



Turning Risk into Success: An Entrepreneurship Program for Teenagers and Young Adults

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What: “Turning Risk into Success (TRIS): An Entrepreneurship Program for Teens and Young Adults,” is an innovative, 26-lesson course that helps teens and young adults identify problems worth solving. Students learn how to write a lean canvas (i.e., a lean business plan), how to solicit and receive funding, how to launch a real business, and how to operate it. Students also learn how to present the results of their business at a competitive tournament sponsored by [Students for the Advancement of Global Entrepreneurship—SAGE](http://sagetrism.com).

During the TRIS course students:

- Implement project-based learning, with heavy influence on STEM areas
- Learn design thinking and brainstorming techniques to identify problems worth solving
- Develop critical thinking skills of a business person
- Integrate computing skills (e.g. creating financial spreadsheets; amortization tables; compound interest)
- Conduct research for career skills relevance (based on Career Technical standards)
- Design Pitch Deck presentations to make TRIS content come to life

Where: The course is available at <http://sagetrism.com>. Licenses are available by instructor, or by school district.

When: The best time to start teaching the lessons is at the beginning of the semester, as a standalone entrepreneurship course, or as part of an existing class. The teacher can choose which lessons are best adaptable to their particular business course.

Why: TRIS challenges teens and young adults to complete real-world business ventures, which is not easy to do in an academic setting that advocates curricula targeting Common Core standards. Rarely are students asked to complete sustainable, hands-on learning projects that directly address their own unique interests. The course:

1. provides a new opportunity for schools to integrate a "product-based" learning environment;
2. uses an interscholastic competitive model similar to athletics; the products and services created by SAGE teens are showcased in a "tournament" which recognizes outstanding teenage SAGE teams based on their effectiveness & creativity;
3. uses a unique way to benchmark and continually improve our program across middle school and high school grade levels; and
4. motivates and inspire all participants to become active, productive, and inspiring business and community leaders in their local communities.

Our Goals: Our overarching goals are to:

1. Be the best, standards-based entrepreneurship course—both online and hard-bound—in the WORLD.
2. Show how any teen and young adult in the world can become an entrepreneur, and we provide teachers with the tools to help students solve problems worth solving.
3. Become the knowledge base of choice for anyone who wants to know how to change the world with his or her innovative ideas.

How Teachers Can Use TRIS: This course can be used, completely or in part:

- In a regular entrepreneurship class
- In an advanced entrepreneurship class
- In any Career Technical Education (CTE) class (e.g., entrepreneurship “Fridays”)
- In a new or existing student club after school
- In a community organization
- In a home school

Who: Dr. Curtis L. DeBerg, an award-winning university professor and entrepreneur, has written the lessons in order to help youth adapt to a changing world economy. Dr. DeBerg also offers two-day teacher training workshops.

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