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NFIB's Young Entrepreneur Foundation Setting Goals Lesson Plan

Take Our Daughters
& Sons to Work®

Objective:

- To learn the definition of goals
- To understand the life skills of setting and achieving goals in everyday life
- To learn how setting goals is used in small business
- To understand how business plans and setting goals are linked

Material:

- Paper and writing utensils

Timeframe: 1 hour.

Activities:

- Ask the students to define the word goal. Have them give some examples of goals they have. This may take some prodding, so you may want to have an example of a goal you have (that the students can relate to) ready to explain.
- Begin discussing the idea that Goals should be SMART goals:
 - Specific: To set a specific goal you must answer the five "W" questions—who, what, where, why, when
 - Measurable: To determine if your goal is measurable, ask questions such as--How much? How many? How will I know when it is accomplished?
 - Attainable: When you identify goals that are most important to you, you begin to figure out ways you can make them come true.
 - Relevant: Your goal is probably realistic if you truly *believe* that it can be accomplished.
 - Timely: A goal must have a target date.
- Ask students to consider one goal that they have and write it down on a piece of paper, keeping in mind each of the SMART goal requirements. Prompt them with ideas such as:
 - What do you want to be when you grow up?
 - If you wanted to start your own business, what would it be?
 - What is one part of school that you could improve upon?
- Once each student has a goal, let them begin brainstorming on HOW they will accomplish this goal. Explain that the ability to implement, or carry through on ideas and goals, is critical for success. Without understanding how to achieve your goals, then you simply set the goal, but never accomplish it.
- Have each student write down three steps they will take in order to achieve their goal. Be sure to have them set deadlines for the steps, so that they are held accountable to meet those steps.
- Have the students present their goals and steps to achieve their goals to the group.
- Lead a discussion about how small business owners set goals and figure out steps to achieve those goals.
- If possible, have a few employees talk to the students about a specific goal they set and how they achieved it.
- Have the small business owner talk about the business' business plan and why it is important for businesses to have a business plan. The small business owner can also discuss ways in which original goals had to be edited after realizing that the goal wasn't attainable. Also discuss how some goals were reached and how that impacted future goals.