



Exploring Your Potential™ Redefining Career Readiness



Course 4: Activating Your Plan

Elevating your strategy will make you aim higher, expect more from yourself, and achieve more in return. Take your big new plans and put them into action. Results await!



Course 4: Activating Your Plan

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Course 4: Activating Your Plan

Instructor Guide Course 4: Activating Your Plan

Course Description:

Activating Your Plan is a six-module course which capstones the series Exploring Your Potential. Through practical planning and careful review, students refine skills acquired in Courses 1, 2 and 3 to produce a dynamic toolkit for reaching their ideal life. Students demonstrate whom they have created themselves to be and the strategies they have developed to navigate and fulfill their potential. Time-on-task for course module completion is from 1 to 3 hours, per module.

Course Learning Objectives:

- Understand the impact of and prepare to make choices regarding major life decisions that affect the projected career path.
- Develop a life plan of action to include intermediate steps, benchmarks, and outcomes strategies that align with each action.
- Create experiences for volunteering and mentoring that give back to communities while growing opportunities and increasing knowledge in a field.
- Design pathways to access power and influential key players in an industry to become part of a vast network of opportunity.

Course 4 Instructional Modules:

1. Major Life Decisions
2. Think Like an Entrepreneur
3. Earn, Manage & Raise Money
4. Your Grand Plan
5. Be a Leader
6. Surround Yourself with Success

Course 4 Assessment:

- Pre-Course Survey
- Module Assignments posted to My Portfolio and/or Module Quiz provided in the school's LMS
- Module Reflective Questions
- Post-Course Survey

Modifications

EYP courses have been designed to be used as either a standalone course or companion curriculum. The course is easily adaptable for the course facilitator to add content, projects, or assignments by using the school's learning management system (LMS) in either a fully online or blended learning environment. As a subject matter expert, you may deem it appropriate to create some of your own resources through instructor commentary. When used effectively, instructor commentary is a value-added piece you bring to the course as the expert. This is your opportunity to bring context to the content, drawing upon real-world examples, maybe from your own experiences, which helps to illustrate the concepts being covered in a particular module.



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Course 4 Pre-Survey

1. How strongly do you agree with this statement? I can distinguish between daily decisions and major life choices, and choose those that in alignment with my personal and professional goals.
Response A: Strongly disagree, **Response B:** Disagree, **Response C:** Undecided, **Response D:** Agree,
Response D: Strongly agree
2. How strongly do you agree with this statement? I have a documented plan of action to get where I want to go.
Response A: Strongly disagree, **Response B:** Disagree, **Response C:** Undecided, **Response D:** Agree,
Response D: Strongly agree
3. How strongly do you agree with this statement? I know how to effectively earn, manage, and raise money.
Response A: Strongly disagree, **Response B:** Disagree, **Response C:** Undecided, **Response D:** Agree,
Response D: Strongly agree
4. How strongly do you agree with this statement? I understand the importance of having an entrepreneurial mindset and how that can help me in my career choices.
Response A: Strongly disagree, **Response B:** Disagree, **Response C:** Undecided, **Response D:** Agree,
Response D: Strongly agree
5. How strongly do you agree with this statement? I already know how to build my personal and professional network.
Response A: Strongly disagree, **Response B:** Disagree, **Response C:** Undecided, **Response D:** Agree,
Response D: Strongly agree
6. How strongly do you agree with this statement? I can recognize both positive and negative influences and their impact on my success..
Response A: Strongly disagree, **Response B:** Disagree, **Response C:** Undecided, **Response D:** Agree,
Response D: Strongly agree



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Learning Modules And Exercises:

Module 1: Major Life Decisions

Knowing how to navigate career pathways is an imperative skill for attaining goals. The real test is applying the tools acquired throughout this program to the big picture of life. In Module 1, Major Life Decisions, students learn how to make smarter, more strategic life choices through prioritization activities and projection exercises. Students also address stress-management through resource building and pooling exercises.

Expected Learning Outcomes:

- Distinguish major life choices from daily decisions through prioritization exercises including visual mapping.
- Anticipate and prepare strategies for milestones in professional and personal pathways using projection techniques such as horizontal time lines.
- Catalog resources and key contacts to prepare strategies for support in times of overwhelming and stress through grouping activities



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Course 4, Module 1 Instructional Summary

Section	Activity Posted to My Portfolio	Description	Gradable
Introduction		Jennifer Kushell provides a module introduction by video.	
The Biggest Decisions You'll Make	My Major Life Decisions	Students learn about making life decisions.	
Passive vs. Proactive Approaches to Decision-Making		Students learn how decisions are made.	
Take the Right Path		Students develop their personal priorities.	
Advice from Industry Pros		Michael Teoh , founder-strategist and director of Thriving Talents, talks about how they consult and train emerging talent in organizations and universities to succeed in life and work.	
Getting Your Priorities in Order	My Personal Possessions Fire Drill My Top Priorities Rating My Priorities	Students learn about making life choices that are truly in alignment with their own personal morals.	
How Decision-Making Leads to Success or Failure		Students learn about how people making informed decisions run less of a risk of failure.	
Set Goals for Success	One of My Life Goals	The students are taught tried-and-true tips for setting goals and why they work. They are then asked to do their own goal-setting.	
Summary		Learning Review and Next Steps	
Reflective Questions		Reflective Questions Learning and Module Feedback	



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Exercises:

My Major Life Decisions:

Students learn about making life decisions.

My Personal Possessions Fire Drill:

Students learn to make a quick list from instinct.

My Top Priorities:

Students choose 5 priorities from a list.

Rating My Priorities:

Students learn about making life choices that are truly in alignment with their own personal morals.

One of My Life Goals:

Students put steps in place to accomplish one of their life goals.

Reflective Questions:

A survey is used to collect feedback at the end of each module to help ensure continuous course improvement.

1. After this module, do you feel more comfortable making the bigger decisions that lie ahead of you?

Response A: Not at all **B:** Less comfortable **C:** No change **D:** More comfortable **E:** Very comfortable

2. After this module, how confident do you feel in making major life decisions that are in alignment with your priorities?

Response A: Not at all **B:** Less confident **C:** No change **D:** More confident **E:** Very confident

3. How much more clear are you in being able to set goals for yourself after this module?

Response A: Not at all **B:** Less clear **C:** No change **D:** More clear **E:** Much more clear

4. Which activity in this module did you find most valuable?

Response A: My Major Life Decisions **B:** My Personal Possessions Fire Drill **C:** My Top Priorities

D: Rating My Priorities **E:** One of My Life Goals

5. WHY was the activity you selected the one that was most valuable to you?

Response A: It caused me to think differently about me and my situation.

B: It was easy to understand.

C: helped me understand and apply the concept.

D: I can see how this activity will be helpful to me and my situation.

E: Other (explain in next question answer field)

6. Please provide feedback on which activities or topics were your least favorite and most favorite in this module. Why?



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7. What did you learn about yourself through this module?

8. Is there anything else you'd like to share?

Evaluation Rubric:

Participation in module reflection exercises can be evaluated using the following considerations:

Pass	Needs Work
-Responses to form questions or scenarios show that readings and activities were done and understood	- Responses suggest that readings or activities not completed or understood
-Responds thoughtfully and constructively to the issues under examination	-Points raised are not relevant
-Uses examples to support point of view or share suggestions	-Does not write length of response required by assignment
-Shares relevant and interesting ideas	-Submissions are late and/or incomplete
-Proper mechanics of writing and grammar are intact	-Does not submit
-Demonstrates substantial effort	-Shows lack of effort

Assessment Quizzes:

Introduction

1. According to Jen the majority of our major life decisions are made in our _____.

Response A: early twenties, **Response B:** teens, twenties and thirties, **Response C:** forties, **Response D:** thirties and forties, **Correct Response:** B

2. Jen states that life can take your world by storm if you _____.

Response A: are interested in that type of paths, **Response B:** are not prepared, **Response C:** like chaos, **Response D:** are not efficient, **Correct Response:** B

3. One of the most important things that you can do to improve your prospects for success is by _____.

Response A: making more strategic decisions, **Response B:** making quick decisions, **Response C:** making calculated decisions, **Response D:** making more thoughtful decisions, **Correct Response:** A

4. A successful life is all about how you choose to _____ it.

Response A: outline, **Response B:** live, **Response C:** define, **Response D:** realize, **Correct Response:** C



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The Biggest Decisions You'll Make

1. When we talk about major life decisions, we are referring to any decision that can _____.

Response A: be made quickly and decisively, **Response B:** change your life for the better, **Response C:** help you in retirement, **Response D:** have a profound impact on the rest of your life, **Correct Response:** D

2. For many decisions you might not notice the impact immediately but _____.

Response A: you will in ten years, **Response B:** you will at some point down the road, **Response C:** you won't regret any decisions made, **Response D:** they will all be good decisions, **Correct Response:** B

3. Which one of the following topics does not represent a major life decision?

Response A: education, **Response B:** hobbies and interests, **Response C:** career, **Response D:** spouse/partner, **Correct Response:** B

Passive vs. Proactive Approaches to Decision-Making

1. Passive is the approach you take when you _____.

Response A: accept what comes your way without question or effort, **Response B:** accept that someone else will always be making decisions for you, **Response C:** accept that whatever decision you make is going to turn out bad, **Response D:** accept whatever happens to you in life, **Correct Response:** A

2. When you are proactive you make decisions _____.

Response A: professionally, **Response B:** proportionately, **Response C:** actively, **Response D:** wisely, **Correct Response:** C

3. The more _____ you can be, the more you can steer your choices towards positive outcomes.

Response A: thought provoking, **Response B:** prepared, **Response C:** professional, **Response D:** thoughtful, **Correct Response:** D

Take the Right Path

1. When we talk about "taking the right path," we mean _____.

Response A: the path less traveled, **Response B:** the one right for you, **Response C:** the right one according to your parents and/or friends, **Response D:** the path to knowledge, **Correct Response:** B

2. One way of taking the easy path is to _____.

Response A: get advice from mentors and friends, **Response B:** take calculated risks, **Response C:** do what's expected, **Response D:** make difficult decisions, **Correct Response:** C

3. In movies and books when someone overcomes their obstacles and goes on to thrive against adversity, we _____.

Response A: wish we were them, **Response B:** cheer them on, **Response C:** think they are lucky, **Response D:** find it unbelievable, **Correct Response:** B



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Advice from Industry Pros

1. Michael Teoh is the Founder-Strategist and Director of _____.

Response A: Thriving Talents, Response B: Tremendous Talents, Response C: Tree Top Talents, Response D: Titans of Talent, Correct Response: A

2. Where is Michael Teoh's company based?

Response A: Taiwan, Response B: Mongolia, Response C: Thailand, Response D: Malaysia, Correct Response: D

3. Michael Teoh has worked with businesses in _____ countries.

Response A: 14, Response B: 7, Response C: 39, Response D: 87, Correct Response: C

Get Your Priorities Straight

1. Before you can make major life decisions, the first thing you have to do is _____.

Response A: sit down with a counselor, Response B: set your priorities, Response C: talk with your parents, Response D: figure out your short and long term goals, Correct Response: B

2. Which one is not a priority as listed in the exercise under Personal Priorities?

Response A: Freedom, Response B: Self-Respect, Response C: Honesty, Response D: Pleasure, Correct Response: C

3. Your priorities should always dictate how and where you spend your _____.

Response A: energy, Response B: time, Response C: money, Response D: thoughts, Correct Response: A

How Decision-Making Leads to Success or Failure

1. Sometimes situations get out of control, but many times they _____ the decisions we have made.

Response A: are calculated by, Response B: result from, Response C: are adversely affected by, Response D: are within the scope of, Correct Response: B

2. Which one of the following is not typically a cause for a downward spiral?

Response A: excessive debt, Response B: drug use, Response C: depression, Response D: winning the lottery and being inundated with requests for money, Correct Response: D

3. Which one of the following is not a cause for an upward trajectory?

Response A: generosity, Response B: a fabulous new career, Response C: depression, Response D: media attention, Correct Response: C

Set Goals for Success

1. If you know where you are going, and focus on it, you will take the actions that you need to _____.

Response A: make it a reality, Response B: get it done, Response C: be successful, Response D: start your journey, Correct Response: A



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2. Never put your goals on a computer that someone else can see.

Response A: TRUE, Response B: FALSE, Correct Response: B

3. By doing an assessment of where you currently are, and how much _____ you are potentially going to need, you will be able to move forward with your bigger plans..

Response A: knowledge, Response B: time, Response C: money, Response D: information,
Correct Response: C

Suggested Additional Exercises:

Discussion Board, Short paper/essay, Group/Team Project

Table of Module 1 Videos:

Course/Module	Title	Person	Profession	Sector	Topic
Program Host	Module introduction	Jennifer Kushell	CEO of EYP Ventures, Creator of EYP; Author, NY Times Bestseller, <i>Secrets of the Young & Successful</i>		Life can take your world by storm if you're not prepared. Jen shows you how, with a little planning and preparation, each major decision can propel you forward, offering a way to look at decision-making that will help your success.
C4/M1	Advice from Industry Pros	Michael Teoh	Founder-strategist and director of Thriving Talents	Training Coaching	Co-founder and director of Thriving Talents in Malaysia talks about training emerging talent and leaders at some of the biggest organizations in the world. What skills and tactics will get you most focused and even recognized? Michael explains how to add fuel to your ambition while strategically positioning yourself for greater and greater success.



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Module 2: Think Like an Entrepreneur

Think Like an Entrepreneur, students are asked to think about their professional lives with the active problem-solving, go-getter mentality usually attributed to entrepreneurs. Whether they want to have their own businesses or whether they'd prefer a job, they are taught how to take more initiative towards projects and view their lives in a way that is full of opportunities.

Expected Learning Outcomes:

- Be inspired to take more initiative and action towards various projects and/or things they are passionate about.
- Gauge where they fall on the entrepreneurial spectrum so they can choose a path that will set them up for success.
- Learn about the new ways of working like an entrepreneur or intrapreneur and the new eco-systems that support this.



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Course 4, Module 2 Instructional Summary

Section	Activity Posted to My Portfolio	Description	Gradable
Introduction		Jennifer Kushell provides a module introduction by video.	
Why You Should Study Entrepreneurship		Entrepreneurs are the starters, the catalysts, of different companies or projects.	
Assessing My Entrepreneurial Capacity	Assessing My Entrepreneurial Capacity	Students learn about intrapreneurs and entrepreneurs.	
Exploring the Range of Entrepreneurial Opportunities	Exploring My Range of Entrepreneurial Opportunities	Students rank themselves on this gauge of entrepreneurship.	
Choose Your Partners Wisely		Business partnerships and how they can be beneficial.	
Advice from Industry Pros		Elvina Beck , founder of PodShare, a dormitory-style co-living space, discusses how paying attention to trends helped her business become even more successful.	
Risk + Failure		Understanding calculated, educated risks and the lessons from failure can be some of the most important of anyone's life.	
The New World of Entrepreneurial Ecosystems		Entrepreneurial systems of working and the major trends supporting this all over the world.	
Summary		Learning Review and Next Steps	
Reflective Questions		Reflective Questions Learning and Module Feedback	



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Exercises:

Why You Should Study Entrepreneurship:

Entrepreneurs are the starters, the catalysts, of different companies or projects.

Assessing My Entrepreneurial Capacity:

Students assess their entrepreneurial spirit.

Exploring My Range of Entrepreneurial Opportunity:

Students rank themselves on this gauge of entrepreneurship.

Reflective Questions:

A survey is used to collect feedback at the end of each module to help ensure continuous course improvement.

1. After this module, how clear are you on what it means to “think like an entrepreneur”?

Response A: Not at all **B:** Less clear **C:** No change **D:** More clear **E:** Very clear

2. Recall your answers from the Entrepreneurial Capacity activity. Would you rate your self as having a strong entrepreneurial mindset or not? Please finish the following question: My entrepreneurial mindset is

_____.

Response A: nonexistent

B: okay but I'd rather be an intra-preneur, using my entrepreneurial skills as an employee.

C: average and I'd be interested in trying out more entrepreneurial endeavors.

D: above average and I am excited to try all kinds of projects and/or businesses.

3. Rate your level of comfortability in taking a risk and possibly failing?

Response A: I am not at all comfortable in taking risks.

B: I could push myself to try but not excited about it.

C: I am willing to give it a try.

D: I am totally eager try and not worried about whether I fail or not.

4. Which activity in this module did you find most valuable?

Response A: Assessing My Entrepreneurial Capacity **B:** Exploring My Range of Entrepreneurial Opportunities

5. WHY was the activity you selected the one that was most valuable to you?

Response A: It caused me to think differently about me and my situation.

B: It was easy to understand.

C: helped me understand and apply the concept.

D: I can see how this activity will be helpful to me and my situation.

E: Other (explain in next question answer field)



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6. Please provide feedback on which activities or topics were your least favorite and most favorite in this module. Why?
7. What did you learn about yourself through this module?
8. Is there anything else you'd like to share?

Evaluation Rubric:

Participation in module reflection exercises can be evaluated using the following considerations:

Pass	Needs Work
-Responses to form questions or scenarios show that readings and activities were done and understood	- Responses suggest that readings or activities not completed or understood
-Responds thoughtfully and constructively to the issues under examination	-Points raised are not relevant
-Uses examples to support point of view or share suggestions	-Does not write length of response required by assignment
-Shares relevant and interesting ideas	-Submissions are late and/or incomplete
-Proper mechanics of writing and grammar are intact	-Does not submit
-Demonstrates substantial effort	-Shows lack of effort

Assessment Quizzes:

Introduction

1. When you hear the word entrepreneur you probably think of _____.
Response A: a very wealthy person, **Response B:** a business owner, **Response C:** a banker, **Response D:** someone looking for a job, **Correct Response:** B
2. Entrepreneurs tend to view the world with a _____.
Response A: go-get-em attitude, **Response B:** got to have it all attitude, **Response C:** life is too short attitude, **Response D:** take life as it comes attitude, **Correct Response:** A
3. Jen often reminds us to "Think like an economist, act like an _____."
Response A: accountant, **Response B:** entrepreneur, **Response C:** financier, **Response D:** lawyer, **Correct Response:** B



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Why You Should Study Entrepreneurship

1. When you study the science and art of new venture creation, you look at how ideas_____
Response A: are hatched, Response B: are developed, Response C: become reality, Response D: unfold,
Correct Response: C
2. Company owners and managers are always looking for _____.
Response A: entrepreneurs, Response B: leaders, Response C: go-getters, Response D: innovators,
Correct Response: B
3. Utilizing an entrepreneurial widget will help you to see more opportunities and gain more_____ in a variety of areas.
Response A: equity, Response B: experience, Response C: skills, Response D: exposure,
Correct Response: C
4. Studying entrepreneurship not only improves your business and financial knowledge, but also makes you a better _____ and _____.
Response A: boss; leader, Response B: person; employee, Response C: mover; shaker, Response D: employee; leader,
Correct Response: D

Your Entrepreneurial Capacity

1. Today, entrepreneurship and innovation are celebrated_____.
Response A: nationally, Response B: locally, Response C: regionally, Response D: globally,
Correct Response: D
2. We are suggesting to you that entrepreneurship is “better” than working for a company or corporation.
Response A: TRUE, Response B: FALSE, Correct Response: B
3. The section on ‘Your Entrepreneurial Capacity’ is about you knowing yourself so that you can make choices and , at some point_____.
Response A: pick a path that feels right for you, Response B: get a real job, Response C: go back to grad school, Response D: become a partner in an existing firm, Correct Response: A

Exploring the Range of Entrepreneurial Opportunity

1. The different work paths people follow fall into three categories: _____, employment, or _____.
Response A: experience; entrepreneurship, Response B: entrepreneurship; management, Response C: experience; time management, Response D: internships; freelancer, Correct Response: A
2. Which one of these is not an entrepreneurial type of work area?
Response A: visionary, Response B: activist, Response C: social enterprise expert, Response D: researcher,
Correct Response: D



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Exploring the Range of Entrepreneurial Opportunity

1. Many will turn to friends, family or _____ for help in an entrepreneurial venture.
Response A: advisors, Response B: colleagues, Response C: councilors, Response D: recruiters,
Correct Response: B
2. Launching into a partnership can _____.
Response A: be the biggest mistake of your life, Response B: effect you adversely, Response C: benefit you greatly, Response D: set you up financially, Correct Response: C
3. Being in a partnership with someone is like a marriage; it is a legally binding agreement.
Response A: TRUE, Response B: FALSE, Correct Response: A
4. Before launching into a partnership and/or situation where you are sharing responsibilities with others, one thing you do not need to contemplate is _____.
Response A: setting your objectives, Response B: formulating an agreement, Response C: being open to change, compromise and new perspectives, Response D: choice of office location,
Correct Response: D

Advice From Industry Pros

1. When Elvina Beck was a child her parents would not allow her to _____.
Response A: have sleepovers, Response B: eat chocolate, Response C: stay up late, Response D: walk to school, Correct Response: A
2. What year was PodShare born?
Response A: 2011, Response B: 2007, Response C: 2016, Response D: 2012, Correct Response: D
3. Elvina Beck states that a Pod is another name for a _____.
Response A: trundle, Response B: bunkbed, Response C: futon, Response D: murphy bed,
Correct Response: B

Risk + Failure

1. Most people resist trying new things because they fear _____.
Response A: losing money, Response B: failure, Response C: embarrassment, Response D: success,
Correct Response: B
2. If you want to launch a new product or idea or service, you must have the courage to _____.
Response A: fail, Response B: try, Response C: win, Response D: learn, Correct Response: B
3. Who said "I have not failed. I've just found 10,000 ways that won't work"?
Response A: Abraham Lincoln, Response B: Thomas Jefferson, Response C: Thomas Edison,
Response D: Eli Whitney, Correct Response: C



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The New World of Entrepreneurial Ecosystems

1. The best solution to solve unemployment has now been proven to be_____.

Response A: new venture creation, **Response B:** increased government jobs, **Response C:** bringing back auto jobs to the US, **Response D:** more franchises, **Correct Response:** A

2. Regardless of your path, when you have an open heart and an _____, life is much more exciting and engaging.

Response A: open mind, **Response B:** open checkbook, **Response C:** enormous network, **Response D:** adventurous spirit, **Correct Response:** D

3. Which of the following are not stakeholders in entrepreneurial ecosystems?.

Response A: Government, **Response B:** Companies, **Response C:** Media, **Response D:** Actors, **Correct Response:** D

Suggested Additional Exercises:

Discussion Board, Short paper/essay, Group/Team Project

Table of Module 2 Videos:

Course/Module	Title	Person	Profession	Sector	Topic
Program Host	Module introduction	Jennifer Kushell	CEO of EYP Ventures, Creator of EYP; Author, NY Times Bestseller, <i>Secrets of the Young & Successful</i>		Here's where it all starts to come together! Jen sets the stage for building a solid, practical plan to set your dreams in motion, explaining a bit about creating a map for your ideal life.
C4/M2	Advice from Industry Pros	Elvina Beck	Founder of PodShare, a dormitory-style co-living space	Entrepreneur	Founder of PodShare, a dormitory-style co-living space company, this entrepreneur embodies the energy, heart, and soul of the entrepreneurial spirit. Here she urges everyone serious about getting ahead or doing big things to pay attention to trends. Trend watching helped her business immensely and her passion leaves a powerful impression everywhere she goes.



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Module 3: Earn, Manage & Raise Money

Money is a topic that governs almost everyone's life, yet we rarely talk about it or teach about it. In this module, the students are taught real-life, practical skills on how to earn, manage, and raise money so that their finances are a positive facet of their lives.

Expected Learning Outcomes:

- Categorize opportunities to make money and how much they can expect to make with their skill set and chosen industry.
- Understand valuable skills to manage their finances properly once they are making money.
- Describe various ways to raise capital, if required.

Course 4, Module 3 Instructional Summary

Section	Activity Posted to My Portfolio	Description	Gradable
Introduction		Jennifer Kushell provides a module introduction by video.	
Financial Ignorance vs. Financial Education		The profound, positive effect of being educated about finances.	
Earning Money		The various ways you can earn money and get paid.	
Managing Money	My Current and Future Financial Overview	Students learn about financial and organizational systems to stay on track along with tips on how best to manage money.	
Advice from Industry Pros		Kalika Yap , inventor and patent design owner of Luxe Link and The Waxing Company, shares about how earning, managing, and raising money helped her to succeed in her various endeavors.	
Raising Money		Students learn how to raise money.	
Advice from Industry Pros		Brittney Castro , founder and CEO of Financially Wise Women, talks about the importance of financial planning.	
Social Impact		Careers that are geared at making a positive social impact by helping others in some way.	
Summary		Learning Review and Next Steps	
Reflective Questions		Reflective Questions Learning and Module Feedback	



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Exercises:

My Current and Future Financial Overview:

Students list current expenses and learn how to create budgets.

Reflective Questions:

A survey used to collect feedback at the end of each module to help ensure continuous course improvement.

1. After completing this module, how knowledgeable are you about earning, managing, and raising money?

Response A: I'm more confused **B:** No change **C:** I am more knowledgeable

D: I am much more knowledgeable

2. After this module, how important is it to you to manage your finances?

Response A: Not at all important

B: Mildly more important than before

C: More important than before

D: Much more important than before

3. After this module, how much more aware are you of your current financial state?

Response A: Not at all **B:** No change **C:** Slightly more aware **D:** More aware **E:** Much more aware

4. After what you've learned in this module, how much more knowledgeable are you regarding earning, managing, and raising money?

Response A: I am more confused **B:** No change **C:** I am more knowledgeable

D: I am much more knowledgeable

5. The main activity in this module was "My Current and Future Financial Overview." What did you learn about yourself from this activity?

6. What did you learn about yourself through this module?

7. Is there anything else you'd like to share?



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Evaluation Rubric:

Participation in module reflection exercises can be evaluated using the following considerations:

Pass	Needs Work
-Responses to form questions or scenarios show that readings and activities were done and understood	- Responses suggest that readings or activities not completed or understood
-Responds thoughtfully and constructively to the issues under examination	-Points raised are not relevant
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-Shares relevant and interesting ideas	-Submissions are late and/or incomplete
-Proper mechanics of writing and grammar are intact	-Does not submit
-Demonstrates substantial effort	-Shows lack of effort

Assessment Quizzes:

Introduction

1. According to Jen money can feel both empowering and _____.

Response A: crippling, Response B: eat overwhelming, Response C: daunting, Response D: satisfying,
Correct Response: A

2. When it comes to money, ignorance is bliss.

Response A: TRUE , Response B: FALSE, Correct Response: B

3. If money is handled with respect and mindfulness, it can do wonders for your _____, _____ and opportunities.

Response A: psyche; attitude, Response B: relationships; employment, Response C: advancement; success,
Response D: stability; sanity, Correct Response: D

4. Money is a big topic that can be _____.

Response A: sensitive to discuss, Response B: distorted, Response C: hard to discuss, Response D: hard to digest, Correct Response: C

Financial Ignorance vs. Financial Education

1. It is extremely helpful when you are given the tools and _____ to manage money.

Response A: checkbook, Response B: training, Response C: tips, Response D: insights,
Correct Response: D



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2. According to the American Psychological Association, Money is the leading cause of _____ in the USA.

Response A: divorce, Response B: stress, Response C: anxiety, Response D: happiness,
Correct Response: B

Earning Money

1. It important that your figure out how to make money doing something _____.

Response A: legal, Response B: exciting, Response C: others think is worthwhile, Response D: you love,
Correct Response: D

2. Every type of business and industry survives and thrives only because the people in it are figuring out _____.

Response A: how to “monetize” it, Response B: they have to work hard, Response C: how to cut corners,
Response D: how to make do with less, Correct Response: A

3. There are unlimited ways to be in the industry you love and make money in it, but you have to be _____, creative and very proactive.

Response A: diligent, Response B: resourceful, Response C: hard nosed, Response D: resilient,
Correct Response: B

4. If you take the path of a startup, you will have to work as much as you can _____.

Response A: to pay off the loans, Response B: to draw a regular paycheck, Response C: to support the successful launch of the business, Response D: to put away money for taxes, Correct Response: C

Getting Paid: How Much Can You Make?

1. When the commitment between the employee and employer is relatively low and not expected to be long term the most appropriate form of compensation is _____.

Response A: hourly wage, Response B: salary, Response C: commission, Response D: barter,
Correct Response: A

2. When you’re adding a significant amount of value to an organization’s success and are critical or irreplaceable, there may be an opportunity for _____.

Response A: a bonus, Response B: a commission, Response C: profit sharing, Response D: equity in the company, Correct Response: D

3. Regardless of how you structure your working relationships, it’s good to know that there are a variety of ways _____ to best suit your lifestyle.

Response A: start a business, Response B: earn a living, Response C: get a job, Response D: do your job,
Correct Response: B4.

4. Which is not a good way to cultivate multiple income streams?

Response A: Drive for Lyft, Response B: Rent your home on Airbnb, Response C: Start a dog-walking business, Response D: Take over a store that is not profitable on eBay, Correct Response: D



Course 4: Activating Your Plan

Managing Money

1. When using credit cards it is not good to accumulate_____.
Response A: debt, Response B: miles, Response C: points, Response D: savings, Correct Response: A
2. The first step in making your money grow significantly is to _____.
Response A: invest it, Response B: spend it, Response C: save it, Response D: donate it, Correct Response: C
3. To get a good idea of how much money you should be earning you should know your _____.
Response A: value, Response B: budget, Response C: salary, Response D: worth, Correct Response: B

Advice From Industry Pros

1. Kalika Nacion Yap is a native of _____.
Response A: Honolulu, Response B: Taiwan, Response C: Hong Kong, Response D: Vietnam,
Correct Response: A
2. How many companies has Kalika started?
Response A: 8, Response B: 3, Response C: 6, Response D: 1, Correct Response: B

Raising Money

1. Always be clear with your goals, _____ and _____ in regards to raising money.
Response A: dreams; desires, Response B: time; talent, Response C: wants; needs, Response D: visions;
values, Correct Response: C
2. One of the most difficult questions people struggle with when trying to raise money is figuring
out_____.
Response A: who do they go to, Response B: how do they get started, Response C: if they can use crowd
funding, Response D: how much they really need, Correct Response: D

Advice From Industry Pros

1. Brittney Castro is the founder and CEO of Financially Wise Women based in _____.
Response A: Los Angeles, Response B: Boston, Response C: New York, Response D: Chicago,
Correct Response: A
2. Brittney Castro helps people make _____ in a way that is free from stress and anxiety
about money.
Response A: decisions, Response B: life plans, Response C: investments, Response D: sense,
Correct Response: B



Course 4: Activating Your Plan

Social Impact

1. The new class of investors who are focused on social impact as well as financial returns are called_____.

Response A: social investors, **Response B:** angel investors, **Response C:** impact investors,
Response D: dream investors, **Correct Response:** C

2. Isn't it exciting to know that you now have the _____ to focus on impacting the world and making money?

Response A: resources, **Response B:** opportunity, **Response C:** connections,
Response D: wisdom, **Correct Response:** B

Suggested Additional Exercises:

Discussion Board, Short paper/essay, Group/Team Project



Course 4: Activating Your Plan

Table of Module 3 Videos:

Course/Module	Title	Person	Profession	Sector	Topic
Program Host	Module introduction	Jennifer Kushell	CEO of EYP Ventures, Creator of EYP; Author, NY Times Bestseller, <i>Secrets of the Young & Successful</i>		Jen breaks down the range of unconventional but increasingly popular business options, with an emphasis on becoming a problem-solver regardless of whether you work for yourself or someone else.
C4/M3	Advice from Industry Pros	Kalika Yap	Inventor and patent design owner of Luxe Link and The Waxing Company	Entrepreneur	Inventor and patent design owner of Luxe Link and The Waxing Company shares about how earning, managing, and raising money helped her to succeed in her various endeavors.
C4/M3	Advice from Industry Pros	Brittney Castro	Founder and CEO of Financially Wise Women	Finance	Founder and CEO of Financially Wise Women talks about the importance of financial planning. She provides steps to empower you to take control of your finances. She also covers financial independence, the value of a budget, and creating financial leverage.



Course 4: Activating Your Plan

Module 4: Your Grand Plan

Your Grand Plan, students design a business plan for life, clearly stating a process of actions and milestones for achieving their ideal life. Students actively engage tools learned throughout Courses 1, 2 and 3, including research, networking, competitive analysis and social positioning to demonstrate their ability to prioritize and achieve goals. The Your Grand Plan template supports students in constructing dynamic actions and adhering to accountability measurements.

Expected Learning Outcomes:

- Analyze and calculate necessary steps for achieving an ideal life, including daily actions and long-term impact.
- Design a business plan of action that documents benchmarks, intermediate and longitudinal steps, expected results, and resources.

Course 4, Module 4 Instructional Summary

Section	Activity Posted to My Portfolio	Description	Gradable
Introduction		Jennifer Kushell provides a module introduction by video.	
How to Make (Almost) Any Dream Possible		Creating a grand plan for your life.	
The Tipping Point		Start looking to your dreams and making plans.	
Be Strategic		Keys to being good strategists.	
Advice from Industry Pros		Curtis Estes , wealth management advisor with the Northwestern Mutual Wealth Management Company, shares his expertise on creating a solid plan for whatever goals you want to achieve in life.	
Building Your Grand Plan	My Top Five Dreams/Goals	Students create their top five life goals.	
My Detailed Grand Plan	My Detailed Grand Plan	Students take each goal and develop an activation plan for each goal.	
Activating Your Plan		Go out in the world and begin to take action.	
Advice from Industry Pros		Zohra Zori , vice president of the Social Sector Outreach of the Foundation Center, shares her knowledge on worldwide philanthropy.	
Summary		Learning Review and Next Steps	
Reflective Questions		Reflective Questions Learning and Module Feedback	



Course 4: Activating Your Plan

Exercises:

My Top 5 Dreams/Goals:

Students create their top five life goals.

My Detailed Grand Plan:

Students dive deep into 1 of their 5 dreams or goals previously listed.

Reflective Questions:

A survey is used to collect feedback at the end of each module to help ensure continuous course improvement

1. After completing this module, how clear is your vision of where you want to go?

Response A: Less clear **B:** No change **C:** More clear **D:** Very clear

2. After this module, how clear is your understanding of what you need to do to achieve your goals?

Response A: Less clear **B:** No change **C:** More clear **D:** Very clear

3. After completing this module, how much more attainable does your Grand Plan seem?

Response **A:** Much less attainable
B: Slightly less attainable
C: No change
D: More attainable
E: Much more attainable

4. The Grand Plan activity helped me most by: Feel free to check more than one answer.

Response **A:** Helping me get clear on what I need to do to achieve my goal.
B: Teaching me a solid process that I can use again in the future with my other goals.
C: Helping me get a sense of how much time it will likely take to complete my goals.
D: Teaching me how to break things down into smaller, actionable steps.
E: Other (answer in the next question's essay box).

5. What did you learn about yourself through this module?

6. Is there anything else you'd like to share?



Course 4: Activating Your Plan

Evaluation Rubric:

Participation in module reflection exercises can be evaluated using the following considerations:

Pass	Needs Work
-Responses to form questions or scenarios show that readings and activities were done and understood	- Responses suggest that readings or activities not completed or understood
-Responds thoughtfully and constructively to the issues under examination	-Points raised are not relevant
-Uses examples to support point of view or share suggestions	-Does not write length of response required by assignment
-Shares relevant and interesting ideas	-Submissions are late and/or incomplete
-Proper mechanics of writing and grammar are intact	-Does not submit
-Demonstrates substantial effort	-Shows lack of effort

Assessment Quizzes:

Introduction

- In the introduction video, Jen says you should think of your _____ as a business plan for your life.
Response A: grand plan, **Response B:** business plan, **Response C:** strategic plan, **Response D:** five year plan,
Correct Response: A
- In the introduction video, Jen says you have to be open and nimble, and learn to embrace what?
Response A: Hardships, **Response B:** The unexpected, **Response C:** Good things that happen to you,
Response D: Frequent changes in goals, **Correct Response:** B
- The document Jen says will serve as a big picture template to make real plans to support your goals is called _____.
Response A: my goals and dreams, **Response B:** how to make a million by 30, **Response C:** my ideal life,
Response D: my pros and cons list, **Correct Response:** C
- Your future may start with a dream but it won't happen without a _____.
Response A: vision, **Response B:** goal, **Response C:** thought, **Response D:** plan, **Correct Response:** D
- Your Grand Plan should not be a living and breathing document and should not change much.
Response A: TRUE, **Response B:** FALSE, **Correct Response:** B



Course 4: Activating Your Plan

How to make (almost) any dream possible

1. Your Grand Plan is a simple, practical tool that can dramatically improve your chances of achieving _____.
Response A: anything, Response B: goals, Response C: dreams, Response D: the top, Correct Response: A
2. Your Grand Plan needs to be elaborate and include details backed by research.
Response A: TRUE, Response B: FALSE, Correct Response: B
3. What's the most important part of your Grand Plan?
Response A: Making sure you implement every step, Response B: Getting it out of your brain and into something you can look at, Response C: Having someone you trust review it with you, Response D: Having a Plan B if something goes wrong, Correct Response: B
4. What does your Grand Plan ultimately connect?
Response A: Your realistic plans with your idealistic dreams, Response B: What you've done in the past with what you'd like to correct from your past, Response C: Where you are today with where you want to go, Response D: Salary goals with plans to achieve them, Correct Response: C
5. _____ always have a clear vision of success, think strategically and act tactically, work hard and work smart, and know if they fail to plan, they plan to fail.
Response A: Dreamers, Response B: Planners, Response C: Visionaries, Response D: Successful people, Correct Response: D

The Tipping Point

1. For anyone focused on success, this book was recommended in Module 4.
Response A: The Tipping Point by Malcolm Gladwell, Response B: Good to Great by Jim Collins, Response C: The Alchemist by Paulo Coelho, Response D: Breakfast at Tiffany's by Truman Capote, Correct Response: A
2. _____ builds your confidence, fine tunes your decision making and makes things more real and accessible when you're trying to turn your dreams into reality.
Response A: Compensation, Response B: Visualization, Response C: A support group, Response D: Analysis, Correct Response: B
3. What are the two plot points you need to start your Grand Plan?
Response A: Your earliest dreams with your current ones, Response B: Your past with your present, Response C: Your starting point and the place you want to end up, Response D: Goals with a list of people who can make it happen, Correct Response: C



Course 4: Activating Your Plan

Be Strategic

1. Relying solely on hard work to get us where we want to go might never get us there.

Response A: TRUE, Response B: FALSE, Correct Response: A

2. What is one reason it's important to be strategic and find opportunities and shortcuts to get you where you want to be?

Response A: It makes your chances of promotion much higher, Response B: You can double your salary in five years with a strategic plan, Response C: You can add more important networking contacts to your database, Response D: You'll get where you want to go more quickly and easily, Correct Response: D

3. Another reason it's important to be strategic when planning where you want to be is that it will make you more _____ in your pursuits.

Response A: confident, Response B: intellectual, Response C: desirable, Response D: captivating, Correct Response: A

Advice from Industry Pros

1. Curtis Estes in "Advice from Industry Pros" works as a wealth management advisor with _____.

Response A: Fidelity Investments, Response B: Northwestern Mutual Wealth Management Company, Response C: E Trade, Response D: Raymond James, Correct Response: B

2. Curtis Estes says "You can lead your life by design or lead your life by _____."

Response A: chance, Response B: serendipity, Response C: default, Response D: coincidence, Correct Response: C

3. Curtis Estes is the author of the book _____.

Response A: What Color is Your Parachute?, Response B: Rich Dad, Poor Dad, Response C: The Artist's Way, Response D: Your Life by Design, Correct Response: D

4. What is Curtis Estes' personal definition of success?
Response A: Being the best version of himself, Response B: Helping his clients increase their wealth base as much as possible, Response C: Growing his client base by double digits each year, Response D: Becoming rich and notable, Correct Response: A

5. What did Curtis Estes say was a big inspiration for him in wanting to run his own business?

Response A: Meeting a C Suite executive at his company, Response B: His dad's enthusiasm and freedom as an entrepreneur, Response C: He had a bad experience with his first job, Response D: Being able to create financial stability within the wealth management industry, Correct Response: B



Course 4: Activating Your Plan

Building Your Grand Plan

1. The elements that need to be clearly defined in your Grand Plan include _____.

Response A: your past goals and your current goals, **Response B:** your plan to climb the corporate ladder, referrals who can help you and a vision board, **Response C:** your dream, current status, estimated timing and activation, **Response D:** your financial goals and estimated timing for each element of your plan,

Correct Response: C

Advice from Industry Pros

1. In the second “Advice from Industry Pros,” Zohra Zori is the vice president and in charge of Social Sector Outreach for what organization?

Response A: Google, **Response B:** Facebook, **Response C:** Uber, **Response D:** Foundation Center,

Correct Response: D

2. Zohra Zori says that in her culture, it is expected that you either become a lawyer, doctor or _____.

Response A: engineer, **Response B:** teacher, **Response C:** priest, **Response D:** nurse,

Correct Response: A

3. What is the Foundation Center?

Response A: A for-profit company who sets up foundations within corporations, **Response B:** The leading source of information about philanthropy worldwide, **Response C:** A healthcare foundation dedicated to finding cures, **Response D:** A company that works with people to help them create Grand Plans,

Correct Response: B

Suggested Additional Exercises:

Discussion Board, Short paper/essay, Group/Team Project



Course 4: Activating Your Plan

Table of Module 4 Videos:

Course/Module	Title	Person	Profession	Sector	Topic
Program Host	Module introduction	Jennifer Kushell	CEO of EYP Ventures, Creator of EYP; Author, NY Times Bestseller, <i>Secrets of the Young & Successful</i>		Having a healthy relationship with money is imperative to your happiness. Jen speaks to how anyone can learn to have money serve them instead of the other way around, and why it's important to understand the basics of money.
C4/M4	Advice from Industry Pros	Curtis Estes	Wealth management advisor with the Northwestern Mutual Wealth Management Company	Financial Planning	Wealth management advisor, master relationship builder, respected community leader, and father of three, Curtis shares his expertise on creating a solid plan for establishing and achieving virtually any goals you want to achieve...whatever you aim to accomplish in life. Curtis is masterful in his planning, articulation and documentation of what really matters to him and his family, and that has made all the difference in his achievements and impact.
C4/M4	Advice from Industry Pros	Zohra Zori	Vice president of the Social Sector Outreach of the Foundation Center	Philanthropy	Vice President of Social Sector Outreach for Foundation Center, Zohra shares her experience and insight on making an impact worldwide working in philanthropy. She also speaks to the significance of having mentors and champions in your professional life.



Course 4: Activating Your Plan

Module 5: Be a Leader

Be a Leader guides students in what it means to be a leader and encourages them to consider putting themselves in a position of leadership in at least one aspect of their lives. In addition, students will explore the kinds of positive social-impact projects and programs they can become a part of to make a change in the world while expanding their own opportunities for growth and career fulfillment. Through self-reflection activities and research, students design a well of experiences to broaden their networks, gain more exposure to their fields and communities, and cultivate opportunities for their careers.

Expected Learning Outcomes:

- Learn what it means to be a leader and what qualities and characteristics one must exemplify when in a leadership role.
- Generate leads for projects and programs and identify their potential impact on personal and professional development to help themselves and others.



Course 4: Activating Your Plan

Course 4, Module 5 Instructional Summary

Section	Activity Posted to My Portfolio	Description	Gradable
Introduction		Jennifer Kushell provides a module introduction by video.	
What is Leadership?	Leadership Qualities I Admire	Students identify a definition of leadership.	
New World Leaders		Meet some of the world's new leaders.	
Assessing Your Ambition	My Ideal Leadership Role + Ambission Assessment	Students gain clarity regarding their current level of ambition and what their aspired leadership roles are.	
Advice from Industry Pros		Steve McAndrew , Head of Emergency Operations for the American Red Cross, discusses what it means to be a leader.	
Values-Based Leadership	My Core Values	Students identify their morals, values, and ideals.	
Creating Supportive Foundations	Supportive Foundations in My Life	Students learn the importance of a strong personal foundation.	
The Next Level of Leadership	An Existing Organization I Want to Be Involved With	Students learn about the many different possibilities to become a leader and how to make their way as a leader in their industry.	
Advice from Industry Pros		Sergio Fernández de Córdova , part of the UN's Sustainable Development Fund and the New York Global Leadership Dialogue, talks about how he finds leadership to be more about education, listening, and the desire for innovation rather than about "power."	
Summary		Learning Review and Next Steps	
Reflective Questions		Reflective Questions Learning and Module Feedback	



Course 4: Activating Your Plan

Exercises:

My Ideal Leadership + Ambition Assessment:

Students will do an assessment of their level of ambition.

My Core Values:

Students identify their morals, values, and ideals.

Supportive Foundations in My Life:

Students evaluate their current level of support in 4 categories and how to improve.

Reflective Questions:

A survey is used to collect feedback at the end of each module to help ensure continuous course improvement.

1. After this module, how much more comfortable are you feeling about your leadership abilities?

Response A: Not at all **B:** Less comfortable than before **C:** No change **D:** More comfortable
E: Much more comfortable

2. After this module, how ambitious are you to become a leader?

Response A: Not at all **B:** Marginally ambitious **C:** No change **D:** Ambitious **E:** Very ambitious

3. How much more knowledgeable do you feel about what it takes to be a good leader?

Response A: Not at all **B:** Slightly more knowledgeable **C:** More knowledgeable **D:** Much more knowledgeable

4. Which activity in this module did you find most valuable?

Response A: Leadership Qualities I Admire
B: My Ideal Leadership Role + Ambition Assessment
C: My Core Values
D: Supportive Foundations in My Life
E: An Existing Organization I May Want to Lead

5. WHY was the activity you selected the one that was most valuable to you?

Response A: It caused me to think differently about me and my situation.
B: It was easy to understand.
C: helped me understand and apply the concept.
D: I can see how this activity will be helpful to me and my situation.
E: Other (explain in next question answer field)

6. Please provide feedback on which activities or topics were your least favorite and most favorite in this module. Why?

7. What did you learn about yourself through this module?

8. Is there anything else you'd like to share?



Course 4: Activating Your Plan

Evaluation Rubric:

Participation in module reflection exercises can be evaluated using the following considerations:

Pass	Needs Work
-Responses to form questions or scenarios show that readings and activities were done and understood	- Responses suggest that readings or activities not completed or understood
-Responds thoughtfully and constructively to the issues under examination	-Points raised are not relevant
-Uses examples to support point of view or share suggestions	-Does not write length of response required by assignment
-Shares relevant and interesting ideas	-Submissions are late and/or incomplete
-Proper mechanics of writing and grammar are intact	-Does not submit
-Demonstrates substantial effort	-Shows lack of effort

Assessment Quizzes:

Introduction

1. According to Jen in the Module 5 introduction video, leadership when you distill it all down is really about telling others what to do.

Response A: TRUE, Response B: FALSE, Correct Response: B

2. Jen says in the introduction video that a real leader is someone who inspires _____ in the world.

Response A: change, Response B: revenue, Response C: enthusiasm, Response D: positive thinking,
Correct Response: A

3. Embodying the qualities of a leader can unlock countless _____ to lead a bigger life.

Response A: jobs, Response B: opportunities, Response C: friends, Response D: contacts,
Correct Response: B

What is Leadership?

1. All of the following are various types of leaders, except _____.

Response A: community, Response B: religious, Response C: correct, Response D: advocates for social justice,
Correct Response: C



Course 4: Activating Your Plan

2. All leadership has this one thing in common.

Response A: high earning potential, **Response B:** high intellect, **Response C:** more decisive than others, **Response D:** instigating change, **Correct Response:** D

3. Which of these qualities is not integral to leadership?

Response A: Being cognizant of someone who wants to take your place, **Response B:** Solving problems, **Response C:** Offering hope, **Response D:** Giving others a chance to grow and shine, **Correct Response:** A

4. In business, leaders are sometimes called _____.

Response A: "He/she upstairs", **Response B:** "Change agents", **Response C:** "Rogue warriors", **Response D:** "Stair steppers", **Correct Response:** B

5. Any time you instigate or organize a change that involves other people, you are performing in a leadership capacity.

Response A: TRUE, **Response B:** FALSE, **Correct Response:** A

New World Leaders

1. Boyan Slat, the youngest recipient of the UN's Champion of the Earth award, aims to rid the oceans of _____.

Response A: sharks, **Response B:** predators, **Response C:** plastic, **Response D:** pollution, **Correct Response:** C

2. What organization did Galen Welsch volunteer with before starting Jibu Water to help solve Africa's water crisis?

Response A: Red Cross, **Response B:** Samaritan's Purse, **Response C:** Compassion International, **Response D:** Peace Corps, **Correct Response:** D

3. What American woman is known for teaching American English slang to millions of Chinese fans through her quirky videos.

Response A: Jessica Beinecke, **Response B:** Jennifer Kushell, **Response C:** Joanne Johnson, **Response D:** Larna L. Hoskinson, **Correct Response:** A

Assessing Your Ambition

1. One of the most important things in leadership is assessing who you are and _____.

Response A: your drive, **Response B:** how you work, **Response C:** your income potential, **Response D:** how competitive you are, **Correct Response:** B

Advice from Industry Pros

1. Steven McAndrew in "Advice from Industry Pros" is the Head of Emergency Operations for which organization?

Response A: United Nations, **Response B:** St. Jude Hospital, **Response C:** The Red Cross, **Response D:** Orbitz, **Correct Response:** C



Course 4: Activating Your Plan

2. The coordinating body which manages and coordinates all the Red Cross and Red Crescent societies of the world is called _____.
Response A: Shriners, Response B: United Nations, Response C: NATO, Response D: International Federation of Red Cross, Correct Response: D
3. Steven McAndrew from “Advice from Industry Pros” is one of only how many leading global Red Cross response managers in the world?
Response A: 3, Response B: 15, Response C: 7, Response D: 32, Correct Response: A
4. What are the two things Steven McAndrew says you need to make a difference in the world?
Response A: Drive and ambition, Response B: Listen to and respecting others, Response C: Persistence and tenacity, Response D: Enthusiasm and passion, Correct Response: B

Values-Based Leadership

1. What’s the secret to all great leaders?
Response A: They can get everyone to agree with them, Response B: They never compromise, Response C: They know what they value and choose to live those values, Response D: They surround themselves with positive people, Correct Response: C
2. Standing by ones _____ is extremely powerful way of exhibiting leadership – even if you are shy!
Response A: conduct, Response B: rights, Response C: experience, Response D: values, Correct Response: D
3. Leading by example _____.
Response A: is the most powerful way to lead, Response B: is almost impossible to do, Response C: is sometimes hypocritical, Response D: will always ensure your success, Correct Response: A

Creating a Strong Foundation

1. If you don’t create a strong foundation for yourself, at some point _____.
Response A: you will still be successful if you are persistent,, Response B: you’ll crash and burn out, Response C: you will need to change careers, Response D: people will stop listening to you, Correct Response: B
2. The consequence of not taking care of yourself include the following except _____.
Response A: poor health, Response B: high stress, Response C: limited acknowledgment and recognition, Response D: financial insecurity, Correct Response: C

The Next Level of Leadership

1. One of the best ways to improve your leadership skills is by leveraging the_____.
Response A: advice from notable leaders in government, Response B: wisdom of your parents, Response C: mistakes of people close to you, Response D: knowledge of others, Correct Response: D



Course 4: Activating Your Plan

Advice from Industry Pros

1. Sergio Fernandez de Cordova in “Advice from Industry Pros” considers leadership to be mostly about _____.

Response A: power and innovation, **Response B:** education, innovation and listening, **Response C:** power and education, **Response D:** listening, innovation and learning, **Correct Response:** B

2. Sergio Fernandez de Cordova of “Advice from Industry Pros” started his first business when he was _____ years old.

Response A: 16, **Response B:** 12, **Response C:** 21, **Response D:** 6, **Correct Response:** B

3. A huge aspect of leadership for Sergio Fernandez is travel. By this he means _____.

Response A: visit your contacts, **Response B:** growing your self awareness by seeing how others live, **Response C:** experience things first hand, **Response D:** learn at least one other language, **Correct Response:** C

Suggested Additional Exercises:

Discussion Board, Short paper/essay, Group/Team Project



Course 4: Activating Your Plan

Table of Module 5 Videos:

Course/Module	Title	Person	Profession	Sector	Topic
Program Host	Module introduction	Jennifer Kushell	CEO of EYP Ventures, Creator of EYP; Author, NY Times Bestseller, <i>Secrets of the Young & Successful</i>		Jen talks about what it means to position yourself as a leader and how the idea of leadership is so individual to each of us, with an emphasis on thinking as a leader all the time.
C4/M5	Advice from Industry Pros	Steve McAndrew	Head of Emergency Operations for the American Red Cross	Health and emergency services	Being Global Head of Emergency Operations Relief means cultivating real leadership skills. Steve is often first on site to major catastrophes where he assesses needs, services, and resources from global partners and leads thousands in delivering lifesaving care to millions.
C4/M5	Advice from Industry Pros	Sergio Fernández de Córdova	Part of the UN's Sustainable Development Fund and the New York Global Leadership Dialogue	Government	This global leader has mobilized more young people to play a role in sculpting countries, industries, and major institutions than anyone we've met. Sergio explains how leadership is more about education, listening, and the desire for innovation than about "power."



Course 4: Activating Your Plan

Module 6: Surround Yourself with Success

Surround Yourself with Success, students evaluate their existing environment to identify positive and negative influences in their lives. Through critical thinking exercises, students list areas that energize, strengthen, and support versus those that frustrate, distract, and discourage, to sculpt a more conducive environment for their success. As the final module in Exploring Your Potential, students complete this series feeling confident and able to sculpt their own career path, ensuring their choices result in the greatest possible happiness and fulfillment.

Expected Learning Outcomes:

- Identify positive and negative influences impacting their potential for success through a personal environmental audit.
- Reframe and sculpt personal and professional sphere of influence to maximize motivation, inspiration, and energy, mitigating distractions and sources of discouragement through strategic positioning.

Course 4, Module 6 Instructional Summary

Section	Activity Posted to My Portfolio	Description	Gradable
Introduction		Jennifer Kushell provides a module introduction by video.	
Defining Success	My Definition of Success?	Students gain clarity regarding their personal definition of success.	
Evaluating Your Environment	How I Feel in My Current Environment	Students define positive and negative influences and the effects they have on their life.	
	How I feel Around Specific People	Students makes two lists offline of positive and negative people in their life.	
Setting Your Objectives + Boundaries	Setting My Boundaries	Students set boundaries to keep their life's activities supporting their bigger goals.	
Advice from Industry Pros		Arrey Obenson , secretary general of JCI, talks about the largest organization of young leaders and entrepreneurs in the world.	
Having Strong Role Models	My Role Models	Students observe someone they admire to achieve their goals.	
Accessing Power + Influence	Gaining Power + Influence 1 and 2	Students learn tips to be able to gain access into circles of influence.	
Summary		Learning Review and Next Steps	
Reflective Questions		Reflective Questions Learning and Module Feedback	



Course 4: Activating Your Plan

Exercises:

My Definition of Success:

Students gain clarity regarding their personal definition of success.

How I feel in My Current Environment:

Students define positive and negative influences and the effects they have on their life.

How I feel Around Specific People:

Students define positive and negative people in their life.

Setting My Boundaries:

Students learn to set boundaries to keep their life's activities supporting their bigger goals.

My Role Models:

Students observe someone they admire to achieve their goals.

Accessing Power + Influence 1:

Students describe a circle of influence they would like to engage with.

Accessing Power + Influence 2:

Students create a plan to engage with a circle of influence.

Reflective Questions:

A survey is used to collect feedback at the end of each module to help ensure continuous course improvement.

1. To what extent have you been able to define success for yourself (versus someone else's definition of success for you) throughout this module?

- Response** A: Not at all
B: A small amount more than before
C: More than before
D: Much more than before

2. How much more capable are you now of "editing" your environment and influences to ensure you are best supported to achieve the success you crave?

- Response** A: Not at all B: No change C: More capable D: Much more capable

3. After what you've learned in this module, rate your current level of confidence in being able to access circles of power and influence.

- Response** A: Not at all B: No change C: Slightly more confident D: More confident E: Much more confident



Course 4: Activating Your Plan

4. Which activity in this module did you find most valuable?

- Response**
- A: My Definition of Success
 - B: How I Am Currently Affected by My Environment
 - C: How I Am Currently Affected by Specific People
 - D: Setting Boundaries
 - E: My Role Models
 - F: Gain Power + Influence #1
 - G: Gain Power + Influence #2

5. WHY was the activity you selected the one that was most valuable to you?

- Response**
- A: It caused me to think differently about me and my situation.
 - B: It was easy to understand.
 - C: helped me understand and apply the concept.
 - D: I can see how this activity will be helpful to me and my situation.
 - E: Other (explain in next question answer field)

6. Please provide feedback on which activities or topics were your least favorite and most favorite in this module. Why?

7. What did you learn about yourself through this module?

8. Is there anything else you'd like to share?

Evaluation Rubric:

Participation in module reflection exercises can be evaluated using the following considerations:

Pass	Needs Work
-Responses to form questions or scenarios show that readings and activities were done and understood	- Responses suggest that readings or activities not completed or understood
-Responds thoughtfully and constructively to the issues under examination	-Points raised are not relevant
-Uses examples to support point of view or share suggestions	-Does not write length of response required by assignment
-Shares relevant and interesting ideas	-Submissions are late and/or incomplete
-Proper mechanics of writing and grammar are intact	-Does not submit
-Demonstrates substantial effort	-Shows lack of effort



Course 4: Activating Your Plan

Assessment Quizzes:

Introduction

1. According to Jennifer in the introduction video, your success is a matter of how _____.
Response A: you define it, **Response B:** senior a role you can attain in a company, **Response C:** intelligent and well connected you are, **Response D:** well known and recognized you can become in your industry,
Correct Response: A
2. What does Jen say you should surround yourself with to achieve whatever success means to you.
Response A: Popular, outgoing and well connected people, **Response B:** The very best influences,
Response C: Smart friends, **Response D:** Strong connections, **Correct Response:** B
3. In the introduction video, Jen says many of our decisions are subconsciously dictated by factors we don't even realize.
Response A: TRUE, **Response B:** FALSE, **Correct Response:** A
4. What's one of the best ways to surround yourself with people who inspire and motivate you in the work place?
Response A: Church, **Response B:** School, **Response C:** Leadership organizations, **Response D:** Former bosses,
Correct Response: C
5. As noted in the introduction section, the people you surround yourself with today can strongly affect all of the following except _____.
Response A: your view of the world, **Response B:** your self confidence, **Response C:** your financial status,
Response D: your past, **Correct Response:** D

Defining Success

1. What does Module 6 say is the tricky thing about success?
Response A: Everyone defines it differently, **Response B:** It's hard to attain, **Response C:** You can have it one day and lose it the next, **Response D:** It is fleeting, **Correct Response:** A
2. The result of knowing what's important to you, what you want, and having a plan to get there is _____.
Response A: happiness, **Response B:** clarity, **Response C:** intuition, **Response D:** career success,
Correct Response: B
3. With the right _____, you can keep moving forward and avoid falling too far back when obstacles arise.
Response A: co-workers, **Response B:** family, **Response C:** support system, **Response D:** friends,
Correct Response: C
4. Who you surround yourself with is critical to your success.
Response A: TRUE, **Response B:** FALSE, **Correct Response:** A



Course 4: Activating Your Plan

Evaluating Your Environment

1. Who represents the most important people in your support system?

Response A: Colleagues, Response B: Teachers, Response C: Family, Response D: The better influencers in your life, Correct Response: D

2. Your success is directly impacted by all of these except _____.

Response A: Genetics, Response B: Education, Response C: Commitment, Response D: Tenacity, Correct Response: A

3. Your physical health is directly impacted by all of these except _____.

Response A: Diet, Response B: Connections, Response C: Exercise, Response D: Genetics, Correct Response: B

4. Why is it so important to work on sculpting your environment?

Response A: It's really not important to talk about this; your circumstances dictate your situation.,
Response B: So you know the importance of having the best connections to have a successful career.,
Response C: Because people usually have much more ability to change their surroundings than they realize.,
Response D: Your power to change people and their motives is much higher than you know.,
Correct Response: C

Setting your Objections + Boundaries

1. As you get older you become less clear in knowing what you want and have more hesitation in speaking the truth.

Response A: TRUE, Response B: FALSE, Correct Response: B

2. If people, circumstances or situations exist in your life that contradict what is best for you, set some _____.

Response A: rules, Response B: objections, Response C: goals, Response D: boundaries, Correct Response: D

3. All of the following areas for setting boundaries are helpful, except _____.

Response A: sports, Response B: parental, Response C: school, Response D: legally binding documents, Correct Response: A

Advice from Industry Pros

1. Arrey Orbenson from "Advice from Industry Pros" is a native of _____.

Response A: Kenya, Response B: Cameroon, Response C: Scotland, Response D: Iran, Correct Response: B

2. Arrey Orbenson from "Advice from Industry Pros" says it's important for young people to have _____.

Response A: a high GPA, Response B: internships, Response C: a global perspective, Response D: a high starting salary, Correct Response: C



Course 4: Activating Your Plan

3. Arrey Orbensen from “Advise from Industry Pros” is the secretary general of which organization?

Response A: Salvation Army, **Response B:** Compassion International, **Response C:** Old Navy, **Response D:** JCI,
Correct Response: D

Having Strong Role Models

1. What’s a good way to set yourself up for success if you come from a vastly different background than the one you wish to move into?

Response A: Study and learn from those you admire., **Response B:** Make other peoples’ friends your friends.,
Response C: Become an exchange student., **Response D:** Meet with a cultural advisor., **Correct Response:** A

2. As you get older and know what you want, it’s vitally important that you _____ choose your role models.

Response A: actively, **Response B:** consciously, **Response C:** wistfully, **Response D:** subconsciously,
Correct Response: B

3. When identifying role models look for people that do the following except for _____.

Response A: acting in ways you admire, **Response B:** doing what you want to do, **Response C:** pushing all boundaries to be successful, **Response D:** living the type of life you want,
Correct Response: C

Accessing Power + Influence

1. The first step in opening a door of opportunity is to _____.

Response A: make as many friends as possible on social media, **Response B:** asking for the opportunity,
Response C: sending a note of introduction using a variety of methods, **Response D:** identify where you want to go, **Correct Response:** D

2. What’s the biggest hurdle for most of us regarding opening doors of opportunity and success?

Response A: Believing that it is possible., **Response B:** Getting that first good job., **Response C:** Having the right background and experience to include in our resumes., **Response D:** Having great references.,
Correct Response: A

Summary

1. What is the biggest indicator of your success?

Response A: Living and social environment, **Response B:** You, **Response C:** Friends, **Response D:** Wealth,
Correct Response: B

Suggested Additional Exercises:

Discussion Board, Short paper/essay, Group/Team Project



Course 4: Activating Your Plan

Table of Module 6 Videos:

Course/Module	Title	Person	Profession	Sector	Topic
Program Host	Module introduction	Jennifer Kushell	CEO of EYP Ventures, Creator of EYP; Author, NY Times Bestseller, <i>Secrets of the Young & Successful</i>		Jen leads off the last section of EYP with a look at what it means to “surround yourself with success,” including some tangible tips for finding the people who inspire and motivate you to live the life you most want.
C4/M6	Advice from Industry Pros	Arrey Obenson	Secretary General of Junior Chamber International (JCI)	Non-profit	Secretary-general of Junior Chamber International, talks about the largest organization of young leaders and entrepreneurs in the world. He also discusses the importance of belonging to a network of people with diverse backgrounds.



Course 4: Activating Your Plan

Course 4 Post-Survey

1. How strongly do you agree with this statement? After this course, I can now distinguish between daily decisions and major life choices, and choose those that in alignment with my personal and professional goals.
Response A: Strongly disagree, **Response B:** Disagree, **Response C:** Undecided, **Response D:** Agree,
Response D: Strongly agree
2. How strongly do you agree with this statement? After this module, I now have a documented plan of action to get where I want to go.
Response A: Strongly disagree, **Response B:** Disagree, **Response C:** Undecided, **Response D:** Agree,
Response D: Strongly agree
3. How strongly do you agree with this statement? After this course, I now know how to effectively earn, manage, and raise money.
Response A: Strongly disagree, **Response B:** Disagree, **Response C:** Undecided, **Response D:** Agree,
Response D: Strongly agree
4. How strongly do you agree with this statement? After this course, I now understand the importance of having an entrepreneurial mindset and how that can help me in my career choices.
Response A: Strongly disagree, **Response B:** Disagree, **Response C:** Undecided, **Response D:** Agree,
Response D: Strongly agree
5. How strongly do you agree with this statement? After this course, I now know how to build my personal and professional network.
Response A: Strongly disagree, **Response B:** Disagree, **Response C:** Undecided, **Response D:** Agree,
Response D: Strongly agree
6. How strongly do you agree with this statement? After this course, I can now recognize both positive and negative influences and their impact on my success.
Response A: Strongly disagree, **Response B:** Disagree, **Response C:** Undecided, **Response D:** Agree,
Response D: Strongly agree



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You are a vital part of Exploring Your Potential™ and we would like to hear from you.
Have any insights, challenges, or success stories you would like to share?

Please share with us!

Sincerely, The Exploring Your Potential™ Team.



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