

LESSON 2

The Entrepreneurial Mindset

60 minutes (2 periods)

Foundations of Enterprise

WHAT THIS LESSON DOES

Explore what makes entrepreneurs tick by studying real Irish founders, then identify entrepreneurial qualities you want to bring to your own mini-business ideas.

WHAT STUDENTS SHOULD BE ABLE TO DO

- Identify four key qualities of successful entrepreneurs through real Irish founder stories.
- Understand what a growth mindset is and why resilience matters when ideas face setbacks.
- Recognise entrepreneurial qualities within yourself and your own potential business ventures.
- Generate two to three candidate business ideas ready for development in the next lesson.

BEFORE THE BELL

- Before the Lesson Ensure each student has access to their Mini Business Portfolio, particularly the Entrepreneur Inspiration page used in Step 4, the inline form auto-saves as students type. Have a short list of Irish founders ready as fallback in case any student is stuck on who to pick (the student-facing copy now surfaces the Collisons, Wayflyer, Intercom, FoodCloud and a local-business option, each with at least 2-3 sentences of background so any choice is well-grounded). Suggested Timing Getting Started, 5 mins What You'll Learn (key concepts table with habits-not-traits callout), 5 mins Two Irish Founder Stories (read and questions), 18 mins Your Entrepreneur Inspiration Page (worksheet), 22 mins, or set as homework Think About It (whole-class reflection prompts), 5 mins What's Next (homework first, extension second), 5 mins Teaching Tips During the founder case studies, model reading for patterns rather than detail. Pause after the first story and think aloud: 'I notice they both spotted a real problem. What else do I see?' This scaffolds the analysis questions. As students work on their reflection worksheet, circulate the room and ask: 'Which of these qualities do you already have? Which one do you want to build?' This pushes the reflection from passive to personal. The whole-class think-about prompts work best when you invite 2-3 volunteers rather than going round the room; students often have genuine insights they're willing to share without pressure. Step 6 leads with the homework deliberately, flag it to students explicitly before they pack up. The extension is bonus; the 2-3 candidate ideas are not. Common Mistakes Students pick a famous founder they've heard of but struggle to connect the story to their own thinking. Solution: redirect them to the student-facing fallback list in Step 4, every name on it now has 2-3 sentences of supporting context so students have something concrete to anchor their answer to. Worksheet answers stay too vague ('I want to be resilient'). Solution: ask for a specific example: 'Tell me one moment in the kind of business you're considering where resilience will matter.' Students get stuck on the timeline prompt because they haven't chosen their idea yet. The student copy explicitly allows a 'best guess' answer and now includes Cian's worked example showing what one looks like, reinforce this if you see hesitation. Some students finish early and have nothing to do. Solution: offer the extension in Step 6, find a second founder and spot one habit they share with the first. Differentiation Support: Provide a sentence starter for the reflection worksheet: 'The quality I choose is [name]. This matters in the kind of business I'm considering because [specific moment or reason].' This scaffolds the personalisation without removing the thinking. Support: If a student is stuck on founder choice, point them to the in-lesson fallback list. Adding a local Irish founder of your own choosing, perhaps a cafe owner near the school, also works well. Extension: Ask early finishers to spot a quality in their chosen founder that wasn't in the original four. What fifth habit did that person show? Is it worth watching for in other founders?

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HOW THE LESSON RUNS

introduction	Getting Started
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activity	Two Irish Founder Stories
worksheet	Your Entrepreneur Inspiration Page
content	Think About It
summary	What's Next