



**Department of Education
Region X - Northern Mindanao
DIVISION OF CAGAYAN DE ORO**

Fr. William F. Masterson, SJ Avenue, Upper Balulang, Cagayan de Oro City

Learning Activity Sheets in Entrepreneurship



SHARED OPTIONS

Senior High Alternative Responsive Education Delivery

Competence. Dedication. Optimism

Preface

It has been elaborated in research and literature that the highest performing education systems are those that combine quality with equity. Quality education in the Department of Education (DepEd) is ensured by the learning standards in content and performance laid in the curriculum guide. Equity in education means that personal or social circumstances such as gender, ethnic origin or family background, are not obstacles to achieving educational potential and that inclusively, all individuals reach at least a basic minimum level of skills.

In these education systems, the vast majority of learners have the opportunity to attain high-level skills, regardless of their own personal and socio-economic circumstances. This corresponds to the aim of DepEd Cagayan de Oro City that no learner is left in the progression of learning. Through DepEd's flexible learning options (FLO), learners who have sought to continue their learning can still pursue in the Open High School Program (OHSP) or in the Alternative Learning System (ALS).

One of the most efficient educational strategies carried out by DepEd Cagayan de Oro City at the present is the investment in FLO all the way up to senior high school. Hence, Senior High School Alternative Responsive Education Delivery (SHARED) Options is

operationalized as a brainchild of the Schools Division Superintendent, Jonathan S. Dela Peña, PhD.

Two secondary schools, Bulua National High School and Lapasan National High School, and two government facilities, Bureau of Jail Management and Penology-Cagayan de Oro City Jail and Department of Health-Treatment and Rehabilitation Center-Cagayan de Oro City, are implementing the SHARED Options.

To keep up with the student-centeredness of the K to 12 Basic Education Curriculum, SHARED Options facilitators are adopting the tenets of Dynamic Learning Program (DLP) that encourages responsible and accountable learning.

This compilation of DLP learning activity sheets is an instrument to achieve quality and equity in educating our learners in the second wind. This is a green light for SHARED Options and the DLP learning activity sheets will continually improve over the years.

Ray Butch D. Mahinay, PhD
Jean S. Macasero, PhD

Acknowledgment

The operation of the Senior High School Alternative Responsive Education Delivery (SHARED) Options took off with confidence that learners with limited opportunities to senior high school education can still pursue and complete it. With a pool of competent, dedicated, and optimistic Dynamic Learning Program (DLP) writers, validators, and consultants, the SHARED Options is in full swing. Gratitude is due to the following:

- ❖ Schools Division Superintendent, Jonathan S. Dela Peña, PhD, Assistant Schools Division Superintendent Alicia E. Anghay, PhD, for authoring and buoying up this initiative to the fullest;
- ❖ CID Chief Lorebina C. Carrasco, and SGOD Chief Rosalio R. Vitorillo, for the consistent support to all activities in the SHARED Options;
- ❖ School principals and senior high school teachers from Bulua NHS, Lapasan NHS, Puerto NHS and Lumbia NHS, for the legwork that SHARED Options is always in vigor;
- ❖ Stakeholders who partnered in the launching and operation of SHARED Options, specifically to the Bureau of Jail Management and Penology-Cagayan de Oro City Jail and the Department of Health-Treatment and Rehabilitation Center-Cagayan de Oro City;

- ❖ Writers and validators of the DLP learning activity sheets, to which this compilation is heavily attributable to, for their expertise and time spent in the workshops;
- ❖ Alternative Learning System implementers, for the technical assistance given to the sessions; and
- ❖ To all who in one way or another have contributed to the undertakings of SHARED Options.

Mabuhay ang mga mag-aaral! Ito ay para sa kanila, para sa bayan!

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Name:	Date:	Score:
Subject: ENTREPRENEURSHIP		
Lesson Title : Entrepreneurship		
Learning Competency : Understanding Entrepreneurship		
References : Entrepreneurship in the Phil. Setting for Senior High Schools		

Concept Notes:

Introduction:



Entrepreneurship is the art of observing correct practices in managing & operating a self-owned wealth-creating business enterprise by providing goods & services that are valuable to the customers.

Entrepreneur originates from the French word *entreprendre* which means to undertake. It connotes a business paradigm which signifies the start of a new business undertaking.

Small Business refers to a business or enterprise that correctly adopts and practices the principles of entrepreneurship.

Ordinary small business pertains to a business enterprise managed & operated by an owner who is not advocate of and does not practice the concepts and principles of entrepreneurship.

EXERCISES: Write True if the statement is correct. write False and state your reason briefly.

- _____ 1. An entrepreneur perceives entrepreneurship as the mere opening managing of a small business.
- _____ 2. Knowing all the entrepreneurial concepts will assure a person of becoming a successful entrepreneur.
- _____ 3. Entrepreneurship originates from the Greek word *entreprendre* which means to undertake a business.
- _____ 4. Having a degree in entrepreneurship will assure a person that her/his business endeavor will succeed.
- _____ 5. All business people are entrepreneurs.

Committed. Dedicated. Optimistic

A hand holding a black marker points towards a word cloud. The word cloud features various terms related to science and education, with 'theory' being the largest and most central word. Other prominent words include 'science', 'research', 'teach', 'learn', 'education', 'analysis', 'model', 'process', 'problem', 'method', 'approach', 'concept', 'idea', 'knowledge', 'understanding', 'exploration', 'discovery', 'innovation', 'creativity', 'critical thinking', 'communication', 'collaboration', 'community', 'culture', 'context', 'connection', 'contribution', 'challenge', 'change', 'choice', 'chance', 'character', 'charisma', 'charm', 'charm', 'charm'. The background is white, and the words are in various colors like red, blue, green, and grey.

It becomes the primary role of the entrepreneur to introduce innovation in any of the ff:

- Innovation theory-** on entrepreneurship was contributed by Joseph Schumpeter,an Australian economist & political economist,considers innovations as the primary factor affecting development.

Alfred Marshall theory-generalizes that the organization plays the most significant role among the different factors of production.

_____1 Theories express absolute truths about events of phenomena.

3. The entrepreneurship theory of Alfred Marshall suggests that the active

B.4. Identify which theory on entrepreneurship best applies to the business that you have observed. Explain why you chose that theory.

Name:	Date:	Score:
Subject: ENTREPRENEURSHIP		
Lesson Title : Development of Business Plan		
Lesson Competency : Product & Services		
References : Entrepreneurship in the Phil. Setting for Senior High		

Concept Notes:



Products - in marketing, a product is anything that can be offered to a market that might satisfy a want or need. In retail, products are called merchandise. In manufacturing, products are purchased as raw materials and sold as finished goods.

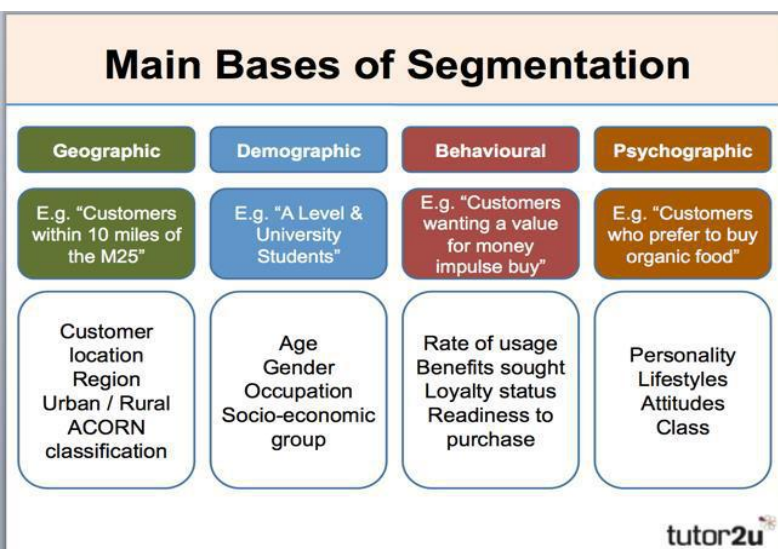
Service business - provides intangible products, such as accounting, banking, consulting, cleaning, landscaping, education, insurance, treatment, and transportation services.

EXERCISES: Write T if the statement is correct and write F if the statement is not correct.

- _____ 1. Product modification is a technique used to extend the life cycle of a product.
- _____ 2. Product development only includes the introduction of new products.
- _____ 3. Aspirin is an example of a brand name.
- _____ 4. An organization does not need technology to compete effectively in today's marketplace.
- _____ 5. A company's product line is the total range of products offered for sale.

Name:	Date:	Score:
Subject: ENTREPRENEURSHIP		
Lesson Title : Development of Business Plan		
Lesson Competency : Market Segmentation		
References : Entrepreneurship in the Phil. Setting for Senior High		

Concept Notes:



Market segmentation -is the process of dividing a market of potential customers into groups, or segments, based on different characteristics. The segments created are composed of consumers who will respond similarly to marketing strategies and who share traits such as similar interests, needs, or locations.

EXERCISES: TRUE OR FALSE:

- _____1.Demographic segmentation involves dividing the total market based on the gender of the customers.
- _____2.Market segmentation applies only to small entrepreneurial ventures.
- _____ 3. In geographic segmentation,the total market maybe divided based on the income of the population.
- _____4,Once the segment has already identified, the product will be designed specifically for such market segment.
- _____5. Consumers have common wants.

Name:	Date:	Score:
Subject: ENTREPRENEURSHIP		
Lesson Title : Development of Business Plan		
Lesson Competency: Nature & Type of Entrepreneurial Venture		
References : Entrepreneurship in the Phil. Setting for Senior High		

Concept Notes:

Macro Environment- It is the fundamental guiding factor throwing light on the overall market conditions like nature and kind of people, society, culture, lifestyle, the role of government, economical condition along with presence and use of technology.

Micro Environment - small forces within the company that affect its ability to serve its customers.



1. Sole Proprietorship-owned by one person only
2. Partnership -owned by two or more persons
3. Corporation -formed by at least five but not more than fifteen persons.

Five Ms of Production:

1. **Manpower**-refers to human workforce involved in the manufacture of products.
2. **Method**- it's a technique of converting raw materials to finish products.
3. **Mode** - refers to how the products will be produced.
4. **Machine**-refers to the manufacturing equipment used in the production of goods & delivery services.
5. **Materials** simply refers to the raw materials needed in the production of a product

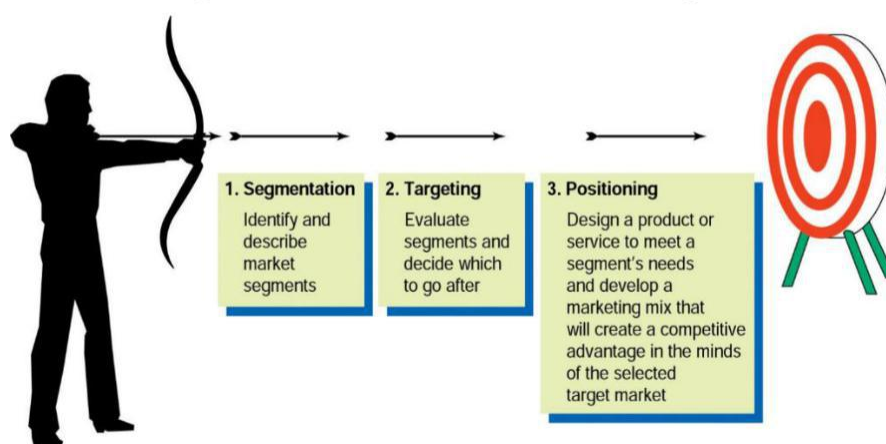
Lesson Assessment : Write True if the statement is correct and False if the statement is not correct.

- _____ 1. A sole proprietorship maybe owned by at least two persons.
- _____ 2. A sole proprietorship is easily formed
- _____ 3. A partnership is easy to form compared to a corporation
- _____ 4. A corporation is easily dissolved compared to a partnership.
- _____ 5. Law offices are service businesses.

Name:	Date:	Score:
Subject: ENTREPRENEURSHIP		
Lesson Title : Developing a Business Plan		
Learning Competency : Market Targeting		
References : Entrepreneurship in the Phil. Setting for Senior High School		

Concept Notes:

Target Marketing Process:
Linking Customer Needs to Marketing Action



Marketing targeting- identification process that aims to determine the set of buyers with common needs & characteristics.

Basic entrepreneurial marketing strategies :

- 1) Individual or one-on-one marketing
- 2) Segmentation marketing
- 3) Mass or undifferentiated marketing

Segmentation - is the technique used to enable a business to better target its products at the right customers. It is about identifying the specific need.

Exercises: True or False

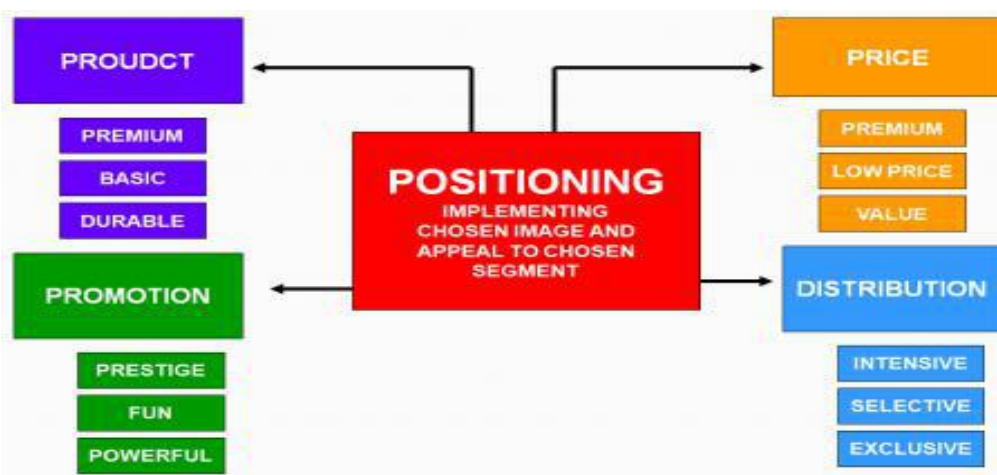
- ___ 1. In Marketing targeting, the entrepreneur defines the customers by way of segmentation.
- ___ 2. A market segment with a large size and higher growth must be served.
- ___ 3. A segment with strong barriers to the five forces of competition is a segment that is worth considering.
- ___ 4. In one-on-one marketing strategy, the consumers are considered to have similar needs and wants.
- ___ 5. The concept of mass marketing is usually applicable to consumable commodity products.

Name:	Date:	Score:
Subject: ENTREPRENEURSHIP		
Lesson Title : Developing a Business Plan		
Lesson Competency : Market Positioning		

Concept Notes:

Market positioning - plays a significant role in the practice of entrepreneurship. It is even believed to be the most important aspect of an entrepreneurial venture.

Business Positioning - simply refers to the act of occupying a certain place.



Price-is the value that is put to a product or service and is the result of a complex set of calculations, research and understanding and risk taking ability.

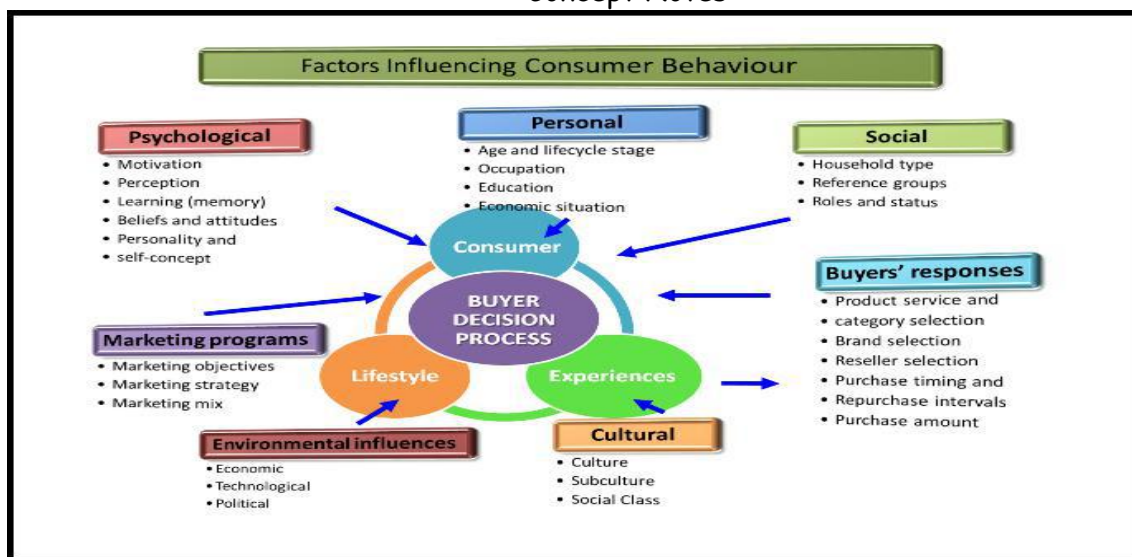
Quality-a measure of excellence or a state of being free from defects, deficiencies and significant variations.

EXERCISES: TRUE OR FALSE

- _____1. The term marketing positioning is a synonymous with business positioning.
- _____2. The product must not occupy the same place or position occupied the competitor.
- _____3. A product with less attribute is usually sold at lower price.
- _____4. All consumers prefer products with less benefits and are sold and are sold at a lower prices.
- _____5.It is highly advisable that a new product introduced in the market must have several value propositions.

Name:	Date:	Score:
Subject: ENTREPRENEURSHIP		
Lesson Title : DEVELOPING A BUSINESS PLAN		
Lesson Competency : Consumer Buying Behavior		
References : Entrepreneurship in the Phil. Setting for Senior High School http: entrep /		

Concept Notes:



Consumer buying behavior - is the sum total of a consumer's attitudes, preferences, intentions, and decisions regarding the consumer's behavior in the marketplace when purchasing a product or service.

Buying Decision Process:

- 1) Recognition of their needs and wants
- 2) Search for relevant info about the product
- 3) Evaluation of alternatives
- 4) Purchase decision

Consumers consider the following significant areas of products:

- 1) Price
- 2) Quality & Durability
- 3) Brand, color, & design
- 4) Terms & conditions
- 5) Required Payment
- 6) Amount of Credit

EXERISES: TRUE OR FALSE

- ___1. Generally, people buy one product or service instead of another because they perceive it to be a better value.
- ___2. The consumer decision process begin with a comparison of available alternatives.
- ___3. The entrepreneur not need to know the consumer buying behavior since the market has already been segmented.
- ___4. The culture of the market segment may influence the buying behavior of the consumers.
- ___5. The age or occupation of the consumer influence his/her buying behavior

Name:	Date:	Score:
Subject: ENTREPRENEURSHIP		
Lesson Title : DEVELOPING BUSINESS PLAN		
Lesson Competency : The Marketing Mix		
References : Entrepreneurship in the Phil. Setting for Senior High School http: entre		

Concept Notes:



The marketing mix is a foundation model in marketing set as the "set of marketing tools. that the firm uses to pursue its market". Thus the marketing mix refers to four broad levels of marketing decision, namely: product, price, promotion, and place.

Understanding the Tool :

- 1) Product/Service-What does the customer want
- 2) Place - Where do buyers look for your product or service?
- 3) Price- What is the value of the product or service?
- 4) Promotion- Where and when can you get your marketing messages across to your target market? Will you reach your audience by advertising online, in the press, on TV, on radio, or on billboards?

EXERCISES: WRITE TRUE IF THE STATEMENT IS CORRECT AND WRITE FALSE IF THE STATEMENT IS NOT CORRECT.

- ___ 1. Marketing mix refers to the presence of many competitors and suppliers in the market.
- ___ 2. Marketing mix is a marketing tool designed to identify the target market.
- ___ 3. In manufacturing a product, the entrepreneur must remember that the product must not be costly.
- ___ 4. A new product must be introduced in the market using the advertising as the promotion tool.
- ___ 5. In direct marketing, the sales force goes to offices and homes to sell the product.

Name:	Date:	Score:
Subject: ENTREPRENEURSHIP		
Lesson Title : BUSINESS IMPLEMENTATION		
Lesson Competency : The concepts of Needs, Wants and Branding		
References : Entrepreneurship in the Phil. Setting for Senior High http://mcdm.org .		

Concept Notes:



Needs and Wants - A need is something essential to survive. A want is something which we would like but do not need to survive. Humans have five basic needs: food, water, shelter, warmth, and clothing. Needs are only limited.

A brand is a name, term, design, symbol, or other feature that distinguishes an organization or product from its rivals in the eyes of the customer. Brands are used in business, marketing, and advertising.

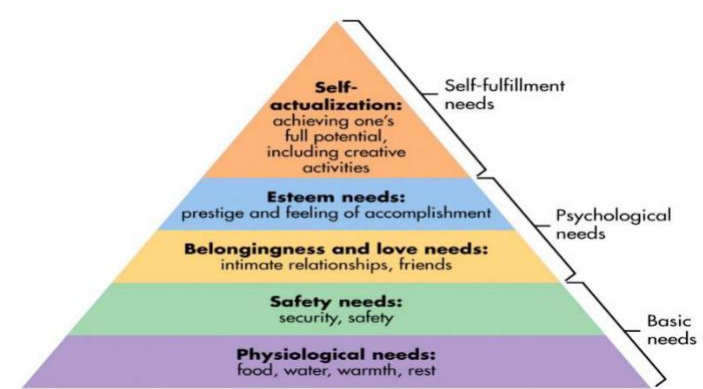


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EXERCISES: TRUE OR FALSE

- ___ 1. People do not have the same level of needs.
- ___ 2. The satisfaction of human needs provides pleasure and comfort to the human person.
- ___ 3. The term brand refers to the name of the product only
- ___ 4. The brand name and the product itself are two important concepts in the practice of entrepreneurship.
- ___ 5. Overextended brand names may create confusion among the consumers.

Name:	Date:	Score:
Subject: ENTREPRENEURSHIP		
Lesson Title : Business Implementation Learning		
Competency :Business Plan preparation		
References : Entrepreneurship in the Phil. Setting for Senior High http: entre		

Concept Notes:

A business plan is a written document that describes a business. It covers objectives, strategies, sales, marketing and financial forecasts.

Preparing a business plan

1. Preliminary investigation
2. Business Planning Process

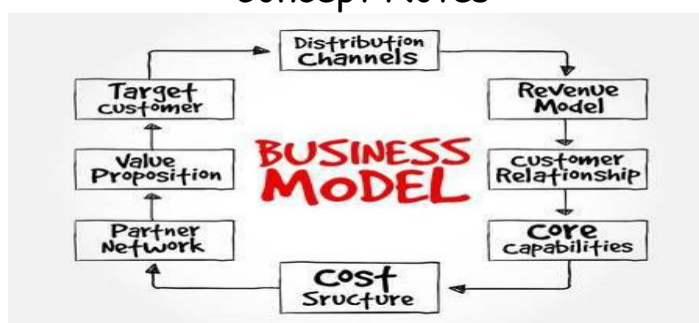


EXCERCISES: TRUE OR FALSE

- ___1.The market price is point where supply and demand meet.
- ___2.A retailer is someone who sells in small quantities to the consumer
- ___3.Are brand loyal to any specific product?
- ___4.The business plan is a mixture of facts & assumptions.
- ___5.To be useful, marketing objectives should meet four criteria: realistic, measurable, time-specific, and based on sales.

Name:	Date:	Score:
Subject: ENTREPRENEURSHIP		
Lesson Title : Business Implementation		
Learning Competency : Environmental Analysis, & Business Description		
References : Entrepreneurship in the Phil. Setting for Senior High http: www.business/industry_analysis.html		

Concept Notes:



Environmental Analysis-tools that helps determine the external & internal factors affecting the performance of the business.

Global Analysis- This analysis is part of a company's analysis-system, which also comprises various other analyses, like the industry analysis, the market analysis and the analyses of companies, clients and competitors.

Societal Analysis -frequently involves issues of equality and social justice,& determine the different variables affecting the societal environment.

Industry Analysis-involves reviewing the economic, political and market factors that influence the way the industry develops.

Business description usually begins with a short description of the industry. When describing the industry, discuss the present outlook as well as future possibilities.

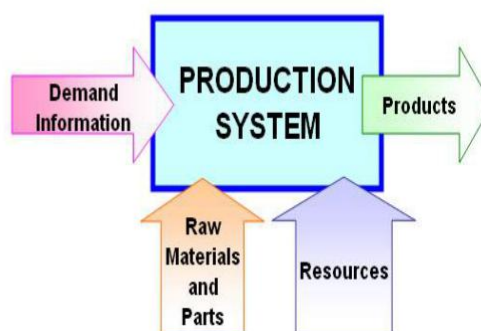
EXERCISES :TRUE or FALSE

- ___1. All forces in the societal environment must be critically evaluated.
- ___2.A business maybe to have a distinctive competency without having a core competency.
- ___3.Resources that are readily available for use, consumption, or sale within a short period are considered fixed resources.
- ___4. The entrepreneur must consider cultural acceptance & cultural integration in the business.
- ___5.Business opportunities & threats are controllable factors of the entrepreneurial venture.

Name:	Date:	Score:
Subject: ENTREPRENEURSHIP		
Lesson Title : Business Implementation		
Learning Competency : Organization Plan, Production Plan, & Operation Plan		
References : Entrepreneurship in the Phil. Setting for Senior High http://www.businessdictionary.com/definition/organizational-planning.html		

Concept Notes

Process of identifying an organization's immediate and long-term objectives, and formulating and monitoring specific strategies to achieve them..



Operation Plan- prepared by a component of an organization that clearly defines actions it will take to support the strategic objectives and plans of upper management.

Production Plan-describes activities related to the production of goods.

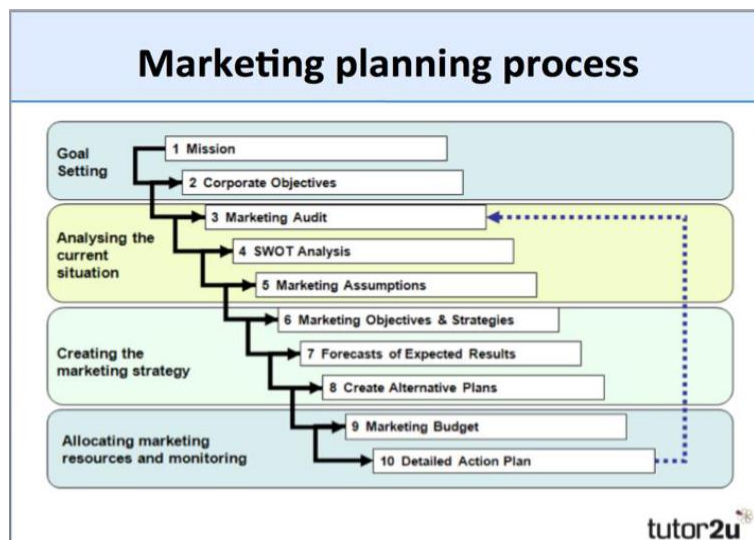
EXERCISES: TRUE OR FALSE

- ____1.Any form of business organization fits the proposed business?
- ____2.The production schedule shows the total materials needed to produce a product.
- ____3. In most instances the sole proprietor and partners have limited liability.
- ____4. The different positions & the relationships of the positions in the business are usually depicted in the organizational
- ____5. Anybody in the business can receive the goods shipped by the suppliers as long as the order has been authorized.

Name:	Date:	Score:
Subject: ENTREPRENEURSHIP		
Lesson Title: Business Implementation		
Learning Competency : Markting Plan & Financial Plan		
References : Entrepreneurship in the Phil. Setting for Senior High http: entre		

Concept Notes:

A marketing plan is a business document outlining your marketing strategy and tactics. It's often focused on a specific period of time (i.e. over the next 12 months) and covers a variety of marketing-related details, such as costs, goals, and action steps.



A Financial plan is a comprehensive evaluation of an individual's current pay and future financial state by using current known variables to predict future income, asset values and withdrawal plans.

EXERCISES :TRUE or FALSE

- ____1. The marketing plan describes in detail how the project will be finally sold to the target consumers.
- ____2. Financial statements are considered the final product of the accounting process.
- ____3. The financial plan contains information about the financing scheme of the business.
- ____4. The marketing plans does not apply to service business since it does not have any product.
- ____5. The most important part of the financial statement analysis is the result of the mathematical computation.

Name:	Date:	Score:
Subject: ENTREPRENEURSHIP		
Lesson Title: Business Implementation		
Learning Competency : Markting Plan & Financial Plan		
References : Entrepreneurship in the Phil. Setting for Senior High http: entre		

Concept Notes:

A marketing plan is a business document outlining your marketing strategy and tactics. It's often focused on a specific period of time (i.e. over the next 12 months) and covers a variety of marketing-related details, such as costs, goals, and action steps.



A Financial plan -describes each of the activities, resources, equipment and materials that are needed to achieve these objectives, as well as the timeframes involved.

Business Plan- serves as a guide for management to run the company. It also describe the most critical tasks that must be completed and the time frame for completion, a business plan allows companies to allocate resources to accomplish goals.

EXERCISES : TRUE or FALSE

- ☐ 1. The marketing plan describes in detail how the project will be finally sold to the target consumers.
- ☐ 2. Financial statements are considered the final product of the accounting process.
- ☐ 3. The financial plan contains information about the financing scheme of the business.
- ☐ 4. The marketing plans does not apply to service business since it does not have any product.
- ☐ 5. The most important part of the financial statement analysis is the result of the mathematical computation.

Name:	Date:	Score:
Subject: ENTREPRENEURSHIP		
Lesson Title: Business Implementation		
Learning Competency : Simple Bookkeeping		
References : http://quickbook.intuit.com		

Concept Notes:



Simple bookkeeping- is the recording of financial transactions, and is part of the process of accounting in business.

Example:

CASHBOOK

Month: April

Business / Name: My Fabulous Business

Details			Money In			Money Out							Reconciled
Date	Description	Ref	Sales	Bank Interest	Total In	Station-ery	Office Equip.	Internet	Drawings	Bank Fees	Total Out	Bank Balance	
1-Apr	Balance b/f				200.00							200.00	R
4-Apr	Folders and pens	1				15.00					15.00	185.00	R
15-Apr	Sale: Ms E Inkson	2	54.00		54.00							239.00	R
18-Apr	Sale: Mr R U Redy	3	30.00		30.00							269.00	R
19-Apr	Drawings	4							10.00		10.00	259.00	R
21-Apr	Envelopes & Stamps	5				20.00					20.00	239.00	R
24-Apr	Web host fees	6						40.00			40.00	199.00	R
27-Apr	Simply Chairs: Chair	7					127.00				127.00	72.00	R
29-Apr	Sale: Mr J Mighty	8	30.00		30.00							102.00	R
30-Apr	Bank Fee	9								2.50	2.50	99.50	R
30-Apr	Sale: Ms T Real	10	54.00		54.00							153.50	R
	Totals		168.00	0.00	368.00	35.00	127.00	40.00	10.00	2.50	214.50	153.50	C/f

Purchase order- official business document issued by the buyer to the seller of goods.

Invoice-official business documents issued by the seller to the buyer

Check -a document that orders payment of money from the current account maintained in the bank.

EXERCISES :TRUE or FALSE

____1.The term bookkeeping refers to the act of keeping safe or safeguarding the books of the business.

____3. A charge invoice is a business document that serves as evidence of sale of goods on a cash basis.

____4.The process of transferring the information from the ledger to the journal is called posting.

____5. After posting all the entries, the next bookkeeping process is the preparation of the financial statements.

Name:	Date:	Score:
Subject: ENTREPRENEURSHIP		
Lesson Title: Business Implementation		
Learning Competency : Income Statement		
References : Entrepreneurship in the Phil. Setting for Senior High https://www.investopedia.com/terms/i/incomestatement .		

Concept Notes:

Income Statement—also called the Profit and Loss Statement, is used to weigh a company's revenue against its expenses in order to calculate its profits. Comparing **Expenses** -may be in the form of actual cash payments (such as wages and salaries),

Start with net sales. As a general rule, the first figure listed in the a company's balance sheet is net sales for the period in question. ...

Calculate gross profit. ...

List the company's operating expenses. ...

Write out non-operating expenses. ...

Lay out your income statement.

Income statement for XYZ business for the period ending 31 st of December 2010		
INCOME	\$	\$
Services rendered	94,600	94,600
EXPENSES		(60,366)
Salaries	25,000	
Telephone & internet	6,500	
Water & electricity	16,000	
Property rates and taxes	1,000	
Insurance	7,300	
Advertising costs	1,000	
Fuel	2,500	
Stationery	412	
Bank charges / interest paid	654	
Tax expense	3,414	
NET PROFIT		30,820

EXERCISES: TRUE OR FALSE

1. The income statement is a statement that shows the result the operation of the business.
2. The income statement is a mixture of asset, revenue, and expense accounts.
3. When the revenue is more than the cost and expenses, the difference is called net loss.
4. To compute the amount of net sales for the period, sales discounts and sales return are added to the gross sales.
5. The term inventory refers to items that were sold or delivered to customers.

Name:	Date:	Score:
Subject: ENTREPRENEURSHIP		
Lesson Title: Business Implementation		
Learning Competency : Balance Sheet		
References : Entrepreneurship in the Phil. Setting for Senior High http: entre		

Concept Notes:

A balance sheet reports a company's assets, liabilities and shareholders' equity at a specific point in time, and provides a basis for computing rates of return and evaluating its capital structure....

Example Company Balance Sheet December 31, 2017			
ASSETS		LIABILITIES	
Current assets		Current liabilities	
Cash	\$ 2,100	Notes payable	\$ 5,000
Petty cash	100	Accounts payable	35,900
Temporary investments	10,000	Wages payable	8,500
Accounts receivable - net	40,500	Interest payable	2,900
Inventory	31,000	Taxes payable	6,100
Supplies	3,800	Warranty liability	1,100
Prepaid insurance	1,500	Unearned revenues	1,500
Total current assets	89,000	Total current liabilities	61,000
Investments	36,000	Long-term liabilities	
Property, plant & equipment		Notes payable	20,000
Land	5,500	Bonds payable	400,000
Land improvements	8,500	Total long-term liabilities	420,000
Buildings	180,000		
Equipment	201,000	Total liabilities	481,000
Less: accum depreciation	(56,000)		
Prop. plant & equip - net	337,000		
Intangible assets		STOCKHOLDERS' EQUITY	
Goodwill	105,000	Common stock	110,000
Trade names	200,000	Retained earnings	220,000
Total intangible assets	305,000	Accum other comprehensive income	9,000
Other assets	3,000	Less: Treasury stock	(50,000)
Total assets	\$ 770,000	Total stockholders' equity	289,000
		Total liabilities & stockholders' equity	\$ 770,000

The notes to the sample balance sheet have been omitted.

ASSETS = LIABILITIES + OWNER'S EQUITY		
BALANCE SHEET		
ASSETS	LIABILITIES	OWNER'S EQUITY
GOODS AND RESOURCES OWNED BY THE COMPANY	DEBTS OF THE COMPANY	CONTRIBUTION OF OWNERS AND PAST EARNINGS
TOTAL ASSETS:	TOTAL LIABILITIES AND OWNER'S EQUITY:	
	=	

Asset -is anything tangible or intangible that can be owned or controlled to produce value and that is held by a company to produce positive economic value is an asset. Simply stated, assets represent value of ownership.

Liabilities - are legally binding obligations that are payable to another person or entity. Settlement of a liability can be accomplished through the transfer of money, goods, or services. A liability is increased in the accounting records with a credit and decreased with a debit.

Owners Equity-Owner's equity represents the owner's investment in the business...

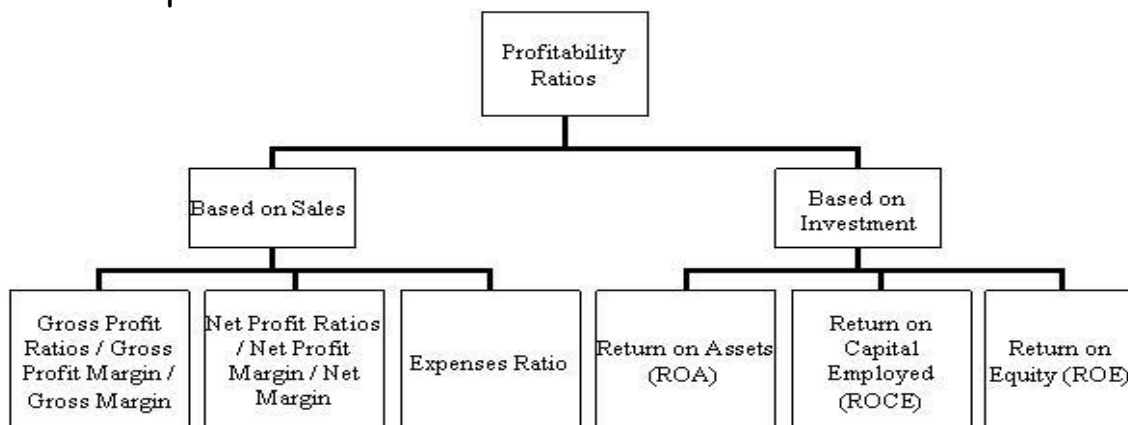
EXERCISES: TRUE OR FALSE

1. The balance sheet shows the financial position of the business for a given period.
2. The ability of the business to pay all its obligations is called liquidity.
3. The information shown on the face of the balance sheet is divided into four major sections.
4. Building and equipment are examples of noncurrent assets.
5. The body of the balance sheet includes information about the income earned during the period.

Name:	Date:	Score:
Subject: ENTREPRENEURSHIP		
Lesson Title: Business Implementation		
Learning Competency : Profitability Ratios		
References : Entrepreneurship in the Phil. Setting for Senior High https://www.investopedia.com/terms/p/profitabilityratios		

Concept Notes:

Profitability ratios are a class of financial metrics that are used to assess a business's ability to generate earnings relative to its associated expenses..



Gross profit ratio a profitability ratio that shows the relationship between gross profit and total net sales revenue.

Expenses- ultimately mean money that is spent in order to continue and grow the operations of a business.

Financial Statement-Financial statements are a collection of reports about an organization's financial results, financial condition, and cash flows.

Net Profit Ratios- net profit ratio is really a short-term measurement,

$$\text{Net profit ratio} = \frac{\text{Net profit after tax}}{\text{Net sales}} \times 100$$

EXERCISES :TRUE or FALSE

- ___1. The gross profit provides information on the cost ratio of the business.
- ___2The gross profit of the entrepreneurial venture is computed by dividing the cost of goods by net sales.
- ___3.The operating profit margin rate indicates information on the percentage of operating expenses to the net sales.
- ___4. The net profit margin rate presents the general perspective of the operating performance of the due business.
- ___5.The amount of income per peso investment can be determined by computing the net profit margin.

LEARNING ACTIVITY SHEET 20

Name:	Date:	Score:
Subject: ENTREPRENEURSHIP		
Lesson Title: Business Implementation		
Learning Competency: Solvency Ratios		
References : Entrepreneurship in the Phil. Setting for Senior High http: entre		

Concept Notes

Solvency is essential to staying in business as it demonstrates a company's ability to continue operations into the foreseeable future

The commonly used for solvency ratios are as follows:

- 1) **Debt ratio** - measures the percentage of funds that is provided by the creditor
- 2) **Equity ratio**-determines the level of investment provided by the owner from borrowings.
- 3) **Debt to equity ratio**- measures the percentage of debt & equity in the capital structure of the business
- 4) **Times interest earned**- measures the ability of the business income to cover the interest that arises

$$\begin{aligned} \text{Debt ratio} &= \frac{\text{Total Liabilities}}{\text{Total Assets}} \\ \text{Equity ratio} &= \frac{\text{Total Owners Equity}}{\text{Total Assets}} \\ \text{Equity to Equity Ratio} &= \frac{\text{Total Liabilities}}{\text{Total Equity}} \\ \text{TIE} &= \frac{\text{Income before Interest \& taxes}}{\text{Interest}} \end{aligned}$$

EXERCISES: Write True if the statement is correct & False if the statement is incorrect

- ___1) A business with low debt ratio is generally considered stable.
- ___2) A business without noncurrent liability will have the same
- ___3) A business with high value of times interest earned may appear to have a favorable solvency status with financial institutions.
- ___4) A high debt ratio is favorable to the business.
- ___5) The debt ratio indicates the proportion of the total assets that are financed by the creditors.

LEARNING ACTIVITY SHEET 20

Name:	Date:	Score:
Subject: ENTREPRENEURSHIP		
Lesson Title: Business Implementation		
Learning Competency: Entrepreneurial Application by Opening a Small Business		
References : Entrepreneurship in the Phil. Setting for Senior High http://entre		

Concept Notes:

10 Steps to Start a Small Business

- Step 1: Do Your Research. ...
- Step 2: Make a Plan. ...
- Step 3: Plan Your Finances. ...
- Step 4: Choose a Business Structure. ...
- Step 5: Pick and Register Your Business Name. ...
- Step 6: Get Licenses and Permits. ...
- Step 7: Choose Your Accounting System. ...
- Step 8: Set Up Your Business Location.
- Step 9: Establish a business line of credit.
- Step 10: Ready your workspace.



Activity1 Completion of the Initial Business Requirements

Activity 2 Preparation of the Physical Structure of the Business

Activity 3 Handling of Daily Business Transactions Activity 4

Submission of Final Requirements

Role of the Teacher:

The students may open their small business inside & outside the school campus individually or groups, the teacher guides & support them in every step. She checks the compliance .

1. Approved Business Plan
2. Letter of the students to the school administrator, properly noted by the instructor, seeking approval for opening of a small business within the school campus.
3. School campus permit from the office principal, for opening of a small business outside the school campus.
4. Parents consent & agreement defining the duration of the project & responsibilities of the teacher and the school among others.
5. Approved business trade name from the Department of Trade & Industry (DTI)
6. Permit Inspection report from the government regulatory agencies.
7. Approved & properly stamped journals & ledgers by the Bureau of Internal Revenue (BIR)
8. Municipal or city permit.