

Potential Summative Project Options

We hope that students are inspired to put their entrepreneurship knowledge to work after completing the *SaskMoney Start* program!

Teachers, there are a few ways to explore student learning. You may choose one or both options depending on how it fits with your year plan:

- Product or service development and sales
- Product or service Pitch Party

Should you choose to engage in a project, consider framing it as a potential fundraiser to help focus students' work and to ease the stress of making money individually.

Starting Point

- a. Have students think of something that they love.
- b. Ask them to list three things that could make it better.
- c. Ask them to consider one of the three options that could potentially be turned into a business. This could be by creating a product or providing a service. ie.) A used book sale to raise money to support a local cause; a physical prototype or drawing of a product that offers a solution to making what they love better.

Option A: Pitch Party (somewhat brief individual activity)

Students “pitch” their idea from Starting Point “c” to the class.

- After settling on one idea. Students can develop a plan of turning this into a business:
 - What will they sell?
 - Will their sales support a cause?
 - How will they bring their product or event to life?
 - Why will people want to support this business?
- Prepare a one-minute sales pitch for the class
 - Consider using tips from [*Tips for a Shark Tank Pitch*](#)
- Each student (or partners) present to the class and answer questions
- A listening guide could be helpful! (see Pitch Party Listening Guide document p. 26)

Potential Pathways for Option A:

- Students could vote on the top 3-4 projects that they believe are achievable and can have an impact.
- Assemble students into teams to bring an idea from the pitch party to life.
- One or more ideas could turn into a fundraiser!

Option B: Students Engage in the Design Thinking Process

- Separate students into groups. Students choose a focus for their group.
- Design Thinking process:
 - Empathize:** Each member interviews a potential customer about challenges they face in their everyday life, or about challenges in their community. Students report back to group next day.
 - Define:** Assemble interview research and define what will be developed based on “Empathize” research.
 - Ideate:** Refine idea by coming up with as many options/solutions as possible.
 - Prototype:** Develop prototype or plans for event
 - Test** prototype by involving others (possibly those who were interviewed in Empathize phase)
 - Refine idea by restarting the Design Thinking Process.

Potential Pathways for Option B

- Students can have a Pitch Party where they “sell” their idea to the rest of the class.
 - Consider bringing in a community judge. Contact admin@saskmoney.ca if you would like a contact!
- Students can bring the winning pitch party idea to life by hosting a fundraiser based on their project!

Pitch Party Listening Guide

Group/Presenter	Business Idea	Questions I Have