# Activity 9. Interview a Local STEM Entrepreneur (GrantXpert)

1. **Learning outcome(s):** (list up to 3)
   * 1. Recognise STEM entrepreneurs within the community/area and appreciate their importance and contribution in the local/national economy and employment.
     2. Understand how relationships, networking and customer service help make STEM entrepreneurs successful.
     3. Appreciate the role of STEM entrepreneurship in the development of their community/area.
2. **Relation of activity with the STEM, gender inclusiveness and Entrepreneurship:** (text, not bullets, explaining the relation of the activity to 3 above)

This is an activity closely related to STEM entrepreneurship. All entrepreneurs to be interviewed should be working within the STEM field. Also it can tackle the gender inclusiveness issue if both men and women entrepreneurs are interviewed.

1. **Indicate the area of focus:**

**☒ STEM**

**☐ Gender inclusiveness**

**☒ Entrepreneurship**

1. **Materials:** (including ppts, videos, hands-on material)

* Tape recorder
* “Entrepreneur Interview” worksheet
* Internet access to conduct research
* PowerPoint, Prezi or other presentation materials (e.g. a creative poster)

1. **Preparation:**The participants will be encouraged to view videos of entrepreneur interviews and other relevant videos in relation to women STEM entrepreneurs, examples including:

-Virgin Timber Lumber video (USA): <https://www.youtube.com/watch?v=JrFmG_t1f_o&feature=youtu.be>

-Australian’s inspiring women in STEM and entrepreneurship: <https://www.youtube.com/watch?v=aV9bUXvJcQ0>

-Girls in STEM: A new generation of women in science (USA): <https://www.youtube.com/watch?v=Q_11rwb4vEc>

-Videos from national/local entrepreneurs, in their own language.

The facilitator will briefly explain the purpose and value of this activity, giving detailed instructions to students on how to best identify and approach possible entrepreneurs and persuade them to dedicate time for this interview.

1. **Duration:**  a) Preparation time before the interview: 3-5 hours (180-300 minutes) to conduct research into STEM entrepreneurs, the advice they provide and their experiences shared, prior research for the interviewee and his/her business activity and company, b) interview time: 30-45’, c) preparation of presentation: 2-4 hours (120 - 240 minutes). Total 10 hours maximum. This is mainly self-directed learning time (homework assigment), as the teacher will not be able to spend so much time on this exercise due to pressures of covering the curriculum. (minutes)
2. **Target group:** Teachers of lower secondary schools (students aged 13-15 years) (student age)

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1. **Description of the activity:**

Theme: Contribution of STEM entrepreneurs in their communities.

Working method: secondary and primary research conducted, presentation of findings.

Objective: a) Conduct a short research project to answer specific questions, b) draw on several sources, c) enhance their listening and business awareness skills, d) develop their presentation using multimedia components (graphics, images, music, sound), e) be able to present claims and findings in a logical and structured way, f) recognize entrepreneurs within their community and understand how relationships and customer service help make entrepreneurs successful, appreciating at the same time the role of entrepreneurs within their local context.

Main Steps for the activity:

1. Ask students to come up with questions of their own to ask a local entrepreneur.

2. Ask students to interview an entrepreneur in their community. This can be a relative, a business they or their parents, support, etc.

3. The teacher should provide a list of their own to the students who don’t know or do not have access to any entrepreneurs.

4. Give students a deadline for completing the interview.

5. Let them know they will be responsible for sharing what they have learned with the rest of the class. They can prepare a PowerPoint, Prezi or other type of visual presentation to accompany their oral presentation. Ask them to be creative in their presentation.

6. Do their research about this specific entrepreneur or company in advance, before the interview takes place.

"ENTREPRENEUR INTERVIEW WORKSHEET"

Business name: ……………………………………………………….

Entrepreneurs’ name: ………………………………………………

Dear Mr/Mrs (name), we are delighted and honour to have the privilege to interview you today and for devoting your time in this. We would be very interested in learning more about your entrepreneurial journey and about your future professional plans. We have prepared a list of questions for this purpose.

1. Can you tell us a few things about you? Your family status, education, professional experience, areas of interest.

2. What kind of business do you run?

3. How long have you been in business?

4. What was your inspiration for starting the business?

5. How is your business related to STEM areas?

6. How are your studies relevant to the business area that you are involved in?

7. What is one thing you wish you would have known prior to starting your own business?

8. What kind of obstacles did you find on your way and how did you overcome these?

9. What is the No.1 mistake entrepreneurs do in their first steps?

10. What role has relationship building and networking played in the success of your business?

11. What advice do you have for entrepreneurs who are just starting now?

12. Why do you love what you do?

13. Do you have any plans for new STEM products/services or new business activities?

\* In case of a woman entrepreneur being interviewed: Did you face any additional difficulties and challenges due to the fact that you are a woman entrepreneur? What advice would you give to young girls who aspire to become STEM entrepreneurs in the future?

Thank you for the time you have devoted to us, this is greatly appreciated.

**9. Link to curriculum: Physics, Engineering, Chemistry, ICT/Computer Science, Design and Technology.**