

# A Correlation: JA Be Entrepreneurial<sup>®</sup> And the CTE National Content Standards for Entrepreneurship Education

## Module One: Creative Problem Solving

## Module Two: Think Like an Entrepreneur

## Module Three: JA Rapid Business Planning

1: Identifying the Problem

2: Exploring Solutions

3: Prototyping the Solution

4: Testing the Solution

5: Applying Design Thinking

1: Developing a Mindset

2: Assessing Entrepreneurial Potential

3: Creating an Entrepreneurial Action Plan

1: Planning with the Customer in Mind.

2: Summarizing the Customer Elements

3: Formulating the Finances

4: Conveying the Business' s Value

5: Completing and Testing the Lean Business

6: Developing a Lean Business Plan

A	Entrepreneurial Process	1	2	3	4	5	1	2	3	1	2	3	4	5	6
A.01	Explain the need for entrepreneurial discovery	●													●
A.02	Discuss entrepreneurial discovery processes	●												●	●
A.04	Determine opportunities for venture creation	●													●
A.05	Assess opportunities for venture creation	●													●
A.06	Describe idea-generation methods	●	●			●									
A.07	Generate venture ideas	●	●			●									
A.08	Determine feasibility of ideas				●	●									●
A.09	Describe entrepreneurial planning considerations	●													●
A.10	Explain tools used by entrepreneurs for venture planning														●
A.11	Assess start-up requirements														●
A.13	Describe external resources useful to entrepreneurs during concept development	●	●	●	●	●									
A.14	Assess the need to use external resources for concept development	●	●			●									
A.16	Use components of a business plan to define venture idea												●		●
A.20	Explain factors to consider in determining a venture's human-resource needs														●
A.21	Describe considerations in selecting capital resources												●		●
A.31	Use creativity in business activities/decisions		●		●	●							●		
A.34	Adapt to changes in business environment												●		
B	Entrepreneurial Traits/Behaviors														
B.01	Demonstrate honesty and integrity														●
B.02	Demonstrate responsible behavior	●				●									●
B.03	Demonstrate initiative	●				●	●								●
B.05	Exhibit passion for goal attainment														●
B.06	Recognize others' efforts	●	●			●									
B.08	Develop team spirit						●								
B.11	Value diversity						●								
B.12	Describe desirable entrepreneurial personality traits						●	●							
B.14	Determine interests							●							
B.15	Evaluate personal capabilities							●							
B.16	Conduct self-assessment to determine entrepreneurial potential							●							
B.19	Make decisions	●	●	●	●	●									
B.20	Develop an orientation to change	●	●			●	●								
B.21	Demonstrate problem-solving skills	●	●	●	●	●									
B.23	Assume personal responsibility for decisions														●
B.28	Set personal goals														●



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	Identifying the Problem	Exploring Solutions	Prototyping the Solution	Testing the Solution	Applying Design Thinking	Developing a Mindset	Assessing Entrepreneurial Potential	Creating an Entrepreneurial Action Plan	Planning with the Customer in Mind.	Summarizing the Customer Elements	Formulating the Finances	Conveying the Business' s Value	Completing and Testing the Lean Business	Developing a Lean Business Plan
	L.33	Calculate breakeven point									●		●	

O	Strategic Management													
O.02	Conduct competitive analysis													●
O.04	Develop company goals/objectives								●					
O.07	Conduct break-even analysis									●				
O.08	Develop action plans								●					
O.09	Develop business plan								●					