

**READ ME FIRST**

Entrepreneurial Fair

Murray State University Center for Economic Education

Spring 2014

First, when reading this, if a word is in **bold**, the item is downloadable from the <http://www.econ.org/entrepreneurs> website.

We want to give you as much flexibility as possible. Contact Todd Broker for more information.

**Todd Broker, Director**

**Center for Economic Education**

**Murray State University**

**307 Business Building**

**Murray, Kentucky 42071**

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**Here are some key points:**

* The fair will be organized to take place at the Caldwell County Cooperative Extension on April 11, 2014 (10:30 am – 1:30 pm).
* Murray State University Center for Economic Education will help find judges.
* Your students should complete the Business Plan and Forms 9-3 through 9-10, 9-13 or 9-14, and 9-15 (in the **Student Packet**) before the date of the fair.
* Please understand, the students who plan to sell a product (as opposed to offering a service) do not necessarily need to actually sell anything, they are expected to build a prototype product, whenever possible. The forms in the business plan will reinforce this as they note “projected sales,” etc.
* Some schools or students may want to organize and sell their product. Again, this would be up to you. It is not part of the judging at the Fair.
* The **Pre/Post-Test** should be given as a “Pretest” before starting the lessons.
* There are eight **lesson** plans. Each lesson should be completed in order. Each lesson plan includes everything you will need, including vocabulary, handouts, worksheets, etc. for your use.

While all the needed forms are provided with each lesson plan, all forms are also grouped together in the **Student Packet** to be used for paperwork for the final project.

* The **Student Packet** includes

9-3 Job Application

9-4 Business Resume

9-5 Business Plan—(include all sections of the business plan)

9-6 Productive Resources and Cost

9-7 Marketing – Advertising

9-8 Market Survey Data Collection Form

* 1. Market Survey Summary
  2. Graphing Market Survey Results
  3. Fg
  4. Projected Sales Revenue
  5. Sales Revenue
  6. Profit Worksheet (for Proprietorship and Partnership)
* The **Teacher Packet** includes the Application Form, which should be completed by each student or by student partners for each business. Application Forms and applicable Forms (Business Plan and Forms 9-3 through 9-10, 9-13 or 9-14, and 9-15) should be completed by students completing in the Entrepreneurial Fair and mailed to the MSU Center for Economic Education:

**Attn: Todd Broker**

**Murray State University**

**307 Business Building**

**Murray, Kentucky 42071**

* The Judging Form that will be used at MSU Fair is included in the **Teacher Packet.** The same form may be used in classroom and/or school fairs, but this is not a requirement.
* You should give the **Pre/Post-Test** as a “**Post-test**” after completing all the lessons.

We encourage you to help the students think of simple products to make or services to offer. Examples could be food items, cookies, bead bracelets, sports camps, baby-sitting and like. This will help the students understand the concepts as they complete each lesson and develop their business plans.

Please note that all the materials are written in Microsoft Word. Feel free to make changes as you deem appropriate. ***Do Not Change Form 9-5 Business Plan in the Student Packet.***

**Suggestion:** Students need a folder or notebook to keep notes and worksheets while studying the curriculum.

**Spring 2014**

**Entrepreneurial Fair  
Grades 4-6**

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| **Lessons and Forms** - *(These are all in Word document format and can be downloaded.)*  *Website where forms can be downloaded:*  [*http://econ.org/entrepreneurs/index.html*](http://econ.org/entrepreneurs/index.html)  [Table of Contents](http://econ.org/entrepreneurs/Table%20of%20Content%20-%20Entrepreneurial%20Fair.doc)  [Read Me First](http://econ.org/entrepreneurs/Read%20Me%20First.doc) [Teacher Packet](http://econ.org/entrepreneurs/Teacher%20Packet.doc)  [Pre/Post Test](http://econ.org/entrepreneurs/PrePost%20Test.doc)  [Student Packet](http://econ.org/entrepreneurs/Student%20Packet.doc)    [Lesson 1 - Am I An Entrepreneur](http://econ.org/entrepreneurs/Lesson%201%20Am%20I%20an%20Entrepreneur.doc)  [Lesson 2 - Business Organization](http://econ.org/entrepreneurs/Lesson%202%20Business%20Organization.doc)  [Lesson 3 - What Shall I Produce](http://econ.org/entrepreneurs/Lesson%203%20What%20Shall%20I%20Produce.doc)  [Lesson 4 - Productive Resources](http://econ.org/entrepreneurs/Lesson%204%20Productive%20Resources.doc)  [Lesson 5 - How Much Consumers Buy](http://econ.org/entrepreneurs/Lesson%205%20How%20Much%20Should%20Consumers%20Buy.doc)  [Lesson 6 - Market and Sell the Product](http://econ.org/entrepreneurs/Lesson%206%20Market%20and%20Sell%20the%20Product.doc)  [Lesson 7 - Creating a Business Plan](http://econ.org/entrepreneurs/Lesson%207%20Creating%20a%20Business%20Plan.doc)  [Lesson 8 - Will I Make a Profit](http://econ.org/entrepreneurs/Lesson%208%20Will%20I%20Make%20a%20Profit.doc) |
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