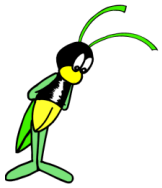
How to teach Ownership Mindset

Section	Explanation	Action
Questions	What do the customers and employees want? • What is the organization look like? • What makes each business unique? • How will your business be good for society?	The answer is in the question; Team discussion
Start with a Bug: **Note Book**  What Business or Product?	1. Using a bound notebook, make notes each day about the things you do and learn while working on your invention. 2. Record your idea and how you got it. 3. Write about problems you have and how you solve them. 4. Add sketches and drawings to make things clear. 5. List all parts, sources, and costs of materials.	
Understand the business environment	Good/Bad **Understand what a Business with a heart is!**	Discussion & research companies
What is your business?	It's you and your skills, attitude and values	Discussion
Let's talk about the customer Who is it? Why is it important for the business success?	Understanding who your customer is (your teacher, supervisor) , their needs and thoughts; how to make things better and successful for them	Review the Agenda by Mike Hammer
What are the elements of the business?	Customer / Product / Measurements Profit/Loss / Suppliers / Systems New products / Marketing / Sales	Are there more?
Discuss each element	How do they relate to us? Definition How do they connect to learning?	
My business compared to learning	How can we compare the business elements to a learning culture?	Discuss & make table
How does my company change over time?	Getting better, new products, new customers, Life long learning	Discussion

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Partnering with others?	Suppliers, business associations	Discussion
How does team work fit in?	Company culture, way of working, building relationships, values **Developing a learning team (culture)**	Create the elements, values
Engineering	Leadership, Management, new products, Entrepreneurship	Review CEM
What does Quality mean?	looking for continuous improvements in the services you provide. **What matrix's are used by your department to measure itself?**	Define measurements
Connection to the community	working with others for the benefit of your team.	Identify organizations
Financial management	managing your finances to grow your business.	Review & Discuss
Starting the business?	What are the costs involved?	Make a list
About me	Begin to build a brand about yourself	What heading should be included?

Time line: