

**Molloy College**  
**Division of Education**

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EDU 316  
Grade 8 Industrial Revolution Shark Tank  
The De La Salle School

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Social Studies  
Freeport, NY

**INSTRUCTIONAL OBJECTIVES**

After a brief class discussion, viewing a video on *Shark Tank*, and preparing a presentation on their assigned inventor or entrepreneur of the Industrial Revolution, 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-CCLS / +NYS STANDARDS AND INDICATORS**

**New York State Social Studies Standards**

**Key Idea:**

8.2 A CHANGING SOCIETY: Industrialization and immigration contributed to the urbanization of America. Problems resulting from these changes sparked the Progressive movement and increased calls for reform.

**Key Concepts:**

8.2a Technological developments changed the modes of production, and access to natural resources facilitated increased industrialization.

**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

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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.

**Indicator:** *This will be evident when students prepare and present their information through the Shark Tank simulation.*

### **Common Core ELA Standards**

#### **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, building 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.*

### **Social Studies Practices: Habits of Mind**

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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/ projector
- History Alive rubric
- “Shark Tank” packets
- Homework handout
- Pens/ pencils

## MOTIVATION

Students will be introduced to what *Shark Tank* is through a short clip of the show.

*Q: Who has seen the television show Shark Tank? Would anyone who has seen it like to tell the class what it’s about?*

## DEVELOPMENTAL PROCEDURES

1.(Part One) Students will be shown a motivational 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?*

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2. Students will be divided into pre-selected (by the teacher) groups in which they will be assigned a role. Roles include three Sharks, three entrepreneurs of the Industrial Revolution including Milton Hershey, John D. Rockefeller, and Andrew Carnegie (two students per entrepreneur), and three inventors of the Industrial Revolution (two students per inventor) including Thomas Edison, Nikola Tesla, and Henry Ford.

3. In their preparation groups, students will complete the “Shark Tank” packets in which they will read about their character and answer the questions that follow to prepare them for the Shark Tank simulation.

4. (Part Two) Students will complete the *Shark Tank* simulation.

5. The lesson will conclude with a brief discussion.

*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 teachers model the *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

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Indicator: This will be evident when students collaborate to prepare and present their *Shark Tank* simulation.

## **ADAPTATIONS**

For the English-language-learners, the teacher will speak slower and check for understanding throughout the lesson.

For the English-language-learner who is reluctant to speak, they will be partnered intentionally with a more vocal student.

For the student who has Attention-Deficit, the lesson will involve movement and diverse formats.

## **DIFFERENTIATION OF INSTRUCTION**

For the person who is an auditory learner, there will be discussion throughout the PowerPoint presentation.

For the tactile and kinesthetic learners, the lesson contains a “history alive” simulation.

For the auditory learner, there will be discussion.

For the intrapersonal learner, collaborative learning will be exercised.

## **ASSESSMENT**

Students will be assessed on their performance during the *Shark Tank* simulation based on the history alive rubric. Students will score at least a three out of four on the rubric.

## **INDEPENDENT PRACTICE**

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Provided the lyrics and link to “Fight Song” by Rachel Platten, students will complete the homework handout in which they will answer three reflective questions.

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

Direct Teacher Intervention: For the child who did not achieve the objective, there will be a graphic organizer on each inventor and entrepreneur that combines their *Shark Tank* presentations.

Academic Enrichment: Students who have exceeded expectations will write a letter to one of the “sharks” to ask about their successes and failures and if they considered themselves to have a growth mindset.

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

## **Shark Tank!**

**Milton Hershey**

**Your name is Mr. Milton Hershey and you are here 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 you've spent your whole life working on 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 have filed for bankruptcy twice before you turned 30 years old and you do not have any formal education. You tried opening candy businesses in Philadelphia and New York city, 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 this money from the sharks to save your chocolate and candy business and move to the next step!**

**Let's Prepare!**

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

Be prepared to be asked some of the following questions:

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

## **Shark Tank!**

**John D. Rockefeller**

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

### **Success:**

**You have spent years 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 and 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!**

**Let's Prepare!**

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

Be prepared to be asked some of the following questions:

- 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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- What are your plans for the money?

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

**Shark Tank!**

**Andrew Carnegie**

**Your name is Mr. 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 the 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, machines, and buildings and 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!**

**Let's Prepare!**

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

Be prepared to be asked some of the following questions:

- 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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- What are your plans for the money?

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

**Shark Tank!**

**Thomas Edison**

**Your name is Mr. 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 light 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 little formal education, and your teachers told you that 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 lightbulb.

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

**Let’s Prepare!**

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

Be prepared to be asked some of the following questions:

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

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

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- The sharks will probably be nervous to give you money because of your 1,000 unsuccessful attempts and “stupidity” and

**“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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**Name:** \_\_\_\_\_

**Shark Tank!**

**Henry Ford**

**Your name is Mr. 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!**

**Failure:**

**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!**

**Let’s Prepare!**

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

Be prepared to be asked some of the following questions:

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

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

**Shark Tank!**

**Nikola Tesla**

**Your name is Mr. Nikola Tesla and you are here 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!**

**Let's Prepare!**

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

Be prepared to be asked some of the following questions:

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

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

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- 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!

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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 (lightbulb), 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!

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?

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

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

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

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

Directions: Listen to the song “Fight Song” by Rachel Platten. You can listen to it on YouTube or simply read the lyrics below:

<https://youtu.be/xo1VInw-SK>

Like a small boat  
On the ocean  
Sending big waves  
Into motion  
Like how a single word  
Can make a heart open  
I might only have one match  
But I can make an explosion  
And all those things I didn't say  
Wrecking balls inside my brain  
I will scream them loud tonight  
Can you hear my voice this time?

[*Chorus:*

This is my fight song

Take back my life song  
Prove I'm alright song  
My power's turned on  
Starting right now I'll be strong  
I'll play my fight song  
And I don't really care if nobody else believes  
'Cause I've still got a lot of fight left in me]  
Losing friends and I'm chasing sleep  
Everybody's worried about me  
In too deep  
Say I'm in too deep (in too deep)  
And it's been two years I miss my home  
But there's a fire burning in my bones  
Still believe  
Yeah, I still believe  
And all those things I didn't say  
Wrecking balls inside my brain  
I will scream them loud tonight  
Can you hear my voice this time?  
[Chorus]

Questions:

- 1) How does the song make you feel?

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2) Choose three words to describe the singer of this song:

- Strong
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

3) How might this song help someone to have a *growth mindset* or *fail well*? In other words, how does this song encourage someone to work hard to reach their goals even if things don't always go their way?

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