

Summary of Entrepreneurship Pilot 2017-18 School Year

This year, two student teams (each consisting of four students) were invited to experiment with the processes of entrepreneurship and design thinking. This pilot, which met every Wednesday for one period, helped us learn how students respond to such a challenge and what support they need to succeed, as well as what processes we need to have in place throughout and especially when they get stuck. The student teams tackled the problem of cell phone use at Scarsdale High School, with each team working on a different aspect of the problem.

During the year, we hired two consultants to work with us to create curriculum and come to Scarsdale to lead workshops:

1) Eugene Korsunskiy, Assistant Professor of Design Thinking at Dartmouth, used the Stanford-based *Designing Your Life* materials to help students identify their own biases and assumptions, and, through regular google hangouts, helped shape the arc and scope of the course.

2) Don Buckley, offered guidance in the lean startup/business canvas model and how to bring a product to market.

What we learned is that outside consultants and voices are of utmost importance in this work. Our students respond to someone from the 'real-world' differently. Our consultants were able to push our students in part because they were a pair of 'fresh eyes' and brought an exterior perspective to the work. Both consultants also provided resources that we will use next year in AT Entrepreneurship. Specifically, Eugene Korsunskiy gave us syllabi, reading lists and processes from his design thinking classes at Dartmouth that we will incorporate into our course next year. Don Buckley also connected us with entrepreneurs who were working in the same area as our students and brought one startup company's founders here to work with our students.

Grant Request and Use of Funds: We received a grant of \$15,000 from the Scarsdale Schools Education Foundation to cover the costs of these activities, and for the costs of inviting consultants to Scarsdale as workshop leaders and curriculum advisors. We used the SSEF's grant to cover the costs of the invited consultants and workshop leaders.

The student teams began work in mid-September by mapping cell phone use and doing research in a specific area surrounding the issue. They shared their research via presentations during the full day workshop with Eugene Korsunskiy in October. During this day Eugene led students through the process of further defining the problem, resulting in problem statements and defined teams. Over the next two months, students researched, brainstormed solutions,

prototyped and tested, reiterating their prototypes based on feedback received. Students shared these findings at a mid year presentation, which was attended by students, faculty, administration and community members. After the winter holiday break, teams continued to prototype and test their solutions, often pivoting and redefining the problem. We learned that it is difficult for students to abandon potential solutions, even when they know they don't solve the problem. This is when it is important to have outside consultants and entrepreneurs giving feedback to the teams. Also, during this period, students attended several workshops run by Don Buckley, to learn the business canvas model. The pilot ended at the end of April with "final" presentations, during which teams talked about their solutions, journey and learnings.

While this year's prototype directly served 8 students, many other students benefited. Next year, the AT Entrepreneurship course will serve 38 students and provides inspiration to all students who take the STEAM courses as the final experience available to all.