Presentation of business						
• Visual Support (PowerPoint, Poster, etc.)	10					
• Verbal Message	10					
• Q&A	10					



Name and surname: _____

FACING THE PANEL

Checklist before the panel interview:

8.1 Dress professionally in presenting your product and brand. What will you all be wearing? Why did you decide on these particular colours/outfits?

8.2 Ensure that you have a copy of your business plan for each adjudicator.

8.3 The presenters (probably the PR and marketing team/the most confident communicators) will pitch the business plan. What is your team strategy?

8.4 Are your team ready for a Q&A session?

Your pitch will be scored according to the rubric on the following page.



WORKSHEET 8 (continued)

Your pitch will be scored according to the rubric below:

CRITERIA	0 - 5	6 - 10	11 - 15
Business Description	Name and creativity.	Name, logo and creativity.	Name, logo, description of business (what does the business do) and creativity.
Marketing plan	Name of the product and creativity.	Name of product, creativity and price.	Name of product, creativity, price and market research.
Production plan	Inputs	Inputs and outputs.	Inputs, the process and outputs.
Financial plan	Fixed and variable costs.	Fixed and variable costs, break-even point and cost price per unit.	Fixed and variable costs, break-even point, cost price per unit, mark-up on sales and profit percentage.
CRITERIA	0 - 3	4 - 6	7 - 10
Management plan	Goal and role of managers.	Goal, role of managers and forms of ownership.	Goal, role of managers, forms of ownership, and how selling and buying will take place.
Presentation of business: Visual support (Power-Point / Poster)	Little effort has been done.	Some effort has been done.	A lot of effort has been done.
Verbal message	A lack of information was presented.	Not so confident and not all information presented.	Confident and a good verbal presentation with a lot of information.
Questions and answers	Not adequately answered.	Partly answered.	All the questions were adequately answered.
TOTAL SCORE:			/ 100



Name and surname: _____

POST-EVENT REFLECTION (INDIVIDUAL)

What did I learn that I shall never forget?

What made the learning unforgettable?

What does this tell me about the way I learn?

How can I help myself to learn better in the future?

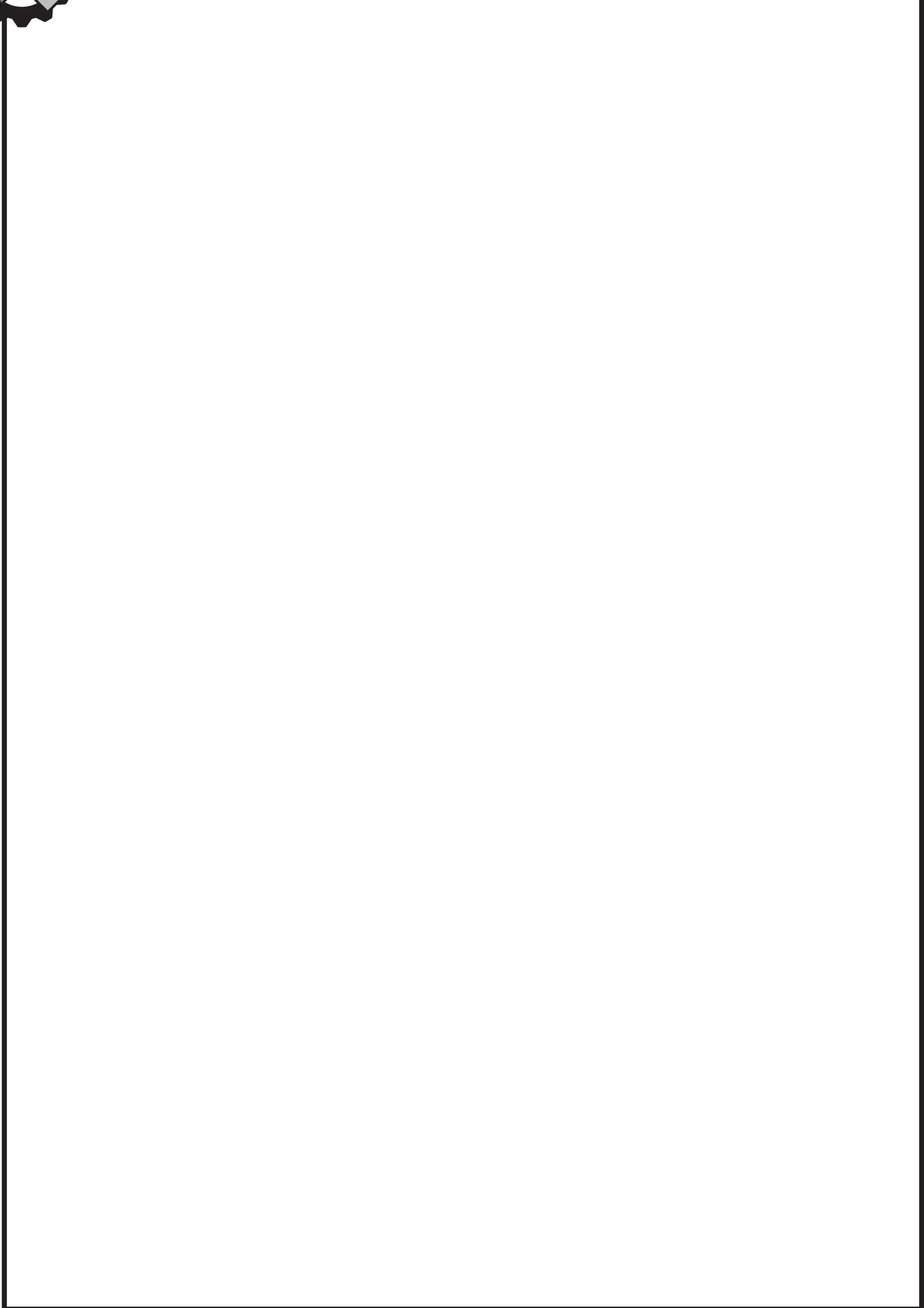


DOODLE PAGE AND ROUGH WORK

A large, empty rectangular box with a black border, intended for doodling and rough work.



DOODLE PAGE AND ROUGH WORK





DOODLE PAGE AND ROUGH WORK

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