

Worksheet | Entrepreneurs are GREAT

Task 1 - Warmer and vocabulary

- Look at the words and phrases in the word cloud.
 - Try to write some sentences using the words and phrases.
 - Are there any words/phrases you don't know the meaning of?



1. Possible sentence(s)	2. Words/phrases I don't know

- What do you think today's lesson is about?

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2. All the words and phrases in the word cloud appear in a video about entrepreneurship. You can watch the video here:

<http://www.youtube.com/watch?v=2Uyd5S1mZqY>

- Play bingo with the words and phrases from the video about entrepreneurship – your teacher will give you a bingo card.
- Watch the video or listen to your teacher call out words/phrases from the video.
- Cross off the words as you see or hear them. When you have crossed off a complete line of words, shout 'BINGO!' Continue watching the video until someone crosses off a line of words/phrases on their grid and shouts 'BINGO!' again.

3. In pairs, discuss the following question and try to write a definition together:

- What is an entrepreneur?

An entrepreneur is...

.....

.....

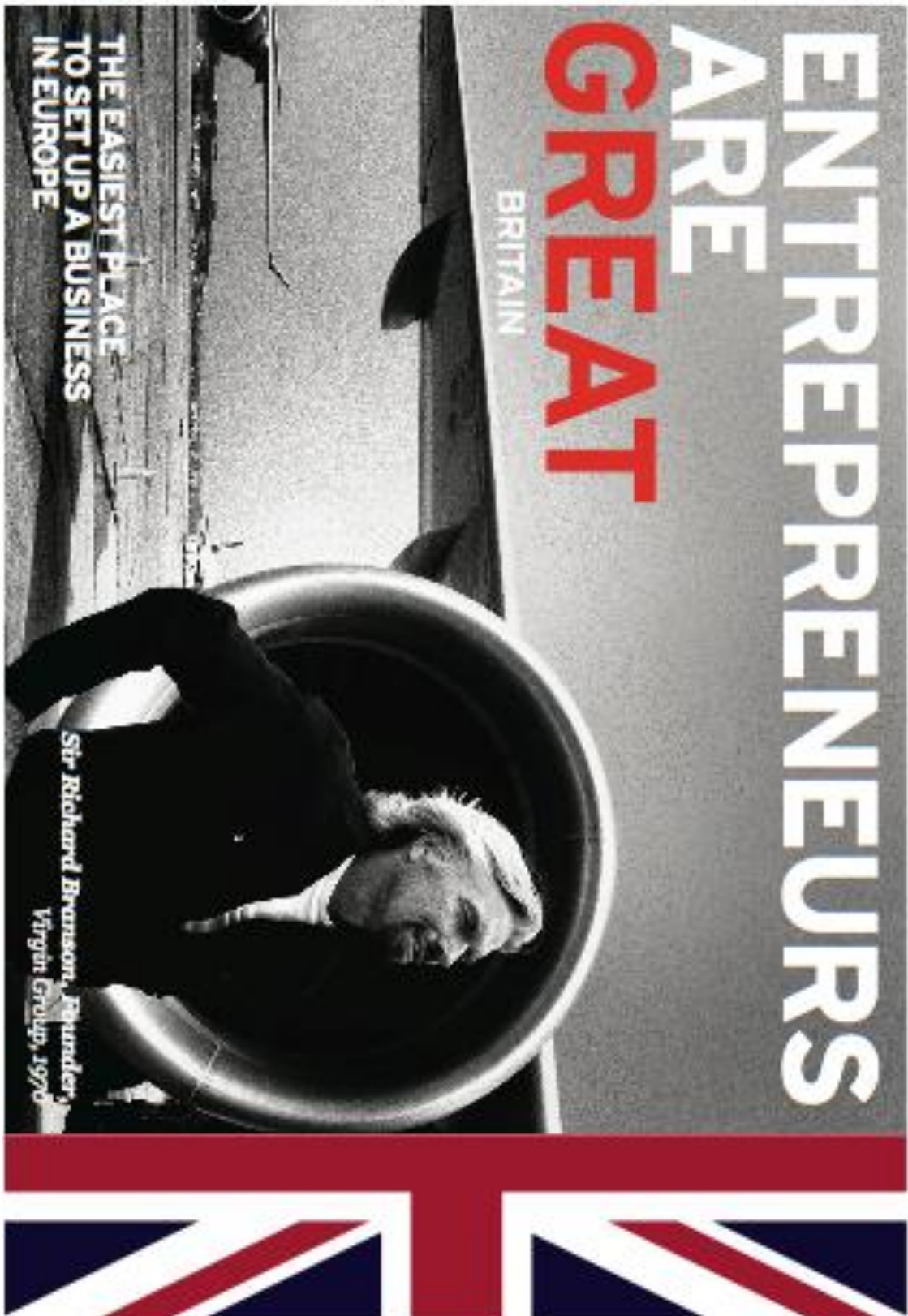
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For a dictionary definition, you might like to visit: <http://dictionary.cambridge.org/>

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4. Look at the poster entitled 'Entrepreneurs are great'.

- Do you recognise the man in the photograph?
- Do you know what he is famous for?



Worksheet | Entrepreneurs are GREAT**Task 2****Speaking**

1. Take it in turns to talk with your partner about entrepreneurship. Give yourself two minutes to prepare your answer.

Think about the following questions:

- Do you have any friends or family who are entrepreneurs?
- Are you, or would you like to be, an entrepreneur? Why?
- Do you know of any famous entrepreneurs?

2. Discuss the following statement with your partner:

Entrepreneurship is essential in society and governments should help individuals to become entrepreneurs.

Share your thoughts with rest of the class.

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Task 4
Idioms

1. The following idioms are taken from the running dictation text. Match each one to its definition.

Idiom	Definition
1. to think outside the box	a. to do something you really want to do, even though it might be dangerous or risky
2. movers and shakers	b. a phrase which means achievement leads to greater achievement
3. to take the plunge	c. to try your best to make something successful
4. to get a break	d. to think creatively in a different way to how most people think
5. to make a go of it	e. an opportunity for a product or service that does not already exist
6. 'nothing ventured, nothing gained'	f. to make a successful start in something
7. to get off the ground	g. to start or establish something, such as a new business
8. a niche in the market	h. people who make changes and have an impact on society
9. 'success breeds success'	i. a phrase which means that you have to take a risk in order to get something good

Worksheet | Entrepreneurs are GREAT**2. Use the idioms you have just learned to fill in the gaps.**

1. Alex is a really creative guy, with very unusual ideas. He certainly _____.
2. Shammi and Dev really are _____. They only moved to London a year ago, but they've already opened 49 clothes stores and given jobs to many local residents.
3. Sarah had wanted to start a business for years, but she was worried about losing money. She finally decided _____ last month when she opened her own restaurant.
4. Aaron has tried so many times to become a singer, but without success. He really needs _____, but the music industry is so competitive.
5. Jessica is really excited about her new online business. I think she's really going _____.
6. It was very risky when Pete launched his new product, however he took a _____ approach and it certainly was worth it in the end.
7. David has been running his business for over a year now, but he is doing really well. Sometimes it can take quite a long time _____.
8. Bagless vacuum cleaners didn't exist before designer James Dyson realised there was _____.
9. After running a successful mail order music business, Richard Branson realised that _____. He went on to open a chain of record stores, later known as *Virgin Megastores* and expanded the *Virgin Records* music label, amongst many other companies.

3. Use the British National Corpus to find more examples of these idioms in use.

<http://www.natcorp.ox.ac.uk>

www.teachingenglish.org.uk

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Worksheet | Entrepreneurs are GREAT**Extension – Entrepreneurial business plan**

Now it's your turn to be the entrepreneur! Work either individually or in pairs to produce an entrepreneurial business plan. It could be anything you like and could be realistic or totally imaginary.

Your business plan should include:

- An executive summary – an overview of the business you want to start.
- A short description of the business opportunity – who are you? What do you plan to sell/offer? Why do you want to do this? Who do you want to sell to?
- Your marketing and sales strategy – why do you think people will buy what you want to sell? How do you plan to sell them?
- Your management team and personnel – what are your skills, experience and qualifications? What kind of people will you want to employ?
- Your operations – where will you run your business? What equipment will you need? What IT will you need?
- Financial forecasts – how much money will you need to get started? How much will you sell your product/service for? How much profit will you make in the first, second and third year of business? When and how will you pay investors back?

When your plan is ready, you need to present it to the rest of the class. Every individual/pair will be given £10,000 to invest in the business of their choice. The individual/pair with the most investment wins!

If you are serious about becoming an entrepreneur in the UK, you may want to visit the following site: <http://www.businesslink.gov.uk>