



Objectives

1. To make young people aware of the advantages and disadvantages of being self employed.
2. To make them be aware of the kind of person that they may need to be.

Introduction (5 minutes)

Many people today are looking at self employment, that is working for themselves. For some people this has been the result of having a good idea and being able to make money from it eg. dressmaker who can sell clothes to other people. Other self employed people have been offered contracts by other employers eg. builders who work for other builders. Ask youngsters if they know of anyone who is self employed.

However many people have considered self employment because there is not enough employment opportunities for them. Many have been successful, but many more have failed. This could be for a number of reasons.

Advantages and Disadvantages (20 minutes)

- Get youngsters to think of the advantages and disadvantages of being self employed.
- Split class into small groups and give each group some paper and pens and get them to brainstorm this. When considering the advantages and disadvantages it may also be a good idea to get pupils to think about why a lot of businesses fail.
- After approx 15 minutes, get the pupils to read out their answers and write these on the board or on flipchart.

Self Employment

Personality Quiz (10 minutes)

- Hand out quiz, pupils to work through this on their own.
- Get pupils to add up how many 'A's, 'B's and 'C's they have.
- Explain that pupils considering self employment should have got mainly 'A' answers on the quiz ie:
 - you can start things off. You don't need to be told what to do.
 - you get on well with other people and they like you.
 - you plan ahead.
 - you always finish what you started.
 - you have lots of energy.
 - you keep going until you get what you want.
 - you make decisions easily.
 - you like being in charge.
 - you can get people to listen to you.
 - you can take advice.

People with mainly 'B' answers will find it difficult to set up on their own as they lack the energy and drive needed. People with 'C' answers have a long way to go!

Self Employment

Summary (5 minutes)

Go through the main advantages and disadvantages of being self employed. Explain the importance of having a sound business idea and of doing market research to ensure the product/service will sell. Give out any pamphlets on self employment for pupils to look at and explain that libraries, Connexions Centres, colleges, etc may have more information.

1. Can you start things off on your own?

- a. I can always start things off on my own.
- b. I can keep going if someone else tells me what to do. I need a push.
- c. Tomorrow is another day. I don't do anything unless I have to.

2. Do you look ahead and plan things?

- a. I know what I want and how to get there.
- b. I try to plan and get confused and give up.
- c. Things happen or they don't happen.

3. Do you always finish what you start?

- a. Always, nothing stops me.
- b. I will usually finish it.
- c. I get bored if I can't do it straight away and give up.

4. How much energy do you have?

- a. Lots, I can keep going.
- b. I seem to keep going.
- c. I just like lazing around.

5. Can you keep going?

- a. When I want something I just keep going at it.
- b. I tend to work a bit and then rest.
- c. Hard work has never done anything for me.

6. Can you make your mind up?

- a. There is no difficulty, I know what I want.
- b. I find making decisions hard.
- c. I let others decide, too much of a strain.

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7. Can you take charge?

- a. I like being in control.
- b. I can do it for a short period.
- c. There is always someone else who likes doing it, so why bother?

8. When you are in charge do people listen to you?

- a. I get most people to do what I want.
- b. Provided someone tells me what to do, I can give an order.
- c. I need someone else to get me moving and even then there's a problem.

9. Can you take advice?

- a. Yes, I like listening and weighing up what people have to say.
- b. It depends, I don't look for it.
- c. No one tells me what to do.

10. How do you get on with other people?

- a. I like them and they like me. There is no real problem.
- b. It's only my friends who really like me.
- c. Most people get on my nerves.