



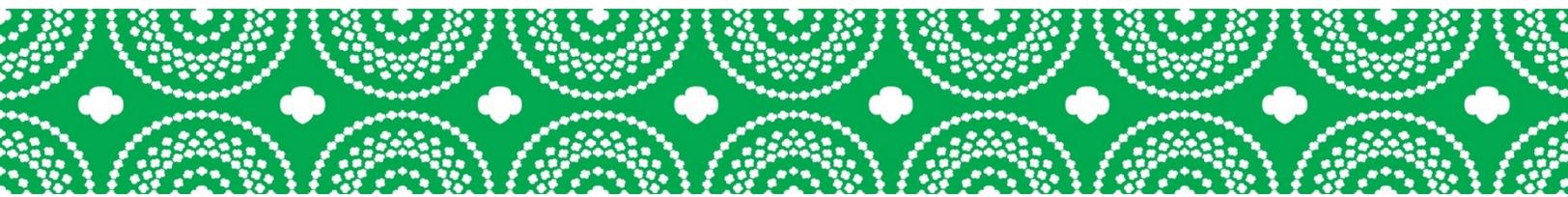
Shining Star ENERGY

I Am... I Can... Watch Me



Girl Scout Cadettes

Girl Scouts of Southwest Texas
811 North Coker Loop
San Antonio, Texas 78216
(210) 349- 2404 or 1-800-580-7247
www.girlscouts-swtx.org





Girl Scouts of Southwest Texas & Shining Star ENERGY
are proud to bring to you the...
Shining Star ENERGY Initiative
I Am... I Can... Watch Me



Shining Star ENERGY knows the challenges faced by woman leaders in business and understands the importance of cultivating entrepreneurial knowledge and skills in young girls. Promoting the pillars of entrepreneurship in every girl changes the future. Girls will say, “I am a leader.” Girls can dominate the marketplace. Watch girls bring cutting-edge ideas to life as the leaders of tomorrow.

Girls who complete the Shining Star ENERGY entrepreneurship patch will say, “I am a G.I.R.L. A go-getter, innovator, risk-taker, leader. I can do anything—blaze a trail to my own adventure, achieve my dreams, go beyond expectations. Watch me pioneer in industry, forge a future without boundaries, inspire others and make the world a better place!”

Shining Star ENERGY and Girl Scouts of Southwest Texas are proud to announce the Shining Star ENERGY I Am... I Can... Watch Me entrepreneurship patch partnership. Girls can work on a variety of projects, everything from designing an effective business plan to generating their own industry.



More Information

Each year, Shining Star ENERGY strives to help young women leaders and entrepreneurs achieve their dreams. The first step is achieving a higher education. Shining Star ENERGY is a proud sponsor of scholarships in a plethora of organizations.



SONDRA L. GROHMAN

Sondra Grohman was born the oldest of eight children. She received a Catholic grade school education and went on to graduate from Robert E. Lee High School. While her peers were entering college, Sondra was entering a life of learning how to be a wife and soon to be a mother at 18 years old. Her oldest daughter, Debbe Jo, was born while her peers were just completing their first semester in college. At times Grohman worked three jobs to provide for herself, her child and her husband while he attended college. Adversity and hard work were not a stranger to her.

After 33 years, Sondra divorced her husband and received the couple's two ranches in South Texas. Sondra then refocused her attention on doing the things she loves ... being outdoors and concentrating on her cattle and deer herds. If asked, Sondra will tell you that "her Faith saved her" in the most difficult and challenging times. Years later, it was discovered that there was "oil under that ground!" on Grohman's two ranches. Grohman knew nothing about the oil and gas industry, but by asking questions and being a "boots on the ground" leader, Grohman has truly shown her entrepreneurial and "true grit" capability to overcome challenges and become one of the Top Producers in the Eagle Ford Shale Play. Working in a male-dominated industry is tough and challenging in itself, but Sondra will tell you that "her path has led her to where she is today." And every element she was exposed to earlier in life was necessary for her to gain the leadership and people skills that are well nestled in her tool belt.

Grohman sits on the Board of Directors of Dress For Success - San Antonio, Academy of Creative Education (ACE), and the San Antonio Women's Hall of Fame. She is also deeply devoted to child advocacy and children's issues. She sponsors the Shining Star ENERGY Youth Football Clinic and is a trailblazer in developing the Shining Star ENERGY I AM - I CAN - WATCH ME college scholarships program. She is a member of the National Association of Women Business Owners (NAWBO) and their Million Dollar Round Table. She believes that "you don't just write a check but you also roll your sleeves up and become a part of the program ...as a role model." This is why you will find her mentoring high school students in her non-work time in NAWBO's Entrepreneurial Connections program, where students create and develop their own Business Plans. In addition to mentoring students, Grohman provides the 1st place scholarship of \$10,000. Now involved with Girl Scouts of Southwest Texas, she will be sponsoring a \$5,000 college scholarship.

Grohman has received numerous awards: San Antonio Business Journal Women's Leadership Award, Finalist for the United Way Volunteer of the Year Award - Unsung Hero, NAWBO Entrepreneurial Spirit Award, San Antonio Women's Chamber of Commerce Constellation of Stars Award, and she has been inducted into the San Antonio Women's Hall of Fame.

If you ask Grohman what are the keys to her success, she would tell you that it's "... always putting God first, being true to and never sacrificing your values and principles for nothing or no one, do more than what is expected without being asked, stay focused and have clarity of WHY you are doing something, be kind to others and share, find your purpose in life, and most of all **SMILE.**"



Steps to Earn the Shining Star ENERGY I Am... I Can... Watch Me Patch

Girl Scouts is the premier girl leadership development program—girls have fun with a purpose! All activities are girl-led and girls should decide what activities to complete when earning a Business Patch Initiative (BPI) patch. In the spirit of Girl Scouting, girls may choose to participate in activities that are not listed in the booklets and/or supplements. If girls complete the minimum required number of activities based on the theme of the BPI, they have earned the BPI patch. For more information, contact Larissa Deremiah at lderemiah@girlscouts-swtx.org.

Step One:

1. Read through the Activities
2. Think about what you would like to do
3. Choose 3 out of the 4 Units
4. Complete 2 Activities from each unit chosen
5. Complete “Practice Interview” Activity (page 12)

NOTE: Girls will complete a total of 6 activities

Step Two:

1. Complete the [Business Patch Initiative \(BPI\) Evaluation](#)
2. For more information, contact:

Girl Scouts of Southwest Texas

ATTENTION: Program

Phone: (210) 319- 5775

Toll Free: 1-800-580-7247

Fax: (210) 349- 2666

lderemiah@girlscouts-swtx.org



Step Three:

1. Receive your Shining Star ENERGY I Am... I Can... Watch Me Patch!



The Girl Scout Leadership Experience

Girls at every level of Girl Scouting participate in the “*leadership experience*.” A *leadership experience* is an exciting way of working with girls in a series of themed activities focused on building leadership skills. By enlisting the three keys to leadership (*Discover, Connect, and Take Action*) girls learn that they can take the lead to make a difference in their community and the world. The three keys are at the heart of the Girl Scout philosophy of leadership:

Discover

Girls understand themselves and their values and use their knowledge and skills to explore the world.

Connect

Girls care about, inspire, and team with others locally and globally.

Take Action

Girls act to make the world a better place.

It’s not just “what” girls do, but “how.” When girls are engaged that creates a high-quality Girl Scout leadership experience. All Girl Scout experiences are built on three processes (*Girl-Led, Cooperative Learning, and Learning by Doing*) that make Girl Scouting different from school and other extra-curricular activities. When used together, these processes ensure the quality and promote the fun and friendship so integral to Girl Scouting.

Girl-Led

Girls play an active role in the planning and implementation of activities while adults provide age-appropriate facilitation, ensuring that planning, organization, set-up, and evaluation of all activities are done jointly with the girls.

Cooperative Learning

All members of a group work together towards a common goal that can only be accomplished with the help of others.

Learn by Doing

A “hands-on” learning process that engages girls in cycles of action and reflection resulting in deeper understanding of concepts and mastery of practical skills.

When Discover, Connect, and Take Action activities are girl-led and involve learning by doing and cooperative learning, girls achieve the desired and expected leadership outcomes ultimately resulting in Girl Scouting achieving its mission:

Building girls of courage, confidence and character, who make the world a better place.

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Envision



Envision: Dream Board

Materials: Number of materials is contingent on the desires of the girls and the number of girls participating.

1. Poster board or paper
2. Coloring utensils
3. Magazines
4. Scissors
5. Glue

Directions:

1. Think about what you want to be at least 10 years into the future. Think about your career, home, family, etc.
2. Using your dream of the future, identify pictures that exemplify the perfect scenario.
3. Create a poster using these pictures, feel free to add personal embellishments including inspirational quotes and your unique style.
4. After completing your poster, research the cost of each facet of your dream of the future. For example, a car may cost \$20,000 and your house may cost \$180,000. Make sure to update your poster to reflect these expenses.
5. Now, focus on your career. Look up the average pay or annual salary, benefits, educational and experiential requirements. Make sure to update your poster to reflect your income.
6. Using this information, analyze the different ways that your dream for the future can be made more cost-effective (i.e. less expensive). For example, compare the income of working for an established organization or becoming an entrepreneur.
7. Create a timeline to map your education, career, and attaining your dream of the future. Identify short-term goals for each point in the timeline.
8. Share what you have learned with your troop/group, family, and friends!

Outcome: You'll be able to come up with a plethora of great ideas for a business, think critically about your ideas and choose the idea that would work best. Sense of Self—girls have confidence in themselves and their abilities and form positive identities.

Teachable Moment: Being an entrepreneur isn't just about making money, it is about seeing the future differently from other people and improving quality of life with a new or innovative product or service. A leader makes the world a better place and an entrepreneur is no different. An entrepreneur is a person with an innovation they'd like to turn into a company, changing the future with business.



Envision: Stranded Island Challenge

Materials: Number and variety of materials is contingent on the number of girls participating.

1. A sheet of paper
2. Coloring utensils

Directions:

1. Partner up with at least 2 other girls, you must work with your team to come up with the best possible solution.
2. You have been stranded with your teammates on a deserted island, no other land is in sight. No one has any knowledge of how you came to be stranded, no one has sailing experience, and supplies are limited.
3. You have 15 minutes to choose from the items listed below. You may only choose 10 items; they must be ranked from most to least important.
4. Once you have chosen your items and ranked them by importance, you will share your judgments with the group/troop. Everyone must understand why you chose the items and ranked them in that way.

A small hand mirror	Map of the Pacific Ocean	Large plastic sheet	Fishing kit
Large mosquito net	A floating seat cushion	Shark repellent	Pocket knife
19 liter can of water	7.5 liter can of petroleum oil	4.5 meters of nylon rope	2 boxes of matches
Case of army rations	Small transistor radio	2 boxes of chocolate bars	500 coffee filters

5. What were the main goals of the team? Was it to survive, make an escape, or signal for help? Why was this their main goal?

Outcome: Making decisions is an inherent responsibility of a leader and an entrepreneur. Making tough decisions and sticking to them can make or break any business. Challenge Seeking—Girls take appropriate risks, try things even if they might fail, and learn from mistakes.

Teachable Moment: Great leaders are great decision-makers. When people say you are decisive they are telling you that you have power, power to stop conflicts and an unsurpassable determination to do what you know is right even when no one else is willing. Every decision matters. What sets you apart as a leader and entrepreneur is being accountable for your decisions and behaviors; you are a role model.



Envision: Starting Your Business Plan

Materials: Number and variety of materials is contingent on the number of girls participating.

1. A sheet of paper or large butcher paper
2. Coloring utensils

Directions:

1. Use your talents, hobbies, and passions to create your own business. This can be a real or make-believe business.
2. An entrepreneur must develop a business plan. The first step is to describe the overall purpose of your business, this should be the “big idea” summarized into a few sentences.
3. Then describe the need of your customer base or clients, the people who will purchase your product or service.
4. Then, in detail, describe exactly what you are selling. Is it a product or a service? How is your product or service unique and special?
5. Think about other businesses that are similar to yours, this is your competition. How will you stand out from your competition?
6. Finally, explain how your business will generate revenue or income. This should explain exactly how you earn money. With parent/guardian permission, research different types of business models.
7. Using your business plan, make a list of startup expenses for your business. For example, if you were going to open a software development studio you would need office space, desks and chairs, computers with hardware, and internet. Don’t forget to include the cost of labor. For example, you may hire a contractor and interior decorator to make your studio welcoming and professional.
8. All of these startup expenses will require “seed money” from investors or funders. Brainstorm possible sources for your seed money.

Outcome: Coming up with a good idea is only the first part of starting a business, entrepreneurs have to consider things like what they product or service might cost to make, what customers might pay for it, and how to let people know it exists.

Community Problem Solving—Girls desire to contribute to the world in purposeful and meaningful ways, learn how to identify problems in the community, and create “action plans” to solve them.

Teachable Moment: According to U.S. Small Business Administration, a business plan is an essential roadmap for business success. This living (meaning it will be continually revised and updated) document generally projects 3-5 years ahead and outlines the route a company intends to take in order to grow income or revenue.



Embark



Embark: Practice Interview

REQUIRED

Materials: No materials are necessary, feel free to dress in your professional best! Number and variety of materials is contingent on the number of girls participating.

Directions:

1. With parent/guardian permission, research available job openings in the classifieds or online.
2. Pick a career that you would like to have and find out more about the prerequisite education/training and job requirements.
3. Prepare possible questions that you think will be asked during a job interview for this career. Feel free to ask advice from a woman business owner or leader close to you!
4. Pair up with a partner from your troop/group. Look over the job she is interested in and compare your questions. Are any questions the same or different?
5. Decide on the questions the interviewer would ask to find the best person for the job your partner wants. Your partner should do the same for you.
6. Role-play an interview. Take turns being the interviewer and interviewee (i.e. the person that wants the job).
7. After role-playing the interview, from the perspective of the interviewer, work with your partner to decide how the interviewee should answer the questions to make the best impression.
8. Practice your interviews again! This time, ask a hypothetical question like, “if you had a disagreement with another employee, how would you handle the situation?”

Outcome: Making a good impression is more than just being on time, you should be professional and respectful with a confident smile, direct eye contact and firm handshake to back you up. Healthy Relationships—Girls develop and maintain healthy relationships by communicating their feelings directly and resolving conflicts constructively.

Teachable Moment: A job interview makes almost anyone nervous. A good interview, one in which you stay calm and collected, can get you your dream job. The key to a successful interview is practice, practice, practice! Always be prepared to answer follow up and hypothetical questions. Make sure you know about the organization and position for which you are interviewing—research, research, research! Don't forget to shake hands—stand up straight and tall, smile, **make direct eye contact and greet with a firm handshake.**



Embark: Make Your Own Commercial

Materials: Number of materials is contingent on the desires of the girls and the number of girls participating.

Directions:

1. A successful entrepreneur develops a brand. A brand gives your product or service an identity that makes it different from the competition.
2. Come up with three adjectives that describe your brand, such as eco-friendly, simple, and independent.
3. Then choose a possible brand name and design a simple logo that reflects your identity.
4. With your new business in mind, make a mockup of an advertisement or commercial. This may be a storyboard or script for a commercial or the filmed commercial itself.
5. Want to take your brand further? Start thinking about a persona, a fictional person who has the characteristics, interests, and lifestyle of the typical client (i.e. the person, people, or group that will use your product or service). Use this persona in your commercial!
6. Share your commercial with your troop/group, family and friends!

Outcome: You'll discover the importance of marketing your product or service to make your business a success, you'll find out that it's more than just a catchy jingle. Positive Values—Girls act ethically, honestly, and responsibly, and show concern for others.

Teachable Moment: Most aspects of your business rely on effective marketing. Marketing includes advertising, public relations, promotions and sales. Marketing not only introduces your product or service to clients (i.e. consumers) but also continually promotes your product or service. Marketing is a priority when creating your business plan and budget.



Embark: Shark Tank

Materials: No materials are necessary, feel free to have your girls dress the part as a successful woman entrepreneur and create an accompanying slideshow presentation! Number of materials is contingent on the desires of the girls and the number of girls participating.

Directions:

1. You should have already developed a working business plan (see Envision: Starting Your Business Plan, page 10), you've started to understand the importance of seed money or startup capital, and you've learned the principles of making a good impression (see Embark: Practice Interview, page 12).
2. Now it's time to put your new knowledge and skills to the test! Can you get investors for your new business?
3. You will have 5 minutes to give a presentation in front of your troop/group about your business. This presentation must be persuasive; you are selling your idea to venture capitalists! A venture capitalist is a person or firm who gives money to startups to help them grow, in exchange, they will usually receive a share of the future profits.
4. Here is what your presentation should include:
 - a. Identify your goal or "big idea"
 - b. Explain what your business does (product or service)
 - c. Identify your client (i.e. potential consumers)
 - d. Describe is your USP (unique selling proposition)
5. Make sure to edit and practice your presentation, your time is limited to 5 minutes!
6. Give your presentation in front of your troop/group.
7. The audience should provide feedback.
8. At the end of the pitch, every girl should be grateful for the feedback and thank the audience for their time!

Outcome: You'll be able to make a sales presentation and understand the role of investors in starting your own business. Challenge Seeking—Girls take appropriate risks, try things even if they might fail, and learn from mistakes.

Teachable Moment: Many entrepreneurs need capital or money to start their own business. As an entrepreneur, you will need to find funders (people and organizations willing to give you money) for your ideas and make a great pitch to ensure that they invest their money and time in your business. You can do this by knowing your audience, being prepared for questions and criticisms, knowing your competition and possible obstacles, using real numbers and data for proven profitability, and always asking for feedback.



Expand

Expand: Supply & Demand

Materials: Number of materials is contingent on the desires of the girls and the number of girls participating. This activity is based on a group of 6 girls.

1. 6 apples
2. 15 one dollar bills or the equivalent (i.e. play money)

Directions:

1. Split your troop/group evenly into two teams. It's okay if you have an odd number of participants, the teams will switch roles later on.
2. One team will be given the apples, two apples for each girl. These girls will start the activity as the sellers.
3. The other team will be given play money or the equivalent, 5 for every girl. These girls will start the activity as the buyers.
4. Here are the rules:
 - a. Girls who are selling the apples can charge whatever they want.
 - b. Girls who are buying the apples can shop around.
 - c. Both teams will have 10 minutes to buy and sell apples.
5. After 10 minutes, each girl will see how many apples and/or how much play money she has at the end of the activity.
6. Discuss what was hard about selling the apples and what was hard about buying the apples. Answer the following questions:
 - a. What happened when there was an increase in demand?
 - b. What happened when demand exceeded supply?
 - c. What happened when supply exceeded demand?
 - d. What can be some other cause for economic instability?

Outcome: You'll know the concept of supply and demand including how prices and product availability play a role in the demand of products or services. Positive Values—Girls act ethically, honestly, and responsibly, and show concern for others.

Teachable Moment: Demand refers to how much of a product or service is wanted by consumers (i.e. clients). The amount demanded is the total number of a product or service that consumers are willing to purchase at a certain price. Demand relationship is the relationship between price and amount of a product or service wanted by consumers. Supply is how much of a product or service the provider can offer. Supply and demand play a fundamental role in pricing and profitability



Expand: SWOT Analysis

Materials: Number of materials is contingent on the desires of the girls and the number of girls participating.

1. Paper
2. Coloring utensils

Directions:

1. Using your business plan (see *Envision: Starting Your Business Plan*, page 10), focus on the product or service you will be providing. The goal of this activity is to improve your plan using SWOT analysis!
2. On a piece of paper, create the table seen below:

Internal	External
Strengths	Opportunities
Weaknesses	Threats

3. Fill out the chart to innovate your product or service and fine-tune your business plan. An example may be seen below for a new cleaning agent (i.e. product):

Internal	External
Strengths Great team members Market the product well	Opportunities Eco-friendly and organic Not tested on animals
Weaknesses Tardy or absent from many meetings Can form cliques	Threats People can make their own Large expenses and a small budget

4. Now compare your product or service with at least 2 other competitors. Using your research and analysis, innovate your product or service to stand out from the rest!

Outcome: Using their own interests, girls will see how their hobbies can turn into a career. Sense of Self—girls have confidence in themselves, their abilities, and form positive identities.

Teachable Moment: SWOT (strengths, weaknesses, opportunities, and threats) analysis is defined as a study undertaken by and entrepreneur or organization to identify its internal strengths and weaknesses as well as its external opportunities and threats. This is a helpful tool to recognize the source of a problem, discover possible solutions, and generate vision for the future.



Expand: Risks & Uncertainties

Materials: Number of materials is contingent on the desires of the girls and the number of girls participating.

1. Parent/guardian permission
2. Computer with internet access
3. Library
4. Paper
5. Writing utensils

Directions:

1. With parent/guardian permission and using the resources found at your local library and online, define the words “risk” and “uncertainty.”
2. Draw a T-chart on a piece of paper. One side should be titled “risk” and the other side should be titled “uncertainty.”
3. Think about different examples for each and list accordingly. For example:

Risks	Uncertainties
No sunscreen	Weather
Not looking before crossing the street	Catching a cold

4. Think about the different ways to proactively deal with risk and uncertainty. For example, you could carry sunscreen to avoid risking a sunburn or you could dress in layers to deal with the uncertain weather.
5. Now it’s time to think about the risks and uncertainties with starting your own business (i.e. startup). Draw another T-chart on a piece of paper. One side should be titled “risk” and the other side should be titled “uncertainty.”
6. Designate the different risks and uncertainties of your “startup,” be sure to use resources to learn more about entrepreneurial jargon and concepts.
7. Use your resourceful problem-solving and critical thinking skills to proactively deal with the risks and uncertainties listed.

Outcome: You’ll be able to distinguish between risk and uncertainty while using resourceful and critical problem-solving skills. Healthy Relationships—girls develop and maintain healthy relationships by communicating their feelings directly and resolving conflicts constructively.

Teachable Moment: A startup is a company in the early stages of development. It usually has a small staff and the potential to make a lot of money very quickly. YouTube and Facebook were both startups at one time! Just remember that if you improve an idea or invent something new, there’s nothing to stop someone else from taking your work and making it their own if you don’t apply for a patent.



Evolve



Evolve: Capture the Flag

Materials: Number of materials is contingent on the desires of the girls and the number of girls participating.

1. Large open space
2. 2 different colored bandanas (example: red and blue)

Directions:

1. Isolate a large open space and designate a boundary equally dividing the space.
2. Divide the group of girls evenly into two teams. Each team will have territory on either side of the space and be given one of the bandanas. Teams will create a designated jail and, if they would like, up to two safety zones.
3. Both teams will be given maximum five minutes to hide their flag on their territory. Please note that flags should not be tied around any other object, be completely hidden from view, or be out of the normal range of motion for the girls.
4. After the flags are hidden, the game begins! The goal of the game is to take the other team's flag and run it all the way back to your territory.
5. If you are tagged by a member of the opposing team while on their territory, you will be taken to the opposing team's jail. If one of your team members makes it to the jail, they can free two captors and all will return to their territory safely.
6. Everyone must be moving and cannot guard the flag, jail, or optional safety zones.
7. At the end of the game, discuss with everyone. Did anyone come up with a strategy? Who gave orders or directions? Did someone focus solely on the flag or keeping their team in play? What was the easiest part of the game, the hardest? What do the actions of the player say about her leadership style?

Outcome: You'll understand how your leadership style interacts with others' and you'll be able to work cooperatively with a team. Healthy Relationships—girls develop and maintain healthy relationships by communicating their feelings directly and resolving conflicts constructively.

Teachable Moment: According to Forbes, teambuilding is the most important investment you can make. It builds trust, mitigates conflict, encourages communication, and increase collaboration. This means that your partners and team members will be more engaged making them more productive and boosting profitability!



Evolve: Creative Disruption

Materials: Number of materials is contingent on the desires of the girls and the number of girls participating.

1. Paper
2. Coloring utensils
3. Magazines
4. Scissors
5. Glue

Directions:

1. Think about your marketing campaign (see Embark: Make Your Own Commercial, page 13).
2. You spent time and effort to develop a brand, invent a persona, and produce a commercial to promote your product or service. How much time did it take? How invested are you in your brand? How much do you like your commercial?
3. Make sure that you shared your ad with at least three other people.
4. If you created a storyboard, script or commercial, throw it away or delete it. Don't worry, your hard work isn't wasted!
5. Ask those three other people for feedback, these people are considered your "focus group." What did they like and not like? What do they remember? Take notes.
6. Give yourself a break, take a few hours or days to let your mind reset.
7. Come back to your notes. Remember, your original marketing campaign is gone.
8. Consider the feedback from the focus group. It's time to rebrand! Make sure that you pay attention to what may have been unclear about your business plan and product or service.
9. Make a new brand and align it with the main goal or "big idea" of your business plan.

Outcome: You'll know the importance of creative disruption to progress in industry and continual professional development. Sense of Self—girls have confidence in themselves and their abilities and form positive identities.

Teachable Moment: In marketing, creative disruption is integral to breaking the monotony of social norms and making your brand unique. Disruption can be seen as strange and sometimes threatening not only to your business but also to the industry, clients and investors. As an entrepreneur, you have to lead them to believing that disruption is progress. Don't be afraid to test new formulas or reinvent the future. Remember, you are the leader, pioneer, change-maker!



Evolve: Socratic Seminar

Materials: Number of materials is contingent on the desires of the girls and the number of girls participating.

1. Paper
2. Writing utensils

Directions:

1. Think about current events and issues that you face. Come up with at least 3 close-ended statements. For example, “I tell the teacher when I think someone is cheating on a test” or “Pokemon Go” is a dangerous game and should be age restricted.”
2. Write each statement down and fold it up so no one can read it. Pile the papers together or place them in a container.
3. Designate 3 different areas to be labelled to following: agree, neutral, disagree.
4. Choose 1 paper at random from the pile or container. Read the statement out loud. Girls should choose either agree or disagree. They cannot not choose neutral at the beginning.
5. For no more than 5 minutes, the girls gathered in their designated area will work together to form an opening argument at the why they agree or disagree. The opening arguments should not last more than 1 minute.
6. Each side will give their opening statement. Girls may now decide to change their stance to neutral or the opposing side but they must explain their reasoning.
7. Every girl will have a chance to present her stance. After 10 minutes of debate, the groups will gather together again to form closing statements that will last 1 minute.
8. Girls will present, this is the final opportunity for the neutral parties to choose a side.
9. Remember, there are no wrong answers!

Outcome: You should use your effective communication skills, practicing respectful reciprocity and group dynamics. Community Problem Solving—Girls desire to contribute to the world in purposeful and meaningful ways, learn how to identify problems in the community, and create “action plans” to solve them.

Teachable Moment: The best way to solve a problem is to collect data and information. Finding the source of a problem gives you half of the solution! Socratic seminar is a great way to gather information from experts and team members through a process of listening, making meaning, and finding common ground with a shared understanding of the problem.



More Fun Activities!

More Fun Activities!

[Biz Kid\\$: games](#)

[EA: Monopoly](#)

[Cameron Herold: Let's Raise Kids to be Entrepreneurs \(TED Talks\)](#)

M&M Game

Goal: crafting open-ended questions and finding common ground with stakeholders

1. Pour M&Ms into a bowl. Everyone takes one handful from the bowl. Do not eat the candy yet!
2. For every piece of candy, you have to answer a questions about yourself depending on the color:
 - a. Red: what is an entrepreneur or how do you define entrepreneurship?
 - b. Green: where do you see yourself in 5 years?
 - c. Yellow: if you could live forever, how would you spend eternity?
 - d. Orange: how would you spend one billion dollars?
 - e. Brown: in what ways do you hold yourself back?
 - f. Blue: wild card, you create your own open-ended question

Meditation

Goal: stress management and relaxation techniques

1. Find a calm and quiet place with limited distractions.
2. Sit down in a comfortable position on the floor. Make sure your back is straight and close your eyes.
3. Breathing in, raise your hands above your head and say “elevator up.” Breathing out, lower your arms slowly back down to your sides saying, “elevator down.” Repeat 3 times.
4. Take 3 quick breaths in while wiggling your nose like a rabbit. Be sure to wiggle your nose on the larger breath out.
5. Hold your hand in front of your nose and “hiss, hiss, hiss” while breathing out.
6. Repeat step 3.

YOU DID IT!



CONGRATULATIONS



End of Booklet

Girl Scouts of Southwest Texas
811 North Coker Loop
San Antonio, Texas 78216
(210) 349- 2404 or 1-800-580-7247
www.girlscouts-swtx.org

