**Molloy College**

**Division of Education**

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Grade 4: Topic: Industrial Revolution - Shark Tank Content Area: Social Studies

**INSTRUCTIONAL OBJECTIVES**

After​ ​a​ ​brief​ ​class​ ​discussion,​ ​viewing​ ​a​ ​video​ ​on​ ​​Shark Tank, ​​ ​preparing​ ​a​ ​presentation​ ​on their​ ​assigned​ ​inventor​ ​or​ ​entrepreneur​ ​of​ ​the​ ​Industrial​ ​Revolution,​ and filling in a K-W-L chart, ​students​ ​will​ *​​prepare​ for​ and participate effectively​ in​ a range of conversations​ and collaborations* by​ ​participating​ ​in​ ​a​ ​​*Shark Tank* simulation,​ ​scoring​ ​3​ ​out​ ​of​ ​4​ ​on​ ​the​ ​history​ ​alive​ ​rubric.

**NYS STANDARDS AND INDICATORS**

**New York State Social Studies Standards**

**Key Idea:**

4.6 WESTWARD MOVEMENT AND INDUSTRIALIZATION: New York State played an important role in the growth of the United States. During the 1800s, people traveled west looking for opportunities. Economic activities in New York State are varied and have changed over time, with improvements in transportation and technology.

**Key Concepts:**

4.6e Entrepreneurs and inventors associated with New York State have made important contributions to business and technology.

 **Indicator:** This will be evident when students research and present the different entrepreneurs and inventors of the Industrial Revolution.

**National Social Studies Standards and Themes**

IV. Individual Development & Identity

Social studies programs should include experiences that provide for the study of individual development and identity.

 **Indicator:** This will be evident when students discuss the growth mindsets of the entrepreneurs and inventors of the Industrial Revolution and how it impacted their success (during the Shark Tank simulation).

**NCSS C3 Inquiry Arc**

Dimension 4:

Students will draw on knowledge and skills to work individually and collaboratively to conclude their investigations into societal issues, trends, and events and will present their information, portions and findings.

**ELA Standard: New York State Next Generation English Language Arts Learning Standard**

**College and Career Readiness Anchor Standards for Reading**

**Key Ideas and Details**

1. Prepare for and participate effectively in a range of conversations and collaborations with diverse partners, buildings on others’ ideas and expressing their own clearly and persuasively.

**Indicator:** This will be evident when students participate effectively in a range of conversations and collaborations in preparing for and presenting their Shark Tank simulation.

**ELA Standard: New York State Next Generation English Language Arts Learning Standard**

**Writing Standards**

**Text Type and Purposes**

**5W2:**

**Write informative/explanatory texts to explore a topic and convey ideas and information relevant to the subject.**

**Indicator:** This will be evident when students complete the *K-W-L Chart* with relevant information.

**Social Studies Practices: Habits of Mind**

A.Gathering, Interpreting and Using Evidence

5. Identify implicit ideas to draw inference, with support

 **Indicator:** This will be evident when students analyze information on their assigned inventor or entrepreneur of the Industrial Revolution to support the ideals of a growth mindset through preparation and presentation of the Shark Tank simulation.

**INSTRUCTIONAL RESOURCES**

* *PowerPoint*
* *History Alive Rubric*
* *“Shark Tank” packets*
* *Pens/Pencils*
* *K-W-L Chart*

**MOTIVATION**

Students will be shown two sets of pictures. The first set includes actors from the TV series, Shark Tank. The second set of photos includes inventors and entrepreneurs from the Industrial Revolution. Teacher will ask: *“Can anyone tell me who these people are?”* Students will be introduced to what Shark Tank is through a short clip of the show.

**DEVELOPMENTAL PROCEDURES**

* The teacher will hold a brief discussion with the class before beginning the lesson.

*Q:Does anyone know what the difference is between an investor and an inventor?*

*Q: Can anyone tell me who these people are?*

*~Based on previous lessons, the faces of entrepreneurs and investors from the Industrial Revolution should be familiar to most students.*

*Q: Has anyone ever seen the TV Show shark tank?*

*Q: If so, who can briefly tell me what it’s about?*

* Students will now be given a K-W-L chart of specific investors and entrepreneurs from the Industrial Revolution in which they will be filling out throughout the lesson and after.
* Students will be shown a clip from the television show Shark Tank.

 *Q: Who can summarize what is going on during the video?*

 *Q: What is the goal of the entrepreneur? What is the goal of the Sharks?*

 *Q: Identify what makes a good product or a good business?*

 *Q: In the clip we’ve seen, does the product sell itself or does the entrepreneur sell the product?*

 *Q: Did the entrepreneur succeed at getting the sharks to invest in the product?*

* Students will be divided into pre-selected groups in which they will be assigned a role.
* Roles include three sharks (investors) and three entrepreneurs from the Industrial Revolution. Sharks include, Milton Hershey, John D. Rockefeller, and Andrew Carnegie (two students per entrepreneur.) And three inventors include, Thomas Edison, Nikola Tesla, and Henry Ford (two students per entrepreneur).
* In their preparation groups, students will complete the “Shark Tank” packets in which they will read about their specific character and answer the questions provided and K-W-L chart to prepare them for the Shark Tank simulation.

**(Part Two)**

* Students will complete the Shark Tank simulation.
* The lesson will conclude with a brief discussion and completion of their K-W-L chart.

 *Q: What was your favorite part about the lesson?*

 *Q: Is there anything you would do differently if you did it another time?*

**INSTRUCTIONAL STRATEGIES**

**Modeling**

 Indicator: This will be evident when the teacher models Shark Tank activity through the video and explanation of the instructions.

**Discussion**

Indicator: This will be evident when students discuss the premises of Shark Tank as well as when they prepare their simulation.

**Collaborative Learning**

 Indicator: This will be evident when students collaborate to prepare and present their stimulation.

**Direct Instruction**

Indicator: This will be evident when the teacher is explaining the roles in Shark Tank and what is expected of the students.

**ADAPTATIONS**

* The auditory learner will be provided with an iPad with the application Vocab Ninja installed.
* The kinesthetic learner will always be chosen as an entrepreneur and will be aided by the help of their partner.
* The students who are reluctant to speak, will be partnered with a more vocal student or a student who is a higher achiever.

**DIFFERENTIATION OF INSTRUCTION**

Struggling Students: Struggling students will be provided with The Shark Tank Packet of Entrepreneurs and Inventors. They will be partnered with another student to help with completion of their packet. The pair will have one final question they feel their selected entrepreneur has what it takes to sell his invention to a shark. They will also be given an iPad for further vocabulary help.

Average Students: Average students will be provided with The Shark Tank Packet of Entrepreneurs and Inventors on which they will work on alone. The student will have an ultimate question as if they feel their selected entrepreneur has what it takes to sell his invention to a shark and in two sentences describe why.

Advanced Students: Advanced students will be provided with The Shark Tank Packet of Entrepreneurs and Inventors. The students will have an ultimate question as if they feel their selected entrepreneur has what it takes to sell his invention to a shark and in a short paragraph describe why.

**ASSESSMENT *(artifacts\* and assessment [formal & informal]\*)***

Formal: Read about the selected entrepreneurs and answer questions given to students in The Shark Tank Packet of Entrepreneurs.

Informal: Teacher will monitor students while they are working independently in small groups.

**INDEPENDENT PRACTICE**

Students will be given the Shark Tank Packet of Entrepreneurs, which include various short stories of the investors and entrepreneurs from the Industrial Revolution. With this, they will be answering the questions provided and also be able to complete the K-W-L chart in which they will use as a reference when they present their part as either the entrepreneur or investor.

**FOLLOW-UP ACTIVITIES: DIRECT TEACHER INTERVENTION AND ACADEMIC ENRICHMENT**

Direct Teacher Intervention: For the child who did not achieve the objective, the teacher will model and facilitate with the students step by step of what needs to be done. The students will be shown the information given and how they can use it to persuade the sharks.

Academic Enrichment: Students will review the initial K-W-L chart that was given in the beginning of class. Students will be given a blank copy of it so they can transfer notes they have gathered from The Shark Tank Packet of Entrepreneurs and organize it to be able to use as a guide when students have to present the Shark Tank simulation on Day 2 of the lesson.

**Resources**

**Rubric**

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**Shark Tank Simulation Packets**

Name: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**Shark Tank!**

Your name is **Milton Hershey** and you are seeking money to launch your chocolate bar business in Pennsylvania.

Success:

You have spent years perfecting your milk chocolate recipe and anyone who has tried it agrees it’s delicious. Candy and chocolate is your passion and since a young age, you have spent so much time working and perfecting your craft. You recently started a caramel company and it was a huge success. People love your caramels.

Failure:

Unfortunately, after years of seeking money and support from your uncle, your business failed in 1882 as you filed for bankruptcy. You do not have any formal education since your mother decided you should leave school and learn a trade. You tried opening candy businesses in Philadelphia and New York, but both failed. However, you are sure that your chocolate recipe is going to be huge and do not plan on giving up any time soon.

**You really need money from the sharks to save your chocolate and candy business and move to the next step!**

**You may use your worksheets from the previous lesson for additional knowledge.**

You are seeking $\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ in exchange for \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ % of your business.

Be prepared to be asked some of the following questions:

1) What makes your chocolate so unique and tasty? Why do you think yours is the best? (Be able to talk about your successes!)

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2) What are your plans for the money? (Example: are you going to use it to open a factory? Launch a new type of candy?)

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3) The sharks will probably be nervous to give you money because you went bankrupt twice and don’t have any formal education. Be able to explain how you failed well and how your growth mindset will help you succeed. You are not ready to give up!

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4) Explain on the back of this sheet if you think your entrepreneur has what it takes to sell their invention to a shark.

Name: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**Shark Tank!**

Your name is **John D. Rockefeller** and you are here seeking money to launch your standard oil company business.

Success

You have spent years of working in the oil refining business but are now ready to take a risk and begin the drilling process! Drilling for oil would make you a lot more money than refining it. Recently, you took a risk and started your first enterprise dealing with hay, grain, and meats. It was a success! You believe your perseverance and experience will make you the leader in standard oil in the U.S because you think the way you efficiently produce oil will be revolutionary and make you lots of money!

Failure

Unfortunately, the oil business can be pretty tricky because if you do not hit an oil deposit, you don’t make money. You never gave up though, and are known to take risks. your childhood wasn’t so great and your parents weren’t very educated or stable. Also, you’ve been criticized by the press for being over-ambitious and too interested in making money!

**You really need this money from the sharks to take your business to the next step!**

**You may use your worksheets from the previous lesson for additional knowledge.**

**You are seeking $\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ in exchange for \_\_\_\_\_\_\_\_\_\_\_\_\_% of your business.**

**Be prepared to be asked some of the following questions.**

1) What makes your experience valuable to the field of standard oil and why do you think you will succeed? (Be able to talk about your successes)

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2) What are your plans for the money? (Example: What do you need the money for and where is going towards?)

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3) The sharks will probably be nervous to give you money because the drilling for oil can be risky. Be able to explain how you *failed well* and how your *growth mindset* will help you succeed. You are not ready to give up!

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4) Explain on the back of this sheet if you think your entrepreneur has what it takes to sell their invention to a shark.

Name:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**Shark Tank!**

Your name is **Andrew Carnegie** and you are here seeking money to launch your steel business.

Success:

You have spent years in the business world and have gained a lot of good experience. You have also been promoted many times! You are sure that your steel business is going to be best in the nation, as long as you can get the proper funding to help take your business to the next step by opening steel mills across the nation. People need steel for heating furnaces, railways, and buildings. You believe that the way you efficiently manufacture your steel is going to be revolutionary!

Failure:

You were born in Scotland to a very poor family. Your family moved to America when you were younger in search of better jobs and more money. However, your education stopped when you left Scotland and you were forced to find a job in a factory making a small amount of money. You’ve had a rough start but are sure you can be the next rags-to-riches!

**You really need this money from the sharks to take your business to the next step!**

**You may use your worksheets from the previous lesson for additional knowledge.**

You are seeking $\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ in exchange for \_\_\_\_\_\_\_\_\_\_\_\_\_\_% of your business.

Be prepared to be asked some of the following questions:

1) What makes your experience valuable to the field of steel and why do you think you will succeed? (Be able to talk about your successes!)

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2) What are your plans for the money? (Example: Where are you going to put the money towards? Why do you need the money?)

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3) The sharks will probably be nervous to give you money because the drilling for oil can be risky. Be able to explain how you *failed well* and how your *growth mindset* will help you succeed. You are not ready to give up!

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4) Explain on the back of this sheet if you think your entrepreneur has what it takes to sell their invention to a shark.

Name: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**Shark Tank!**

Your name is **Thomas Edison** and you are here seeking money to launch your very own Edison Electric Light Company!

Success

You put all your time, energy, and effort, into making a safe, inexpensive electric light. After making an impressive breakthrough, this is your chance to replace the current gaslight! With the help of the sharks, you have the potential to start your own electric company! Your ultimate goal is to work on developing an electrical lighting system for an entire city and beyond.

Failure

Sadly, school did not come easy for you. As a young boy you received a small amount of formal education. Your teachers told you were “too stupid to learn anything.” The work place was not much better, considering you were fired from your first two jobs for being “unproductive. Finally, you had over 1,000 unsuccessful attempts during your process of inventing the light bulb.

**You really need this money from the sharks to take your business to the next step!**

**You may use your worksheets from the previous lesson for additional knowledge.**

**You are seeking $\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ in exchange for \_\_\_\_\_\_\_\_\_\_\_% of your business.**

**Be prepared to be asked some of the following questions:**

1) What makes your invention so unique? Why do you think it is so great? (Be able to talk about your successes!)

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_2) What are your plans for the money? (Example: Are you going to use it to open a factory? Hire workers? Advertise?)

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

3) The sharks will probably be nervous to give you money because of your 1,000 unsuccessful attempts, “stupidity,” “unproductive,” nature. Be able to explain how you *failed well* and how your *growth mindset* will help you succeed. You are not ready to give up!

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4) Explain on the back of this sheet if you think your entrepreneur has what it takes to sell their invention to a shark.

Name: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**Shark Tank!**

Your name is **Henry Ford** and you are here seeking money to launch your very own Ford Motor Company!

Success

You are determined to forever change the United States automobile industry. You strongly stand by your manufacturing process, which can produce reliable vehicles .. say goodbye to horses and carriages! With the help of the sharks, you can hire the best skilled workers, and even introduce simple-to-drive and cheap-to-repair cars!

Failures

Your early life proved to be very difficult. You were devastated when your mother died and your father expected you to take over the family farm. However, you dreamed of designing and manufacturing cars. During the initial production of your first automobile, previous investors grew restless over your need for “perfection,” making it hard for you to find solid financial banking.

**You really need this money from the sharks to take your business to the next step!**

**You may use your worksheets from the previous lesson for additional knowledge.**

**You are seeking $\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ in exchange for \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_% of your business.**

**Be prepared to be asked some of the following questions**

1) What makes your invention so unique? Why is the car such a great invention? (Be able to talk about your successes!)

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2) What are your plans for the money? (Example: are you going to use it to open a factory? Hire workers? Advertise? Where is the money going towards.)

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

3) The sharks will probably be nervous to give you money because you’ve been criticized in the past and had difficulty finding solid banking. Be able to explain how you *failed well* and how your *growth mindset* will help you succeed. You are not ready to give up!

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4) Explain on the back of this sheet if you think your entrepreneur has what it takes to sell their invention to a shark.

Name:​ ​\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**Shark​ ​Tank!**

Your name is **Nikola Tesla** and you are seeking money to launch your very own Tesla Electric Light Company!

 Success:

 You​ ​are​ ​excited​ ​to​ ​share​​ ​your​ ​development​ ​of​ ​the​ ​alternating-current electrical​ ​system.​ ​​ ​This​ ​solution​ ​can​ ​supply​ ​the​ ​nation​ ​with​ ​long-distance power.​ ​​ ​You​ ​need​ ​the​ ​sharks​ ​help,​ ​so​ ​you​ ​can​ ​receive​ ​funding​ ​for​ ​your​ ​Tesla Electric​ ​Company.​ ​​ ​​With​ ​a​ ​promising​ ​work​ ​ethic,​ ​you​ ​are​ ​ready​ ​to​ ​bring your​ ​electrical​ ​dreams​ ​to​ ​life!

Failure:

While​ ​attending​ ​college,​ ​your​ ​professors​ ​worried​ ​about​ ​your​ ​crazy working​ ​and​ ​sleeping​ ​habits.​ ​Rather​ ​than​ ​finish​ ​your​ ​studies,​ ​you​ ​became a​ ​gambling​ ​addict.​ ​At​ ​this​ ​point,​ ​you​ ​lost​ ​all​ ​your​ ​tuition​ ​money,​ ​dropped out​ ​of​ ​school​ ​and​ ​suffered​ ​a​ ​nervous​ ​breakdown.​ ​​After​ ​an​ ​unsuccessful attempt​ ​at​ ​starting​ ​your​ ​own​ ​electric​ ​light​ ​company,​ ​your​ ​only​ ​option​ ​was​ ​to dig​ ​ditches​ ​for​ ​$2​ ​a​ ​day.​ ​With​ ​little​ ​money,​ ​and​ ​only​ ​the​ ​clothes​ ​on​ ​your​ ​back, you​ ​needed​ ​to​ ​come​ ​up​ ​with​ ​a​ ​stable​ ​living,​ ​fast!

**You really need this money from the sharks to take your business to the next step!**

**You may use your worksheets from the previous lesson for additional knowledge.**

You are seeking $\_\_\_\_\_\_\_\_\_\_\_\_\_\_ in exchange for \_\_\_\_\_\_\_\_\_% of your business.

Be​ ​prepared​ ​to​ ​be​ ​asked​ ​some​ ​of​ ​the​ ​following​ ​questions:

 1) What​ ​makes​ ​your​ ​invention​ ​so​ ​unique?​ ​​ ​Why​ ​do​ ​you​ ​think​ ​yours​ ​is the​ ​best?​ ​(Be​ ​able​ ​to​ ​talk​ ​about​ ​your​ ​successes!)

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

2) What​ ​are​ ​your​ ​plans​ ​for​ ​the​ ​money?​ ​(Example:​ ​are​ ​you​ ​going​ ​to​ ​use​ ​it to​ ​open​ ​a​ ​factory?​ ​Hire​ ​workers?​ ​Advertise?)

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

3) The​ ​sharks​ ​will​ ​probably​ ​be​ ​nervous​ ​to​ ​give​ ​you​ ​money​ ​because​ ​of your​ ​lack​ ​of​ ​schooling,​ ​nervous​ ​breakdowns,​ ​or​ ​poor​ ​start.​ ​​ ​Be​ ​able​ ​to explain​ ​how​ ​you​ ​​ *failed well* and how your *growth mindset* will help you succeed. You are not ready to give up!

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

4) Explain on the back of this sheet if you think your entrepreneur has what it takes to sell their invention to a shark.

Name: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**Shark Tank!**

The **“Sharks”**

You’ve​ ​been​ ​chosen​ ​to​ ​be​ ​a​ ​“shark”​ ​because​ ​you​ ​are​ ​a​ ​self-made​ ​billionaire entrepreneur​ ​looking​ ​to​ ​invest​ ​your​ ​money!​ ​​ ​You​ ​want​ ​to​ ​invest​ ​in​ ​other businesses​ ​so​ ​that​ ​you​ ​can​ ​get​ ​a​ ​share​ ​of​ ​the​ ​business​ ​and​ ​make​ ​even​ ​more money.​ ​​ ​But,​ ​there’s​ ​a​ ​catch:​ ​you​ ​only​ ​want​ ​to​ ​invest​ ​in​ ​people​ ​you​ ​think will​ ​be​ ​very​ ​successful​ ​because​ ​you​ ​don’t​ ​want​ ​to​ ​lose​ ​your​ ​money. You​ ​will​ ​be​ ​introduced​ ​to​ ​the​ ​following​ ​entrepreneurs​ ​and​ ​inventors​ ​of​ ​the Industrial​ ​Revolution:​ ​Milton​ ​Hershey​ ​(chocolate​ ​industry),​ ​John​ ​D. Rockefeller​ ​(standard​ ​oil),​ ​Andrew​ ​Carnegie​ ​(steel​ ​industry),​ ​Thomas Edison​ ​(light bulb),​ ​Henry​ ​Ford​ ​(car),​ ​and​ ​Nikola​ ​Tesla​ ​(electric​ ​light). Do​ ​you​ ​want​ ​to​ ​invest​ ​in​ ​their​ ​business​ ​and​ ​be​ ​a​ ​business​ ​partner​ ​to​ ​these entrepreneurs​ ​or​ ​inventors?? Your​ ​decision​ ​should​ ​be​ ​based​ ​on​ ​several​ ​factors:

- Is​ ​the​ ​invention​ ​or​ ​business​ ​worth​ ​it?​ ​​ ​Can​ ​you​ ​see​ ​people​ ​buying their​ ​products?​ ​​ ​Decide​ ​whether​ ​this​ ​business​ ​will​ ​make​ ​money.

- Is​ ​the​ ​inventor​ ​or​ ​entrepreneur​ ​successful?​ ​​ ​Ask​ ​them​ ​about​ ​their successes​ ​and​ ​failures​ ​to​ ​decide​ ​if​ ​they​ ​are​ ​hard-working.

 \*Remember,​ ​you​ ​want​ ​to​ ​invest​ ​in​ ​someone​ ​who​ ​has​ ​a​ ​​ *growth mindset* and who has *failed well.*

- Don’t​ ​forget​ ​to​ ​ask​ ​how​ ​much​ ​money​ ​they​ ​want​ ​and​ ​how​ ​much​ ​of​ ​a stake​ ​they​ ​are​ ​willing​ ​to​ ​give​ ​you.​ ​​ ​Is​ ​it​ ​fair?​ ​Prepare​ ​to​ ​negotiate!

Let’s​ ​Prepare!

Name​ ​of​ ​Shark:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_​

​(Example:​ ​you​ ​can​ ​choose​ ​Daymond John,​ ​Mark​ ​Cuban,​ ​Robert​ ​Herjavec,​ ​Kevin​ ​O’Leary,​ ​etc.)

What​ ​are​ ​some​ ​questions​ ​you​ ​would​ ​like​ ​to​ ​ask​ ​these​ ​inventors​ ​or entrepreneurs​ ​to​ ​see​ ​if​ ​their​ ​business​ ​is​ ​worth​ ​it?​ ​​ ​Below​ ​are​ ​some examples​ ​of​ ​questions.​ ​​ ​Write​ ​down​ ​some​ ​answers​ ​you​ ​would​ ​like​ ​to​ ​hear!

1) What​ ​would​ ​tell​ ​you​ ​that​ ​their​ ​invention​ ​or​ ​business​ ​is​ ​worth​ ​it​ ​and unique?​ ​​ ​How​ ​will​ ​you​ ​determine​ ​if​ ​you​ ​can​ ​make​ ​money​ ​off​ ​of​ ​this?

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

2) What​ ​are​ ​some​ ​things​ ​that​ ​would​ ​concern​ ​you​ ​as​ ​far​ ​as​ ​failures?

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

3) How​ ​important​ ​is​ ​it​ ​that​ ​these​ ​entrepreneurs​ ​and​ ​inventors​ ​display​ ​a *growth mindset* and have *failed well* ?

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

4) Are there any other questions you would want to ask to make sure your investment will be worthwhile and you will make money?

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**Industrial Revolution K-W-L Chart**

|  |  |  |
| --- | --- | --- |
| **K****What I KNOW** | **W****What I WANT to learn** | **L****What I Learned** |
|  |  |  |



**Industrial Revolution K-W-L Chart**

|  |  |  |
| --- | --- | --- |
| **K****What I KNOW** | **W****What I WANT to learn** | **L****What I Learned** |
|  |  |  |

