

Greenfield BizVenture!, June 25-July 2, 2007		► denotes activity	NFTE <i>Fundamentals</i>
Monday 6/25 at The Venture Center, 324 Wells Street, Greenfield, MA /// (413) 774-7204			Chapter Number
9:00	Welcome & Introductions		
9:30	Overview of NFTE, YES and BizVenture!		
10:00	Pre-Program Evaluation ► The BizQuiz (on-line)		
10:30	Break		
10:45	What is an Entrepreneur?		1
12:00	Lunch		
12:30	A Successful Venture Satisfies a Consumer Need ► The Trading Game		10
1:30	Characteristics of the Successful Entrepreneur ► Guest Speaker: a YES alumnus		3
2:30	Break		
2:45	► Guest Speaker: a retail entrepreneur shares start-up experience		
3:30	Supply & Demand		14
4:30	Wrap-up ► T-Chart Evaluation		
5:00	Adjourn		
Homework: bring in items to sell on Wednesday			
Tuesday 6/26 at The Venture Center			
9:00	Inventions ► Guest Speaker: an inventor show & tell ► The Invention Contest		19
10:30	Break		
10:45	Opportunity Recognition ► Community Business Mapping		2
12:00	Lunch		
12:30	Market Research		11
1:30	Select Your Business		12
2:30	Break		
2:45	The Four Kinds of Businesses / Legal Structures		8
3:30	Elements of a Business Plan ► Guest Speaker: a service entrepreneur shares business planning experience		4
4:45	Wrap-up ► T-Chart Evaluation		
5:00	Adjourn		
Homework: read a profile of a local entrepreneur for BizTrivia Game			
Wednesday 6/27 at The Venture Center			
9:00	► The BizTrivia Game: trivia on local entrepreneurs		
10:00	Marketing / Technology ► Guest Speaker: local wholesale marketing case study (includes on-line strategy)		13
10:30	Break		
10:45	Costs / Taxation		4 & 18
12:00	Lunch		
12:30	Selling ► Sales Call Game		15 & 16
1:30	Return on Investment ► Stock Market Contest		7
2:30	Break (snack en route)		
2:45	Banking ► Field Trip: to a local bank		9
3:45	► Field Trip: to a local manufacturing business		
4:45	Wrap-up ► T-Chart Evaluation		
5:00	► BizVenture! After-Hours (in town, for students, parents, friends, alumni, and sponsors)		
6:30	Adjourn		
Homework: conduct market research survey; read a profile of a local entrepreneur for BizTrivia Game			
Thursday 6/28 at The Venture Center			
9:00	► The BizTrivia Game: trivia on local entrepreneurs		
9:30	The Income Statement		6
10:30	Break		
10:45	Business Planning ► Guests: business plan mentors		
12:00	Lunch		
12:30	Keeping Good Records		5
1:30	Business Planning ► Guests: business plan mentors		
2:30	Break		
4:15	► Play the Biz Jeopardy Game		
4:45	Post-Program Evaluation ► The BizQuiz (on-line)		
5:00	Adjourn		
Homework: make finishing touches on business plan, practice presentation, prepare wardrobe			
Friday 6/29 at Famous Bill's Restaurant, 30 Federal Street, Greenfield, MA /// (413) 773-9320			
9:00	► Business Plan Competition		
10:30	Break		
10:45	► Business Plan Competition		
11:30	Luncheon set-up		
12:00	Graduation Luncheon at Famous Bill's Restaurant		
12:30	Welcome & Program Overview		
12:45	► Finalists present business plans		
1:15	► Graduation Awards Ceremony		
2:00	► Business & Community Service Activities /// Prepare for NY Business Trip		20
4:45	Wrap-up ► T-Chart Evaluation		
5:00	Adjourn		
Sunday 7/1 at New York, New York			
9:00	Depart on Business Trip from The Venture Center ► Financial Survivor Game		
12:00	Arrive New York / Lunch		
1:00	Visit with young entrepreneur in NY, NY		
2:00	Cultural Activities		
5:30	Check-in at Hostelling International NY (103rd St. and Amsterdam)		
6:30	Dinner at La Cocina (102nd St. and Broadway)		
7:30	Evening Activities (small groups, escorted by staff)		
Midnight	Lights out		
Monday 7/2 at New York, New York			
8:00	Breakfast		
9:00	Visit National Foundation for Teaching Entrepreneurship (120 Wall St.)		
10:00	Negotiation ► The Negotiation Game (at NFTE)		17
11:00	Staten Island Ferry (1 Whitehall St.)		
12:30	Lunch at Financial District McDonald's (Wall St. and Broadway)		
1:30	Looking Glass Studios (Houston and Broadway)		
2:30	Wholesale District (28th St. and Broadway)		
4:30	Depart NY, NY from Hostel		
6:00	Dinner ► Financial Survivor Game Awards Wrap-up ► T-Chart Evaluation		
9:00	Arrive back at The Venture Center		