



SAGE Entrepreneurship Teacher Training Workshop for Prospective Teachers & Mentors

April 6-7, 2018

What: SAGE Global founder and CEO, Dr. Curt DeBerg, will lead an intensive workshop to train master mentors to teach “Turning Risk into Success: An Entrepreneurship Program for Teenagers.”

When: April 6-7, 2018

Where: California State University, Chico (if you are not within driving distance of Chico, we recommend you fly into Sacramento and drive 85 miles north to Chico). We recommend that guests rent a car or schedule a [shuttle from Sacramento to Chico](#).

Materials Provided: Each participant will receive a CD with:

- a. Assessment materials
- b. Teacher’s manual; the manual includes a pre- and post-assessment test and quizzes for each lesson
- c. A CD with PPT slides for each lesson; the CD also includes a PPT presentation for the owners of CarCare, the business plan presented in Lesson 2
- d. A Certificate of Completion, signed by SAGEGLOBAL and the California State University, Chico Center for Entrepreneurship
- e. Example syllabi for the course to use as a template to launch an Entrepreneurship course at your school
- f. SAGE Information Handbook

Registration Cost: For USA citizens: \$395 (if paid after April 1, 2018; if paid on or before April 1, cost is \$350); For non USA citizens: \$895 (if paid after April 1, 2018; if paid on or before February 1, cost is \$700);

Accommodations: Downtown Chico has several outstanding hotels. The best is Hotel Diamond.

Workshop Details

Day 1: Morning Session #1	<ul style="list-style-type: none"> • Lesson One: What is an Entrepreneur? • Lesson Two: Do You Have Problem Worth Solving? • Lesson Three: Brainstorming Ideas • Lesson Four: Design Thinking • Lesson Five: Organizing Your “Big Idea” Using the Lean Canvas Business Model • Lesson Six: A Closer Look at the Lean Canvas • Lesson Seven: Projecting Startup Costs and Revenues
Day 1: Afternoon Session #2	<ul style="list-style-type: none"> • Lesson Eight: Using Excel to Make Your Life Easier! • Lesson Nine: Sources of Financing (Personal Savings, Friends, Family, Angels) • Lesson Ten: Sources of Financing (Crowdfunding) • Lesson Eleven: Using the Pitch Deck to Sell Your Idea to Funders • Lesson Twelve: Traditional Marketing • Lesson Thirteen: A Close Look at Digital Marketing • Lesson Fourteen: Sole Proprietorships and Partnerships
Day 2: Morning Session #3	<ul style="list-style-type: none"> • Lesson Fifteen: Corporations, Hybrids, and Nonprofits • Lesson Sixteen: Cash – The Gasoline That Keeps Your Business Running • Lesson Seventeen: Running the Business—The Importance of Recordkeeping and Employee Management • Lesson Eighteen: Taxes (Part I)—Income Taxes/Self-Employment Taxes • Lesson Nineteen: Taxes (Part II)—Payroll Tax and Sales Tax • Lesson Twenty: Intellectual Property - Overview • Lesson Twenty One: Intellectual Property – Issues Involving Ownership
Day 2: Afternoon Session #4	<ul style="list-style-type: none"> • Lesson Twenty Two: A Note about Risk • Lesson Twenty Three: Doing Business in the Local Community • Lesson Twenty Four: Doing Business in a Global Economy • Lesson Twenty Five: Social Entrepreneurship and the Triple Bottom Line • Lesson Twenty Six: Sources of Capital for Social Entrepreneurs • Lesson Twenty Seven: What If I Don’t Want to Become an Entrepreneur?
	<ul style="list-style-type: none"> • Lesson Twenty Eight: What is SAGE?

For More Information About Workshop Content:

Contact Dr. DeBerg at 530.898.4824 or cdeberg@csuchico.edu.

Biography – Dr. Curtis L. DeBerg



Dr. Curtis L. DeBerg earned his Ph.D. and M.S. at Oklahoma State University in business administration (emphasis: financial accounting) and economics, respectively. Before that, he was employed as a CPA for the national accounting firm of Ernst & Whinney in Des Moines, Iowa. From September 1993 to May 2005, he was the Sam M. Walton Free Enterprise Fellow at Chico State. The duties of a Walton Fellow are to be the adviser for a Students in Free Enterprise (SIFE) team on campus. One of the SIFE team's most outstanding projects was called "Cal-High SIFE." Based on the success of Cal-High SIFE, Dr. DeBerg founded Students for the Advancement of Global Entrepreneurship (SAGE) in summer 2002. SAGE is a global community of teenage entrepreneurs sharing a common purpose: to make the world a better place. SAGE's mission is to advance ethical business practices, social responsibility, civic engagement and environmental awareness worldwide through high-school level youth participation in entrepreneurship and community service. Youth use their school learning to become self-reliant, create wealth, and help others. SAGE is currently operating in eight U.S. states and 22 countries. Dr. DeBerg has traveled to over 40 countries in the past 15 years to advance SAGE's mission. See <http://sageglobal.org>.

Dr. DeBerg has published several articles in many academic refereed journals, and served three years as Associate Editor of the Journal of Accounting Education. From 1995-1997, he served as Project Co-director of a U.S. Department of Education grant entitled "Reengineering Elementary Accounting." Dr. DeBerg was a leader in reengineering principles of accounting during this time period when CSU, Chico made significant changes in both content and pedagogy in principles of accounting.