

**2020**

**ENTREPRENEURSHIP AND LEADERSHIP**

Entrepreneurship exhibits help participants learn more about starting a business, developing, products, and marketing strategies. Participating in this category will give 4-H'ers experience in the entrepreneurial world. The purpose of entrepreneurship exhibits is to help 4-H'ers prepare for the business world.

4-H members may only exhibit in the project in which they are enrolled and one entry per class number.

All exhibits must be labeled. Label each item with the exhibitor name, project division, exhibit class number and years in the project before entering at county fair.

All static exhibits must receive a purple ribbon at the county fair in order to be eligible for State Fair selection.

State Fair Premier 4-H Science Award is available in this area. See General Rules in State Fair Book for more details.

**ESI**

All exhibits are directly related to activities in the project manual. Refer to the manual for ideas, suggestions and additional information to enhance project exhibits.

The 4-H member's name, age, town, and county must be listed on the back of the poster. Entry cards should be stapled (not paper-clipped or taped) to the upper right-hand corner of the posters.

If exhibit is a poster, it must be 14 inches by 22 inches and may be arranged either horizontally or vertically. Poster may not use copyrighted materials such as cartoon characters or commercial product names. Exhibits which do not conform to size or content guidelines will be lowered one ribbon placing. Posters may include photographs, charts or examples, as well as a written explanation. Posters may be laminated to protect them. Loose plastic coverings used to protect the exhibit while being transported will be removed by the superintendent for evaluation and display

For classes 531001 through 531003, follow guidelines for posters.

**ESI DISCOVER THE E-SCENE**

\*Denotes State Fair Entry

**Purple, \$2.50; Blue, \$2; Red, \$1.50; White, \$1**

\*F531001 Interview an entrepreneur. Share what you learned from the person about starting and running a business or how they deliver excellent customer service. How will what you have learned through this interview change your future plans or ways of thinking about business? (Based on pages 2.1-2.4 of manual.)

**ESI THE CASE OF ME**

**Purple, \$3; Blue, \$2.50; Red, \$2; White, \$1.50**

\*F531002 Social Entrepreneurship Presentation — Prepare a five slide power point presentation about a social entrepreneurship event to benefit a group or individual in your community. Social entrepreneurs are people who are in business to help others. Submit a print out of the note pages which show each slide and include an explanation of each slide. Enter exhibit in a report cover with fasteners (no slide bars). Refer to page 2, 4 of "Unit 2 The Case of Me" for ideas.

**ESI YOUR BUSINESS INSPECTION**

**Purple, \$4; Blue, \$3.50; Red, \$3; White, \$2.50**

\*F531003 Marketing Package (mounted on a 14-inch by 22-inch poster) must include at least three items (examples) developed by the 4-H'er from the following list: business card, brochure, advertisement, business promotional piece, printout of an Internet home page, packaging design, signs, logo design, direct mail piece, etc. The marketing package should be for an original business developed by the 4-H'er and not an existing business.

\*F531004 Sample of an Original Product with an information sheet (8½ inches by 11 inches) answering the following questions:

1. What did you enjoy the most about making the product?
2. What challenges did you have when making the product? Would you do anything differently next time? If so, what?
3. What is the suggested retail price of the product? How did you decide on the price?
4. Market analysis of the community — data gathered through a survey of potential customers. Use the three questions on page 3.3 and survey at least 10 people in your community about your product.
5. How much would you earn per hour? Show how you determined this figure.
6. What is unique about this product?

\*F531005 Photos of an Original Product (mounted on a 14" by 22" poster) must include three photos of developed product and a mounted information sheet answering the following questions. **If exhibiting in both Class F531004 and Class F531005, products must be entirely different products.**

1. What did you enjoy the most about making the product?
2. What challenges did you have when making the product? Would you do anything differently the next time? If so, what?
3. What is the suggested retail price of the product? How did you decide on the price?
4. Market analysis of the community – data gathered through a survey of potential customers.  
Use the three questions on page 3.3 and survey at least 10 people in your community about your product.
5. How much would you earn per hour? Show how you determined this figure.
6. What is unique about this product?

## **ENTREPRENEURSHIP – ALL UNITS**

**Purple, \$4; Blue, \$3.50; Red, \$3; White, \$2.50**

\*F531006 Entrepreneurship Challenge – Take on the entrepreneurship challenge. Entrepreneurship Challenge is open to 4-H'ers enrolled in any of the three units of ESI. Complete five (5) or more of the challenges from the following list. The exhibit will include highlights from these five (5) challenges. Consider labeling each challenge so the viewer will understand what the challenge was. Enter a poster, video, report or scrapbook related to the learning from the challenge. Use your creativity to show and share what you learned.

Select your five(5) challenges from the list below:

1. Sell something.
2. Introduce yourself to a local entrepreneur and take a selfie with them.
3. Be a detective! Look for Nebraska-made products and find out more about the business.
4. Tour 2-3 entrepreneurial businesses and create a photo story.
5. Investigate what it takes to be an entrepreneur (Skills Assessment ESI 4.1.)
6. Make a prototype (sample/model) of a new product idea. (Include the prototype or a photo of prototype.)
7. Work with a friend to develop a new business idea!
8. Contact your local Extension Office to learn about entrepreneurship opportunities.
9. Create an activity to teach others about entrepreneurship (coloring page, puzzle, game, etc.)

## **LEADERSHIP**

4-H'ers will develop exhibits that will best show what they have learned. The exhibit may include but is not limited to: Posters, 14 inches by 22 inches; notebooks, 8½ inches by 11 inches; PowerPoint with copy of slides; scrapbook, any size; or any other means that would best show skills learned in the project to accomplish exhibit.

The manuals will include My Leadership Workbook for grades 3-5, My Leadership Journal for grades 6-8; and My Leadership Portfolio for grades 9-12.

### **LEADERSHIP 1**

**Purple, \$2.50; Blue, \$2; Red, \$1.50; White, \$1**

F540001 Develop an exhibit about "Me". Entry may be a poster, notebook, scrapbook, collage, or PowerPoint presentation that depicts who you are by using five of the questions on Assess Myself in the manual.

F540002 Interview a Leader — Interview a person close to you. What is very important to them? Explain an activity or event they enjoy. Why is it important? Who is important to them, and why? Have the person interviewed describe something about themselves that is not known by many people. How has the person's life been shaped because of this? Exhibit should include the questions asked and the responses. Examples could be as a tape recording or in a written format.

F540003 Who is responsible — Make a list of activities that you control in your life. Keep a record of your choices for these activities — positive and/or negative. What are the consequences for your choices? Write ways of how you can make positive choices. How will positive choices affect your leadership potential?

F540004 Observation of non-verbal communication skills — Observe three conversations for 10 to 15 minutes each. Complete the chart on Page 18. Answer the questions in the Step Inward box on Page 19 of the grade 3-6 manual.

F540005 Get Organized — Develop a plan for organizing your room. Show pictures and what steps were taken to complete the task. Complete Step Out and Step Inward Activities on pages 22-23 of the manual.

F540006 Plan a vacation — Follow guidelines on pages 26-27 on Step Out and Step Inward Activities to help you develop a vacation timeline to depict what needs to be completed to have a successful vacation. Exhibit could be a poster, notebook or calendar with steps listed and dated.

F540007      Make a decision — Complete the decision making process. See pages 32-33 in the manual for direction. Plan a group or individual event. Follow the Seven Steps of Decision Making. Exhibit could be a notebook.

F540008      Other lesson from manual or other source on leadership.

## **LEADERSHIP 2**

**Purple, \$3; Blue, \$2.50; Red, \$2; White, \$1.50**

F541001      Becoming Accountable for your responsibilities — Develop a chart that shows your responsibilities. List each responsibility with the time you spent on that activity. List how you can reorganize your time to become more accountable to your responsibilities.

F541002      Develop a presentation or speech — Video tape or audio tape your presentation or speech. Include a written copy of you presentation or speech with the exhibit. Explain what you have learned and how you plan to use these skills in your future career.

F541003      Goal setting — Write three goals that you want to achieve. When writing your goals consider what actions you must take to reach these goals, how you are going to do it and when you are going to do it. Make sure your three goals include all three parts. Clearly defined goals make it easier to determine how to achieve the desired results. (Examples: “I want people to like me” is unclear. “I want to make three new 4-H friends this year” is clear.)

F541004      Other lesson from manuals or other source on leadership.

## **LEADERSHIP 3**

**Purple, \$4; Blue, \$3.50; Red, \$3; White, \$2.50**

F542001      My Treasure Chest — Develop an exhibit that shows your skills as a leader and/or skills that you would like to achieve to become a better leader. Exhibit could be a poster or collage of skills.

F542002      Interview — Develop interview questions for someone you want to interview. Complete the interview and write a story about the person interviewed based on questions and answers obtained in the interview. Exhibit should include the questions and responses in a written format.

F542003      Your Mission — Review/critique mission statements and vision statements for an organization to which you belong or write a mission statement and a vision statement for your organization. Mission statements should include 3 points: 1. What is the purpose of the organization? 2. What is the business of the organization? 3. What are the values of the organization? Vision statements identify where the organization intends to be in the future.

F542004      Decisions, Decisions, Decisions — Explore an issue and develop recommendations to how you should respond to the issue. Example could include homelessness, school violence, community improvement or any other topic facing youth today.

F542005      Other lesson from manuals or other source on leadership.