

Names: _____

Period: _____

Company Plan

You will be inventing your own food company. You will be given the first half of next class period to make your product. The second half of class you will use your tickets to buy food. You may use the products we have at school which includes: flour, salt, sugar, powdered milk, spices, baking powder, baking soda, margarine, shortening and vanilla. I will also provide napkins, but if you need paper plates, utensils or cup you will have to bring those from home OR use the ones in your kitchen and wash them after they are used.

Company Name & Kitchen #: _____

Product: _____

If you had \$200 for advertising, how would you promote your product to the class?

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Cost of your food product in tickets: _____

(A = 7 tickets, B+ = 6 tickets, B = 5 tickets, C+ = 4 tickets, C = 3 tickets, Less than C = 2 ticket)

Packaging or Serving Material: _____

Ingredients for Recipe – Amount, Food, Getting from School or bringing from Home, Who is bringing what?

Amount	Food	School or Home	Who is Bringing

***GIVE TO THE TEACHER AND GET APPROVAL WHEN YOU ARE DONE!**

Names of People in Your Group: _____

Free Enterprise Report

1. What did you make? _____

2. List everyone in the group and what they did to help.

-
-
-
-
-
-

3. List things that went well in your group and recipe:

-
-
-
-

4. What were some of the problems you ran into:

-
-
-
-

5. If tickets had been worth a \$1 would you have made a profit? _____

6. Would this be a good recipe to really sell? Why or why not? _____

7. If this were a real business, would you have fired someone? Who and why? _____

8. How could you improve your business? _____

9. Would you change what your food product? Why or why not? _____

10. What food product do you think would work well to sell? _____



If you could buy food here at the school which kind would you buy? Choose your top 3 – 1 being what you like the most.

- _____ Sweets-Cakes, Cookies, Pies, Candy
- _____ Salty Snacks
- _____ Pizza Bites
- _____ Beverages – Smoothie, Hot Cocoa
- _____ Breakfast Foods – Eggs, Bacon, Pancakes
- _____ Dinner Foods – Spaghetti, Casseroles

Other: _____

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Package Design

Directions: The supermarket shelves are loaded with breakfast cereals-yet food companies keep coming out with more. Imagine you are a food manufacturer and that you have to create and market a new cereal. Based on what you know about good nutrition from grains, and about what people are looking for in a cereal, fill in the information below.

1. What is the name of your product? _____

2. What main ingredients are in your product? _____

3. What is your product's good points? _____

4. Who is your target audience? Who would buy and eat your product? _____

5. Invent a slogan or phrase to use to advertise and promote your product. (Make sure it sums up the product's good points in a way that will appeal to your market.) _____

Draw the package label below or on the back of this paper:

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Soft Skills in the Workplace

Each company looks for a different mix of skills and experience depending on the business it's in. Yet it's no longer enough to be a functional expert. To complement these unique core competencies, there are certain "soft skills" every company looks for in a potential hire.

"Soft skills" refer to a cluster of personal qualities, habits, attitudes and social graces that make someone a good employee and compatible to work with. Companies value soft skills because research suggests and experience shows that they can be just as important an indicator of job performance as hard skills.

Today's service economy and the ascendance of work teams in large organizations puts a new premium on people skills and relationship-building," Portland-based human resources expert Lori Kocon says. "And with business being done at an increasingly fast pace, employers also want people who are agile, adaptable and creative at solving problems."

Kocon advises all job candidates -- especially those who aspire to managerial positions -- to get in touch with their soft sides. Some of the most common soft skills employers are looking for and will be assessing you on include: (jobs.aol.com/articles/2009/01/26/top-10-soft-skills-for-job-hunters)

1. Strong Work Ethic - Are you motivated and dedicated to getting the job done, no matter what? Will you be conscientious and do your best work?

2. Positive Attitude - Are you optimistic and upbeat? Will you generate good energy and good will?

3. Good Communication Skills - Are you both verbally articulate and a good listener? Can you make your case and express your needs in a way that builds bridges with colleagues, customers and vendors?

4. Time Management Abilities - Do you know how to prioritize tasks and work on a number of different projects at once? Will you use your time on the job wisely?

5. Problem-Solving Skills - Are you resourceful and able to creatively solve problems that will inevitably arise? Will you take ownership of problems or leave them for someone else?

6. Acting as a Team Player - Will you work well in groups and teams? Will you be cooperative and take a leadership role when appropriate?

7. Self-Confidence - Do you truly believe you can do the job? Will you project a sense of calm and inspire confidence in others? Will you have the courage to ask questions that need to be asked and to freely contribute your ideas?

8. Ability to Accept and Learn From Criticism - Will you be able to handle criticism? Are you coachable and open to learning and growing as a person and as a professional?

9. Flexibility/Adaptability - Are you able to adapt to new situations and challenges? Will you embrace change and be open to new ideas?

10. Working Well Under Pressure - Can you handle the stress that accompanies deadlines and crises? Will you be able to do your best work and come through in a pinch?

On a scale of 1-10, 1 being don't have the skill at all or 10 I'm an expert on the skill, rate yourself against all 10 skills talked about in the article and answer the questions.

- _____ 1. Strong Work Ethic
- _____ 2. Positive Attitude
- _____ 3. Good Communication Skills
- _____ 4. Time Management Skills
- _____ 5. Problem-Solving Skills
- _____ 6. Acting as a Team Player
- _____ 7. Self-Confidence
- _____ 8. Ability to Accept and Learn from Criticism
- _____ 9. Flexibility/ Adaptability
- _____ 10. Working Well Under Pressure

11. Which quality would you like to work on from the above list? Why? _____

12. Which quality do think isn't that important? Why? _____

13. If you were to open your own business what kind of business would you open? _____

14. What qualities would you look for in your employee from the list above? _____

15. What are 5 reasons you might fire an employee?

1- _____

2- _____

3- _____

4- _____

16. What are 4 reasons you would give an employee a raise?

1- _____

2- _____

3- _____

4- _____

17. What are 2 qualities not on the list in the article you would want to have in an employee?

1- _____

2- _____

Social Skills needed in getting and keeping a job.

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Free Enterprise

Directions: Fill in the information while watching the powerpoint on Free Enterprise.

1-What are some benefits to owning your business?

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2-What are some negative aspects to owning your own business?

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3-Business: _____

4-Product: _____

5-Service: _____

6-Revenue: _____

7-Expense: _____

8-Profit: _____

9-Salary: _____

10-Loss: _____

11-Profit Equation: _____

12-What is an entrepreneur? _____

13-Draw the entrepreneurial cycle:

14-Advertising: _____

15-Marketing: _____

16-What makes a good company?

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The Cookie Business

Miriam, Seth, Tracie and Marcus are in the same cooking lab in Ms. Stone's cooking class. One of their assignments was a cookie bake-off. They chose to make Ooey-Gooey Caramel Chocolate Chunk Dippers. Their kitchen won the cookie bake-off way ahead of the competitors. They decided they would sell them to students at lunch and see if they could make some money for their college savings. They met at Marcus' house after school and decided to plan out their business plan. What do they need for their business?

- 1-
- 2-
- 3-
- 4-
- 5-
- 6-
- 7-
- 8-
- 9-
- 10-

Today is Monday and they would like to start their business by Friday of the same week. Make a step-by-step plan to sell their cookies.

Monday	Tuesday	Wednesday	Thursday	Friday
*Planning Meeting				*Sell Cookies

Friday came and their cookies were very popular. They sold each cookie for 25 cents. They sold every cookie. When they counted up the money and subtracted out the expenses they made 4 dollars or approximately a dollar per person. Is it a profitable business? _____ List 5 ways they could increase their profit.

- 1-
- 2-
- 3-
- 4-
- 5-