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**YES**  
Young Enterprising Students

**INNOVATION – CURRICULUM**  
**„YES –YOUNG ENTERPRISING STUDENTS”**

The curriculum has been written in Turkish language .The translation was made by Necla AVCI SEZEN.



## MAIN OBJECTIVES

1. Building entrepreneurial attitudes among students
2. Students will learn their strengths, life skills needed in their future career.
3. Active cooperation with parents and local community.
4. Students will learn basic steps of enterprising and practising enterprising activities



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## INDIRECT OBJECTIVES

1. Developing attitude of resourcefulness, taking initiatives
2. Developing enterprising skills
3. Personal development; characteristics and personal competencies of successful entrepreneur.
4. Teaching problem solving, creativity
5. Teaching factors that affect entrepreneurship and explain with samples
6. Teaching students basic steps of entrepreneurship, thinking methods, basic economic words
7. Developing personal and social skills; creativity, teambuilding, problem solving
8. Students will learn to evaluate new opportunities and search successful -unsuccessful entrepreneurship samples.
9. Teaching basic words related with entrepreneurship and Entrepreneurship types
10. Developing self-presentation, overcoming failure problems,
11. Developing entrepreneurship by organising bazaars, charity events at school
12. Evaluation of job opportunities for young entrepreneurs



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## THE PROCEDURE FOR ACHIEVING THE OBJECTIVES

### **\*Students will be able to**

- See their potential and be ready to use their all potential
- Creative and take active part
- Get in contacts with institutions which support their development
- Ready for inovation
- Motivated to take initiatives e.g. taking part in competitions
- Believe in their abilities and skills and try to develop them
- Know the samples of enterpring facilities in the world and in their own countries
- Learn the good samples of entrepreneurship and see their own potential
- Make decisions and think critical
- Assess their potential and analyse the steps for success

### **\*After the programme; students will:**

- Develop their ICT skills and learn basic web2 tools
- Develop logical thinking
- Learn team work and brainstorming
- Use different ways of communication



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**\*After developing students' knowledge in the field of entrepreneurship students will:**

- Be able to make search about new job areas and be ready for new ideas
- Make calculations easily and solve problems
- Advertise their own products in school and local community
- Evaluate positive and negative effects made decisions by students
- Learn method a step-by step to achieve goals
- Know benefits of planning their activities.
- Learn the steps of being a successful entrepreneurs
- Recognise the enterprising activities around them and find new ideas for a job career
- Know what to do with her/his abilities
- Learn advantage and disadvantage of having his/her own business

## ENTREPRENEURSHIP CURRICULUM FOR SECONDARY SCHOOLS

MONTH	WEEK	HOUR	OBJECTIVES AND ATTITUDES	TOPICS	APPROACHES TO LEARNING	MATERIALS/ RESOURCES	EVALUATION (HEDEF VE DAVRANIŞLARA ULAŞMA DÜZEYİ)
SEPTEMBER	1. WEEK	2 HOURS	Ability to explain basic economic words and their relations	A.GENERAL INFO ABOUT ECONOMY B. WHAT IS ENTREPRENEURSHIP?	Explanation,Brain Stroming, Group Working	Module, Computer, Smart Board	ENTREPRENEURSHIP AND GIVING IMPORTANCE TO ENTREPRENEURSHIP
SEPTEMBER	2. WEEK	2 HOURS	Ability to explain basic words related with entrepreneurship.	C. BASIC WORDS RELATED TO ENTREPRENEURSHIP	Explanation,Brain Stroming, Group Working	Module, Computer, Smart Board	ENTREPRENEURSHIP AND GIVING IMPORTANCE TO ENTREPRENEURSHIP
OCTOBER	3. WEEK	2 HOURS	Ability to explain basic words related with entrepreneurship.	C. BASIC WORDS RELATED TO ENTREPRENEURSHIP	Explanation,Brain Stroming, Group Working	Module, Computer, Smart Board	ENTREPRENEURSHIP AND GIVING IMPORTANCE TO ENTREPRENEURSHIP
OCTOBER	4. WEEK	2 HOURS	Ability to learn Entrepreneurship types	Ç. ENTREPRENEURSHIP TYPES	Explanation,Brain Stroming, Group Working	Module, Computer, Smart Board	ENTREPRENEURSHIP AND GIVING IMPORTANCE TO ENTREPRENEURSHIP
OCTOBER	5. WEEK	2 HOURS	Ability to learn Entrepreneurship types.	Ç. ENTREPRENEURSHIP TYPES	Explanation,Brain Stroming, Group Working	Module, Computer, Smart Board	ENTREPRENEURSHIP AND GIVING IMPORTANCE TO ENTREPRENEURSHIP

MONTH	WEEK	HOUR	OBJECTIVES AND ATTITUDES	TOPICS	APPROACHES TO LEARNING	MATERIALS/ RESOURCES	EVALUATION (HEDEF VE DAVRANIŞLARA ULAŞMA DÜZEYİ)
OCTOBER	6. WEEK	2 HOURS	Ability to learn what is needed for entrepreneurship	D.NEEDED SOURCES FOR ENTREPRENEURSHIP	Explanation,Brain Stroming, Group Working	Module, Computer, Smart Board	ENTREPRENEURSHIP AND GIVING IMPORTANCE TO ENTREPRENEURSHIP
OCTOBER-NOVEMBER	7. WEEK	2 HOURS	Ability to learn the factors that affect entrepreneurship and explain with samples	E.FACTORS THAT LEAD ON ENTREPRENEURSHIP	Explanation,Brain Stroming, Group Working	Module, Computer, Smart Board	ENTREPRENEURSHIP AND GIVING IMPORTANCE TO ENTREPRENEURSHIP
NOVEMBER	8. WEEK	2 HOURS	Ability to learn the factors that affect entrepreneurship and explain with samples	F. THE IMPORTANCE OF ENTREPRENEURSHIP FOR SOCIAL AND ECONOMIC LIFE	Explanation,Brain Stroming, Group Working	Module, Computer, Smart Board	ENTREPRENEURSHIP AND GIVING IMPORTANCE TO ENTREPRENEURSHIP
NOVEMBER	9. WEEK	2 HOURS		Evaluation	Explanation,Brain Stroming, Group Working	Module, Computer, Smart Board	ENTREPRENEURSHIP AND GIVING IMPORTANCE TO ENTREPRENEURSHIP
NOVEMBER	10. WEEK	2 HOURS	Ability to search the advantages of setting up his/her own business for entrepreneur entrepreneurship .	G. ADVANTAGES OF RUNNING HIS/HER BUSINESS FOR	Explanation,Brain Stroming, Group Working	Module, Computer, Smart Board	ENTREPRENEURSHIP AND GIVING IMPORTANCE TO ENTREPRENEURSHIP
NOVEMBER-DECEMBER	11. WEEK	2 HOURS	Ability to search the disadvantages of setting up his/her own business for entrepreneur	H.DISADVANTAGES OF RUNNING HIS/HER BUSINESS FOR	Explanation,Brain Stroming, Group Working	Module, Computer, Smart Board	ENTREPRENEURSHIP AND GIVING IMPORTANCE TO ENTREPRENEURSHIP

MONTH	WEEK	HOUR	OBJECTIVES AND ATTITUDES	TOPICS	APPROACHES TO LEARNING	MATERIALS/ RESOURCES	EVALUATION (HEDEF VE DAVRANIŞLARA ULAŞMA DÜZEYİ)
DECEMBER	12. WEEK	2 HOURS	Ability to explain “who is entrepreneur”	WHO IS ENTREPRENEUR?	Explanation, Brain Storming, Group Working	Module, Computer, Smart Board	ENTREPRENEURSHIP AND GIVING IMPORTANCE TO ENTREPRENEURSHIP
DECEMBER	13. WEEK	2 HOURS	Ability to search the characteristics and personal competencies of successful entrepreneur.	CHARACTERISTICS COMPETENCIES OF ENTREPRENEUR A. PERSONAL COMPETENCIES B. SOCIAL COMPETENCIES	Explanation, Brain Storming, Group Working	Module, Computer, Smart Board	ENTREPRENEURSHIP AND GIVING IMPORTANCE TO ENTREPRENEURSHIP
DECEMBER	14. WEEK	2 HOURS	Ability to evaluate themselves on the view of entrepreneurship.	WILL I BE AN ENTREPRENEUR?	Explanation, Brain Storming, Group Working	Module, Computer, Smart Board	ENTREPRENEURSHIP AND GIVING IMPORTANCE TO ENTREPRENEURSHIP
DECEMBER	15. WEEK	2 HOURS	Ability to search successful and unsuccessful entrepreneurship samples.	SUCCESSFUL AND UNSUCCESSFUL ENTREPRENEURSHIP SAMPLES.	Explanation, Brain Storming, Group Working	Module, Computer, Smart Board	ENTREPRENEURSHIP AND GIVING IMPORTANCE TO ENTREPRENEURSHIP
JANUARY	16. WEEK	2 HOURS		Evaluation	Explanation, Brain Storming, Group Working	Module, Computer, Smart Board	ENTREPRENEURSHIP AND GIVING IMPORTANCE TO ENTREPRENEURSHIP
JANUARY	17. WEEK	2 HOURS	Ability to search successful and unsuccessful entrepreneurship samples.	SUCCESSFUL AND UNSUCCESSFUL ENTREPRENEURSHIP SAMPLES.	Explanation, Brain Storming, Group Working	Module, Computer, Smart Board	ENTREPRENEURSHIP AND GIVING IMPORTANCE TO ENTREPRENEURSHIP

MONTH	WEEK	HOUR	OBJECTIVES AND ATTITUDES	TOPICS	APPROACHES TO LEARNING	MATERIALS/ RESOURCES	EVALUATION (HEDEF VE DAVRANIŞLARA ULAŞMA DÜZEYİ)
JANUARY	18. WEEK	2 HOURS	Ability to search successful and unsuccessful entrepreneurship samples.	SUCCESSFUL AND UNSUCCESSFUL ENTREPRENEURSHIP SAMPLES.	Explanation, Brain Storming, Group Working	Module, Computer, Smart Board	ENTREPRENEURSHIP AND GIVING IMPORTANCE TO ENTREPRENEURSHIP
FEBRUARY	19. WEEK	2 HOURS	Ability to explain "What is a business idea?"	WHAT IS A BUSINESS IDEA?	Explanation, Brain Storming, Group Working	Module, Computer, Smart Board	ENTREPRENEURSHIP AND GIVING IMPORTANCE TO ENTREPRENEURSHIP
FEBRUARY	20. WEEK	2 HOURS	Ability to explain "What is a business idea?"	WHAT IS A BUSINESS IDEA?	Explanation, Brain Storming, Group Working	Module, Computer, Smart Board	ENTREPRENEURSHIP AND GIVING IMPORTANCE TO ENTREPRENEURSHIP
FEBRUARY	21. WEEK	2 HOURS	Ability to explain the purpose of work plan	WHAT IS WORK PLAN? WHAT IS THE PURPOSE AND IMPORTANCE OF WORK PLAN?	Explanation, Brain Storming, Group Working	Module, Computer, Smart Board	ENTREPRENEURSHIP AND GIVING IMPORTANCE TO ENTREPRENEURSHIP
FEBRUARY- MARCH	22. WEEK	2 HOURS	Ability to make search about work plan and learn the steps of preparing work plan.	PREPARATION OF A WORK PLAN	Explanation, Brain Storming, Group Working	Module, Computer, Smart Board	ENTREPRENEURSHIP AND GIVING IMPORTANCE TO ENTREPRENEURSHIP
MARCH	23. WEEK	2 HOURS	2. Ability to explain the purpose of companies	WHAT IS COMPANY AND PURPOSES OF COMPANIES?	Explanation, Brain Storming, Group Working	Module, Computer, Smart Board	ENTREPRENEURSHIP AND GIVING IMPORTANCE TO ENTREPRENEURSHIP



MONTH	WEEK	HOUR	OBJECTIVES AND ATTITUDES	TOPICS	APPROACHES TO LEARNING	MATERIALS/ RESOURCES	EVALUATION (HEDEF VE DAVRANIŞLARA ULAŞMA DÜZEYİ)
MARCH	24. WEEK	2 HOURS	2. Ability to explain the purpose of companies	WHAT IS COMPANY AND PURPOSES OF COMPANIES?	Explanation, Brain Storming, Group Working	Module, Computer, Smart Board	ENTREPRENEURSHIP AND GIVING IMPORTANCE TO ENTREPRENEURSHIP
MARCH	25. WEEK	2 HOURS		Evaluation	Explanation, Brain Storming, Group Working	Module, Computer, Smart Board	ENTREPRENEURSHIP AND GIVING IMPORTANCE TO ENTREPRENEURSHIP
MARCH- APRIL	26. WEEK	2 HOURS	Ability to explain the basic functions of companies.	BASIC FUNCTIONS OF COMPANIES.	Explanation, Brain Storming, Group Working	Module, Computer, Smart Board	ENTREPRENEURSHIP AND GIVING IMPORTANCE TO ENTREPRENEURSHIP
APRIL	27. WEEK	2 HOURS	Ability to search enterprising samples in their country	NATIONAL ENTERPRISING STORIES	Explanation, Brain Storming, Group Working	Module, Computer, Smart Board	ENTREPRENEURSHIP AND GIVING IMPORTANCE TO ENTREPRENEURSHIP
APRIL	28. WEEK	2 HOURS	Ability to search enterprising samples in their country	NATIONAL ENTERPRISING STORIES	Explanation, Brain Storming, Group Working	Module, Computer, Smart Board	ENTREPRENEURSHIP AND GIVING IMPORTANCE TO ENTREPRENEURSHIP
APRIL	29. WEEK	2 HOURS	Ability to make search about job opportunities for entrepreneurship. Ability to evaluate job opportunities for young entrepreneurs.	IMPROVEMENTS OF ENTREPRENEURSHIP OPPORTUNITIES FOR YOUNG ENTREPRENEURS	Explanation, Brain Storming, Group Working	Module, Computer, Smart Board	ENTREPRENEURSHIP AND GIVING IMPORTANCE TO ENTREPRENEURSHIP

MONTH	WEEK	HOUR	OBJECTIVES AND ATTITUDES	TOPICS	APPROACHES TO LEARNING	MATERIALS/ RESOURCES	EVALUATION (HEDEF VE DAVRANIŞLARA ULAŞMA DÜZEYİ)
APRIL	30. WEEK	2 HOURS	Ability to make search about job opportunities for entrepreneurship. Ability to evaluate job opportunities for young entrepreneurs.	IMPROVEMENTS OF ENTREPRENEURSHIP OPPORTUNITIES FOR YOUNG ENTREPRENEURS	Explanation, Brain Storming, Group Working	Module, Computer, Smart Board	ENTREPRENEURSHIP AND GIVING IMPORTANCE TO ENTREPRENEURSHIP
APRIL-MAY	31. WEEK	2 HOURS	Ability to make search about the companies and firms that supports young entrepreneurs.	COMPANIES AND FIRMS THAT SUPPORT YOUNG ENTREPRENEURS	Explanation, Brain Storming, Group Working	Module, Computer, Smart Board	ENTREPRENEURSHIP AND GIVING IMPORTANCE TO ENTREPRENEURSHIP
MAY	32. WEEK	2 HOURS	Ability to learn the Obstacles that the entrepreneurs must pass.	SUGGESTIONS FOR ENTREPRENEURS ÖNERİLER OBSTACLES THAT THE ENTREPRENEURS MUST PASS	Explanation, Brain Storming, Group Working	Module, Computer, Smart Board	ENTREPRENEURSHIP AND GIVING IMPORTANCE TO ENTREPRENEURSHIP
MAY	33. WEEK	2 HOURS	Ability to learn the Obstacles that the entrepreneurs must pass.	SUGGESTIONS FOR ENTREPRENEURS ÖNERİLER OBSTACLES THAT THE ENTREPRENEURS MUST PASS	Explanation, Brain Storming, Group Working	Module, Computer, Smart Board	ENTREPRENEURSHIP AND GIVING IMPORTANCE TO ENTREPRENEURSHIP
MAY	34. WEEK	2 HOURS	Ability to learn the social responsibilities of entrepreneurs.	SOCIAL RESPONSIBILITIES OF ENTREPRENEURS	Explanation, Brain Storming, Group Working	Module, Computer, Smart Board	ENTREPRENEURSHIP AND GIVING IMPORTANCE TO ENTREPRENEURSHIP
MAY-JUNE	35. WEEK	2 HOURS	Ability to learn the social responsibilities of entrepreneurs.	SOCIAL RESPONSIBILITIES OF ENTREPRENEURS	Explanation, Brain Storming, Group Working	Module, Computer, Smart Board	ENTREPRENEURSHIP AND GIVING IMPORTANCE TO ENTREPRENEURSHIP

MONTH	WEEK	HOUR	OBJECTIVES AND ATTITUDES	TOPICS	APPROACHES TO LEARNING	MATERIALS/ RESOURCES	EVALUATION (HEDEF VE DAVRANIŞLARA ULAŞMA DÜZEYİ)
JUNE	36. WEEK	2 HOURS	Ability to make a search about the famous sayings about entrepreneurship.	FAMOUS SAYINGS ABOUT ENTREPRENEURSHIP	Explanation, Brain Storming, Group Working	Module, Computer, Smart Board	ENTREPRENEURSHIP AND GIVING IMPORTANCE TO ENTREPRENEURSHIP

Bu yıllık plan T.C. Milli Eğitim Bakanlığı Talim ve Terbiye Kurulu Başkanlığının yayınladığı öğretim programı esas alınarak yapılmıştır. Bu yıllık planda toplam eğitim öğretim haftası 36 haftadır.

This Curriculum has been prepared according to the education programme which is published by T.C. (Turkish Republic) National Education Ministry and Head Council of Education and Morality Department. The total education week is 36 weeks.

## PARENT'S EVALUATION QUESTIONNAIRE

### "YES CURRICULUM"

Dear parents

You are kindly requested to answer the below questions regarding the curriculum "YES" implemented within the framework of Erasmus+ project "Young Enterprising Students"

Please fill in the questionnaire. Use the six-point scale.

1. The curriculum has enabled students to develop entrepreneurial skills



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0 1 2 3 4 5 6

2. My child likes taking an active part in the curriculum such as: trips, workshops, meetings, competitions, charity actions and selling products.

0 1 2 3 4 5 6

3. My child has broadened knowledge in the field of entrepreneurship.

0 1 2 3 4 5 6

4. What kind of activities is the most satisfactory for you and your child?

a) Organising school stalls

b) Workshops

c) Educational trips

d) Students' presentation

e) Others? Please specify .....

5. What subject matters should the YES curriculum be extended?

.....

Thank you

## STUDENT'S QUESTIONNAIRE

### YES CURRICULUM

Please fill in the questionnaire

1. Do you like helping with organising stalls during the school picnics and other ventures?

YES

NO



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2. Do you satisfy with stall organisations during school picnics: advertisement, price, task divisions?

YES NO

3. What entrepreneurial skills have you gained due to the curriculum YES?

.....

4. What activities regarding the curriculum YES do you like doing the best?

- a) Selling products
- b) Finding sponsors
- c) Making products with school mates
- d) Calculations
- e) savings
- f) Advertisement
- g) Profits calculations
- h) Others (please specify).....

5. Are you interested in further curriculum realization?

YES NO