Entrepreneurial Mindset, Lesson 2: Intrapreneurship

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The four primary attributes of Entrepreneurial Mindset covered in Lesson 1 & Lesson 2 are listed. This lesson will primarily provide an overview of attributes 3 & 4:

1. Self-motivated and seeks new knowledge, skills, and greater work responsibilities.
2. Willing to take risks and learn from mistakes in order to improve a product, service, or process.
3. Thinks of new ideas and ways of doing things by drawing connections, comparisons, and combining different sources of information.
4. Can work within an established organization (intrapreneur) or set up his/her own business (entrepreneur/social entrepreneur) while keeping in mind client or customer needs.

Using facilitation strategies in addition to instruction will encourage learner participation and opportunities to exercise critical thinking.

In this lesson, the facilitation strategies are video and class discussion and a planning sheet to develop intrapreneurial skills.

Think of the 80-20 rule. 80% of this lesson is ready for use, 20% can be enhanced by interactive activities and examples you come up with as an instructor. After using this lesson, you can provide your feedback and enhancements through the www.newworldofwork.org website.
The skills lessons have been designed to go along with the New World of Work/CreatorUp video content. All the Lesson 1’s can incorporate the “What Not to Do” videos and all Lesson 2’s can utilize the 21st Century Skills Video Assessments. These videos can also assist in hybrid/online courses. Gauge student interest in the videos and play throughout the course as needed.

**This lesson uses:**

**Entrepreneurial Mindset “What Not to Do” Videos:**
In the 2017-2018 academic year, a new set of assessment videos will be added. You can use one or both of these videos based on the workplace scenes depicted. They can be accessed through the playlist: [www.youtube.com/playlist?list=PLWCjcrQpQiFZn9kWvXI KTnd-DOscOE s6A](http://www.youtube.com/playlist?list=PLWCjcrQpQiFZn9kWvXI KTnd-DOscOE s6A)

**The League of Intrapreneurs Video:** [vimeo.com/50611408](http://vimeo.com/50611408)

**Quiz:** [www.virgin.com/entrepreneur/quiz-are-you-intrapreneur-or-entrepreneur](http://www.virgin.com/entrepreneur/quiz-are-you-intrapreneur-or-entrepreneur)

**Intrapreneurship Worksheet**

**INSTRUCTION:** (List of reproducible steps for the lesson.)

**Instructor Notes (General):**
To allow for greater flexibility of delivery, lessons can be shortened to fit into a 45min class period. They can be expanded, with more time for facilitated activities and examples, up to a 90min session.

PPT presentation slides have been kept basic to avoid copyright infringement on images hosted open source. Feel free to add your own images when presenting the slides to your learners.

**Instructor Notes (Lesson-Specific):**
E-ship Mindset goes well with the New World of Work content on preparing for interviews and tips on how to answer interview questions. If you are teaching the skills in a series, E-ship Mindset can follow after Resilience and before the final skill of Social-Diversity Awareness. This skill also references back to many of the concepts presented in Adaptability about the modern world of work.

1. **PPT Slides 1-3:** Introduce the lesson, the attributes of the skill, and the desired outcomes.
2. **PPT Slides 4:** The 21st Century workplace is no “place” at all. Technology has evolved so that work can take place anytime and anywhere. Employer/employee relationships and expectations are evolving with them.
As a result, the expectations of workers have changed dramatically. Employees are expected to act with self-initiative, manage their own time and projects, and be resourceful to solve problems out on their own, much like entrepreneurs.

By examining the differences between the 20th and 21st Century workplaces, you can see how this impacts how work is done and the new agency put on workers.

Placed-based workplaces vs. virtual: Employees used to have to physically show up to a workplace to be supervised on their activities. Now with virtual work, employees can work from anywhere, which allows for great freedom of employees and even greater competition for whom employers can hire.

Task-based vs. Project-based: Employees used to be supervised on individual tasks, now employees are evaluated on the results of entire projects. They are expected to work through projects from beginning to end with little micro-managing of individual tasks. That means they must be able to self-manage.

With a global workforce connected through technology 24/7, employees must manage work life integration to be available for clients and co-workers around the clock. This also means there is more flexibility during the traditional 8-5 times for life. It’s all about self-management for employees to complete their work on their terms within the parameters set by their supervisors.

3. **PPT Slide 5:** Because the changing work environment requires workers to self-manage their work, there is a need for workers to take more initiative in their work, which mimics the way entrepreneurs approach their work. Employers don’t want to provide detailed task lists for employees. They are interested in the end product of projects and not so much the details to get there. Therefore, employees will have the responsibility to figure the details out on their own. If there are challenges along the way, workers will need to figure out solutions on their own, utilizing their creativity, their professional network, and other resources to complete the tasks.

4. **PPT Slide 6:** Review the definitions of Intrapreneurs and Social Entrepreneurship then play the League of Intrapreneurs Video: [vimeo.com/50611408](https://vimeo.com/50611408)

5. **PPT Slide 7:** Go over the list of traits and then have student pull up the quiz on their devices. You can do this through a keyword search as well.

   **Virgin Company Quiz: Are you an intrapreneur or entrepreneur?**
   [www.virgin.com/entrepreneur/quiz-are-you-intrapreneur-or-entrepreneur](http://www.virgin.com/entrepreneur/quiz-are-you-intrapreneur-or-entrepreneur)

6. **PPT Slides 8-9:** Have students work in groups to help discuss ideas that they can then expand upon on their Intrapreneurship Worksheet handout.

7. **PPT Slide 10:** As a final discussion, play the Entrepreneurial Mindset Assessment Video. Please read the note in the Media section of this lesson plan. You can access the playlist here: [www.youtube.com/playlist?list=PLWCjcrQpGiFZn9kWvXIKTnd-DOscOFs6A](https://www.youtube.com/playlist?list=PLWCjcrQpGiFZn9kWvXIKTnd-DOscOFs6A)
CLASS CLOSURE: (How the information relates to students’ life experiences/academic goals and/or the intro. for the next session of instruction.)

LinkedIn and New World of Work have partnered to provide suggested next steps after each of NWoW’s 21st Century Skills lessons. Learners can go through self-paced, online video courses through LinkedIn Learning’s Lynda.com platform to build on their knowledge and application of employability skills. This can be done within the class, assigned as homework, and/or hosted online if you are incorporating a hybrid format. Learners earn certificates of completion, which can be showcased on their LinkedIn profiles along with digital badges and skills verifications.

Go to: www.linkedin.com/learning

Suggested Courses and Videos for Entrepreneurial Mindset at the Postsecondary Education Level

Leading and Working in Teams:  
www.linkedin.com/learning/leading-and-working-in-teams

Focus on Your Skills:  
www.linkedin.com/learning/focus-on-your-skills

Learn about what motivates you:  
www.linkedin.com/learning/happiness-tips-weekly/learn-about-what-motivates-you

How do you surface new ideas?:  
www.linkedin.com/learning/the-power-of-previz-at-one-co/how-do-you-surface-new-ideas

Brainstorming:  
www.linkedin.com/learning/problem-solving-techniques/brainstorming

Evaluating ideas:  
www.linkedin.com/learning/business-innovation/evaluating-ideas

Add impact to your ideas:  
www.linkedin.com/learning/influencing-others/add-impact-to-your-ideas

Monitor and control risks:  
www.linkedin.com/learning/project-management-foundations/monitor-and-control-risks

Taking the right risks:  
www.linkedin.com/learning/disrupting-yourself/taking-the-right-risks

Learning from your mistakes  

Are you an entrepreneur?:  
www.linkedin.com/learning/entrepreneurship-foundations/are-you-an-entrepreneur

Know yourself as the entrepreneur:  

*Videos are hyperlinked and can also be accessed through the NWoW-LinkedIn Crosswalk