

LEARNING STRAND 4 LIFE AND CAREER SKILLS

SESSION GUIDES FOR MODULE 2: STARTING A BUSINESS

ALS Accreditation and Equivalency Program: Junior High School



SESSION GUIDES

Alternative Learning System - Accreditation and Equivalency (ALS-A&E)

JUNIOR HIGH SCHOOL: LIFE AND CAREER SKILLS
SESSION GUIDES FOR MODULE 2 (STARTING A BUSINESS)

ALS Accreditation and Equivalency Program: Junior High School
Learning Strand 4: Life and Career Skills
Session Guides for Module 2 (Starting a Business)

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DEVELOPMENT TEAM



Jenelyn Marasigan Baylon	Master Teacher I, ALS Task Force (On-detail)
Kristine Lee S. Lumanog	Education Program Specialist II, ALS Task Force (On-detail)
Judy R. Mendoza	Project Development Officer III, Bureau of Learning Resources
Reyangie V. Sandoval	Education Program Specialist II, Bureau of Learning Resources
Josephine C. Intino	Senior Education Program Specialist, Bureau of Curriculum Development
Eric U. Labre	Senior Education Program Specialist, Bureau of Learning Resources
Roderick P. Corpuz	Supervising Education Program Specialist, ALS Task Force
Daisy Asuncion O. Santos	Chief Education Program Specialist, Bureau of Learning Resources
Marilette R. Almayda	Director III/Head, ALS Task Force
Ariz Delson Acay D. Cawilan	Officer-In-Charge, Office of the Director IV, Bureau of Learning Resources
G. H. S. Ambat	Assistant Secretary for Alternative Learning System Program and Task Force
Tonisito M. C. Umali	Undersecretary for Legislative Liaison Office, External Partnership Service and Project Management Service
Leonor Magtolis Briones	Secretary



John Michael Santos	Author
Manuel Magbuhat	Content Expert
Bernadette Sison	Admin and Finance Staff
Mildred Parbo	Project Lead
Ma. Teresita Medado	President

Content and Language Evaluators and Instructional Design Reviewer

Mary Jean B. Brizuela	Schools Division Office of Tabaco City, Department of Education
Amelia Cabrera	Regional Office V – Bicol Region, Department of Education
Mary Ann J. Bullagay	Pangasinan State University



United Nations
Educational, Scientific and
Cultural Organization

Ade Sandra	Admin and Finance Assistant
Rusyda Djamhur	Project Assistant
Marmon Abutas Pagunsan	National Project Consultant
Remegio Alquitran	National Project Officer
Maria Karisma Bea Agarao	National Programme Coordinator
Mee Young Choi	Head of Education Unit
Shahbaz Khan	Director and Representative

User's Guide

For the ALS Teacher/Instructional Managers/Learning Facilitator:

Welcome to the Session Guides of this Module entitled Starting a Business under Learning Strand 4 Life and Career Skills of the ALS K to 12 Basic Education Curriculum (BEC).

This module was collaboratively designed, developed, and reviewed by select DepEd field officials and teachers from formal school and ALS, and private institutions to assist in helping the ALS learners meet the standards set by the ALS K to 12 Basic Education Curriculum (BEC) while overcoming their personal, social, and economic constraints in attending ALS learning interventions.

This learning resource hopes to engage the learners in guided and independent learning activities at their own pace and time. Furthermore, this also aims to help learners acquire the needed 21st century skills while taking into consideration their needs and circumstances.

As an ALS Teacher/Instructional Manager/Learning Facilitator, you are expected to orient the learners on how to use this module. You also need to keep track of the learners' progress while allowing them to manage their learning. Moreover, you are expected to encourage and assist the learners as they do the tasks included in the module.

STARTING A BUSINESS Session Guide No. 1

I. Objectives

1. Appreciate the skills and the qualities needed to be a successful entrepreneur which include the following:
(LS4LC-AE-PSB-AE/JHS-1)
 - identifying and seizing opportunities
 - calculated risk-taking
 - determination and perseverance
 - discipline
 - creativity and vision

II. Subject

- A. **Lesson 1:** Becoming a Successful Entrepreneur
- B. **Materials:** Starting a Business Module, bond paper

III. Procedures

A. Introductory Activity

Before beginning the session, ask the learners to read *Let's Get To Know* on page 1 of the module.

1. Activity

- a. Guide the learners in accomplishing *Trying This Out* activity on page 5 of the module. Ask the learners to complete the given graphic organizer. Have them write their answers on a short bond paper.
- b. Let them present their outputs in front of the class.

2. Analysis

- a. Ask the learners to read the *Important Qualities of an Entrepreneur* on page 6 of the module. Then, ask the following:

SESSION GUIDE 1

- What are some traits that a businessperson needs to have?
- As a business person, why is it important to be flexible?
- What are the pros and the cons of running your own business?
Why is it necessary to be self-motivated as an entrepreneur?
- How does thinking forward help in sustaining a business?

3. Abstraction/Generalization

- a. Ask the learners to read and remember points 1 – 5 of *Don't Forget* on page 30 of the module.

4. Application

- a. Tell the learners to answer Activity I and Activity II of *Sharpening Your Skills* on page 10 and 11 of the module. Have them do it on a short bond paper.

IV. Evaluation

Ask learners to write an essay answering this question: *What do you think is the most important quality or skill that an entrepreneur must have?* Explain your answer.

Be guided by the following rubric:

Exceeds Expectations (15 points)	Satisfactory (10 points)	Needs Improvement (5 points)
Meaningful response with specific ideas	Sufficiently developed response with enough explanation	Limited response with minimal explanation
Virtually no spelling, punctuation, or grammatical errors	Few spelling and punctuation errors, minor grammatical errors	A number of spelling, punctuation, or grammatical errors

STARTING A BUSINESS **Session Guide No. 2**

I. Objectives

1. Determine the advantages and disadvantages of being self-employed/ an entrepreneur (LS4LC-AE-PSB-AE/JHS-2)
2. Identify successful entrepreneurs / self-employed persons in the community as potential role models/mentors. (LS4LC-AE-PSB-AE/JHS-3)

II. Subject

- A. **Lesson 2:** Advantages and Disadvantages of Entrepreneurship
- B. **Materials:** Starting a Business Module, bond paper

III. Procedures

A. Introductory Activity

Ask the learners to answer *Pre-Assessment* activity on page 3 of the module. Let them do this activity in their notebooks.

1. Activity

- a. Ask the learners to do *Trying This Out* activity on page 15 of the module. Let them accomplish the task on a short bond paper.
- b. Allow them to present their outputs in front of the class. Have them point out the reason behind their questions.

2. Analysis

- a. Instruct the learners to read the *The Pros and The Cons of Managing Business* on pages 16 and 17 of the module. Then, ask the learners the following:
 - What are the advantages of being an entrepreneur?
 - What are the disadvantages of entrepreneurship?
 - How does self-discipline help in handling these disadvantages?

SESSION GUIDE 2

3. Abstraction/Generalization

- a. Ask the learners to read and remember points 1 – 5 of *Don't Forget* on page 30 of the module.

4. Application

- a. Instruct the learners to do Activity I and II of *Sharpening your Skills* on page 18 and 19 of the module. Have them write their answers on a short bond paper.

IV. Evaluation

Ask learners to write an essay by answering the question: *Why do you think is it still a good choice to be an entrepreneur despite the challenges and difficulties of being one?*

Be guided by the following rubric:

Exceeds Expectations (15 points)	Satisfactory (10 points)	Needs Improvement (5 points)
Meaningful response with specific ideas	Sufficiently developed response with enough explanation	Limited response with minimal explanation
Virtually no spelling, punctuation, or grammatical errors	Few spelling and punctuation errors, minor grammatical errors	A number of spelling, punctuation, or grammatical errors

STARTING A BUSINESS **Session Guide No. 3**

I. Objectives

1. Develop/ strengthen one's personal entrepreneurial competencies and skills (PECs) through the following sub skills: (LS4LC-AE-PSB-AE/JHS-5)
 - assessing one's PECs (strengths, attitudes, assets, skills, limitations) as a potential entrepreneur / self-employed person;
 - comparing one's PECs with those of a practicing self-employed individual / entrepreneur;
 - identifying one's PECs for improvement, development, and growth;
 - aligning one's PECs with possible business areas / choices;
 - developing a plan to enhance one's PECs to support a possible business career;
 - developing and nurturing one's individual PECs
2. Determine the key message conveyed in the material viewed (LS1CS/EN-V-PSC-JHS-19)

II. Subject

A. Lesson 3: Developing Entrepreneurial Skills

B. Materials: Starting a Business Module, bond paper, audio-visual devices

III. Procedures

A. Introductory Activity

Ask the learners to recall and identify the advantages and disadvantages of entrepreneurship.

1. Activity

- a. Tell the learners to do *Trying This Out* activity on page 22 of the module. Have them write their answers for the activity in their notebooks.
- b. Let them share their answers to the class.

SESSION GUIDE 3

2. Analysis

- a. Allow the learners to read *Competencies of an Entrepreneur* on pages 23 to 26 of the module. Use these questions as points for discussion.
 - What is the first step of being an entrepreneur?
 - Why is it important that you do research on different entrepreneur styles and approaches?
 - In entrepreneurship, what competency is needed in addressing a challenging situation?
 - How can you develop your personal entrepreneurial competencies? Why is it important to make continuous effort in developing these competencies?

3. Abstraction/Generalization

- a. Ask the learners to read and remember points 8 and 9 of *Don't Forget* on page 30 of the module.

4. Application

- a. Instruct the learners to do Activity I and II of *Sharpening your Skills* on page 23 and 24 of the module. Have them accomplish these tasks on a short bond paper.

IV. Evaluation

Ask learners to write an essay by answering the question: *What are the things that you can do to further develop your entrepreneurial skills?*

Be guided by the following rubric:

Exceeds Expectations (15 points)	Satisfactory (10 points)	Needs Improvement (5 points)
Meaningful response with specific ideas Virtually no spelling, punctuation, or grammatical errors	Sufficiently developed response with enough explanation Few spelling and punctuation errors, minor grammatical errors	Limited response with minimal explanation A number of spelling, punctuation, or grammatical errors

PRE-ASSESSMENT

PAGE 3

1. Entrepreneur
2. Multitasking
3. Risk
4. Skills
5. Flexibility

LESSON I: BECOMING A SUCCESSFUL ENTREPRENEUR

TRYING THIS OUT

PAGE 5

(Answers may vary)

Possible Answers:

1. open-minded
2. risk taker
3. resilient
4. innovative
5. optimistic

SHARPENING YOUR SKILLS ACTIVITY 1

PAGE 10

(Answers may vary)

Possible Answers:

1. “I need to multitask to work on other tasks for now.”
2. “Let me post this online and give some discount. Others might like to get it.”
3. “It’s okay. This is part of having a business. We’ll do better next time.”
4. “We need to think of an innovation to make our product unique.”
5. “I will do some more background checks of this buyer just to be sure before we make a deal.”

ACTIVITY II

PAGE 11

1. calculating risks
2. creativity and vision
3. seizing opportunities
4. creativity and vision
5. determination and perseverance
6. discipline

TREADING THE ROAD TO MASTERY

PAGE 13

(Answers may vary)

Question:

What do you think is the most important quality or skill that an entrepreneur must have? Explain your answer.

Possible Answer:

I think the most important quality that an entrepreneur must possess is being a risk-taker. Having this quality also means having the courage to take the first step in having a business and everything else will follow.

LESSON 2: ADVANTAGES AND DISADVANTAGES OF ENTREPRENEURSHIP

TRYING THIS OUT

PAGE 15

(Answers may vary)

Possible Answers:

1. What inspired you to become an entrepreneur?
2. How did you face the challenges in having a business?
3. How much was your starting capital?
4. What problems do you usually encounter?

SHARPENING YOUR SKILLS

ACTIVITY I

PAGE 18

Disadvantages:

You have limited to no employee.

You may lack time for your family and even for yourself.

Advantages:

You are your own boss.

You set your own rules.

You develop self-discipline and accountability.

ACTIVITY II

PAGE 19

(Answers may vary)

Possible Answers:

Name of Entrepreneur: Nicole Palermo

Nature of Business: Food and Desserts

Best Qualities: persevering and innovative

Name of Entrepreneur: Jasper Orosco

Nature of Business: Bikes and Accessories

Best Qualities: optimistic and self-disciplined

TREADING THE ROAD TO MASTERY

PAGE 20

Question: Why do you think is it a good choice to be an entrepreneur despite the many challenges in being one?

Possible Answer:

Investing in a business or being an entrepreneur for me is still a good choice despite the possible challenges that I may encounter because having another source of income on top of my regular work is definitely a plus factor. Furthermore, it could help me showcase and develop my skills and talents.

LESSON 3: DEVELOPING ENTREPRENEURIAL SKILLS

TRYING THIS OUT

PAGE 22

(Answers may vary)

Possible Answers:

- I can fairly do this.
- I can fairly do this.
- I can fairly do this.
- I am a beginner in this.
- I am a beginner in this.
- I am a beginner in this.
- I have not yet developed this.

SHARPENING YOUR SKILLS

PAGE 27

ACTIVITY I

(Answers may vary)

Possible Answers:

- You are just starting and have no staff to assist you with your business.
 - **Solution:** I will multitask or ask my family to help me with my business.
- Some people prefer to buy the well-known brands than your product.
 - **Solution:** I can improve my marketing and promote my product more.
- You are starting to lose time for your family because of longer working hours.
 - **Solution:** I will set a schedule to manage my time more effectively.

TREADING THE ROAD TO MASTERY

PAGE 28

Question:

What are the things that you can do to further develop your entrepreneurial skills?

Possible Answer:

I will make sure to practice my entrepreneurial skills so that I could enhance them. Aside from this, I can also try to enroll in short courses that will help me develop and learn new skills as an entrepreneur.

REACH THE TOP

PAGE 32

1. A
2. B
3. A
4. C
5. D
6. B
7. A
8. A
9. B
10. B

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For inquiries, please contact:

Department of Education, Bureau of Learning Resources (DepEd BLR)

Office Address : Ground Floor, Bonifacio Building, DepEd Complex,
Meralco Avenue, Pasig City, Philippines 1600
Telefax : +63-2-8631-1072; +63-2-8634-1054; +63-2-8631-4985
Email Address : blr.qad@deped.gov.ph; blr.lrp@deped.gov.ph