

TLE

Quarter 1 – Module 1: UNIT 1-THE IDEAL ENTREPRENUER



What I Need to Know

This module was designed and written with you in mind. It is here to help you about Ideal Entrepreneur. The scope of this module permits it to be used in many different learning situations. The language used recognizes the diverse vocabulary level of students. The lessons are arranged to follow the standard sequence of the course. But the order in which you read them can be changed to correspond with the textbook you are now using.

Learning Competencies: IDENTIFIES THE SELLERS AND BUYERS (TLE6IE-Oa-1)

The module is divided into three lessons, namely:

- Lesson 1 – Define Entrepreneur and Discuss the qualities of an Ideal Entrepreneur
- Lesson 2 – Identify the sellers and buyers

After going through this module, you are expected to:

- Define what is Entrepreneur.
- To know the qualities of an Ideal Entrepreneur.
- Identify sellers and buyers.



What I Know

A. Direction: Write **TRUE** if the statement is correct and **FALSE** if it is wrong. Write your answers on a separate sheet of paper.

1. Entrepreneur is a person who starts a business and is willing to risk loss in order to make money.
2. Characters and Values is important to become a successful Entrepreneur.
3. Buyer is defined as "a party which acquires, or agrees to acquire, ownership (in case of goods), or benefit or usage (in case of services), in exchange for money or other consideration under a contract of sale."
4. Seller is defined as " a party that makes, offers or contracts to make a sale to an actual or potential buyer."
5. A buyer is someone who makes a purchase while seller is someone who sells something.
6. To be a successful seller, you must not consider building relationship to buyers.
7. An entrepreneur also buys the raw materials to create a product that he would like to sell.
8. An entrepreneur can be both a buyer and a seller.
9. Buying process is the series of steps that a consumer will take to make a purchasing decision.
10. A want is an important product that you must acquire while a need is a product that you desire but is not important.

Lesson 1

Successful Entrepreneur



What's In



Based on the picture shown above, what comes into your mind when you hear the word Entrepreneur?



What is It

What is an entrepreneur?

Who can be an ideal entrepreneur?

What are the qualities of a successful and an ideal entrepreneur?

Entrepreneur

An **Entrepreneur** is someone who is willing to put up the capital needed to set up a business fully aware of the risks involved. It is he or she who plans, organizes, and manages the business, hires the people to help run it, and ensures that the product or service being offered is sold at a reasonable profit in order to earn.

Qualities of an Ideal Entrepreneur

Industrious

Displays hard work and perseverance in the face of challenges; utilizes skills to diligently carry out tasks or make goods.

Innovative

Has the ability to envision future needs or demands and create new opportunities, products, and services to meet these demands.

Honest

Does not engage in deceptive or fraudulent acts; displays sincerity at all times.

Persistent

Does not easily give up or let go.

Caring

Understands the feelings, concerns, and needs not only of his or her customers but also his or her workers.

Helpful

Is always available to provide assistance.

Faith in goodness and righteousness

Conducts business fairly and cultivates a culture of righteousness

Organized yet flexible

Is able to adapt to any change yet remain logical and organized

Confident

Feels or shows certainty, as of success.

Strategist

Is a careful planner; sets long term goals and plans and executes a well thought of strategy in order to achieve them.

Prudent

Is never wasteful and always ensures that all resources are used wisely and every bit of raw material does not go to waste

Determined

Is a go-getter and an achiever; acting on a dream, vision, and plan, no matter how hard it may seem at first

Knowledgeable

Is well-trained and possess information and understanding of concepts necessary to run a business venture

High quality philosophy

Strives for excellence and perfection to exceed customer satisfaction

Risk-taker

Takes calculated risks and knows how to match opportunities with market realities; takes on risks anticipating business profitability and chances of success.



What's new

According to research, only less than a quarter of Philippine population is into Entrepreneurship because Filipinos prefer a fixed income and a simple, comfortable life. However, running an enterprise provides unlimited income opportunities and more money that one cannot have.

Recent surveys also reveal that more Filipinos are now thinking of their own businesses. But, it comes with many challenges. This lesson will help us understand what entrepreneurship is all about and what qualities will help individuals to become a successful and an ideal entrepreneur.



What's More

Group Activity

Group 1: Put a check on Agree or Disagree for the following situations of an entrepreneur.

Situations	Agree	Disagree
1. Sell products that have already expired		
2. Being truthful to customers.		
3. Does not attend any seminars/trainings to further business expertise.		
4. Treats employees as part of the team.		
5. Ventures into another business without careful planning.		

Group 2: Word Search. Find the different qualities of an ideal entrepreneur.

H	P	R	O	A	C	I	O	G
E	O	T	R	E	P	I	U	S
L	Y	N	C	A	R	I	N	G
P	R	O	A	C	T	I	V	E
F	C	O	N	S	O	D	Q	R
U	Z	H	O	N	E	S	T	W
L	P	R	U	D	E	N	T	I

Lesson 2

BUYER AND SELLER



What's In

What are the qualities of a successful and an ideal entrepreneur?



What is it

Buyers are:

- Persons or organizations who agree to purchase the finished products or services presented with the prescribed or correct features.
- Persons or organizations that purchase materials from suppliers for products and services.
- Manufacturers who purchase raw materials needed for production

Sellers are:

- Persons or group of persons who transfer goods and services to the buyers in exchange for money.
- Persons who offer things to buyers in return of something which most of the time is money.
- Vendors creditors, dealers, merchants and suppliers who dispose things in return for money.

Seller as Buyer:

- Seller is also a buyer because he or she buys the goods that he or she will sell in his or her customers.
- She or He buys these goods either from the manufacturer or the producer of the goods, or from wholesales or middlemen.

The duties of a seller:

- Make business fairly with buyers.
- Deliver on time, with proper care and place of delivery.
- Provide warranty for the product sold to the buyer.



What's new



Let the pupils describe what they see in the pictures. Ask the pupils who are the seller and the buyer in the picture? Today, we are going to learn about the sellers and buyers' relations.



What's More

Group Activity

Look at the group of people below and their relationships. Can you identify who are the sellers and buyers are? Can buyers and sellers change their roles? Show their relationship in the form of a diagram in your notebook.

Group 1

Farmer
Fruit shake vendor
Fruit vendor
Student

Group 2

Baker/bakeshop
Owner
Flour dealer
Household

Group 3

Car owners
Car manufacturers
Automotive parts
Supplier

Group 4

Garment
Merchandiser
Shopper
Dressmaker



What I Have Learned

As a buyer or seller, is it necessary to know the right quality, quantity, time and price when you buy a good or products? What value do you show if you secure the quality and worth of your money when you buy goods or products?

Write your answer in a sheet of paper.

What is Entrepreneur?

Give at least 10 qualities of Ideal Entrepreneur?

What is a buyer and a seller?

Based on your observation in your own community/school, what are the important roles of buyers and sellers in business?



What I Can Do

Plan and Make a presentation of a skit, interview, act out activity showing the roles and responsibilities of sellers and buyers. You can present through:

1. How a seller offers his/her goods to the buyer.
2. How a seller deals with a buyer in a store or in a school canteen?
3. How a buyer behaves in the market?
4. How a buyer selects the goods suited to his/her purpose.
5. How a buyer determines the right price for the goods he/she buys.

As a buyer or seller, is it necessary to know the right quality, quantity, time and price when you buy a good or products? What value do you show if you secure the quality and worth of your money when you buy goods or products?



Assessment

Direction: Describes a seller (**S**). Write **S** or **B** on the blank.

- ____ 1. Mila can explain very well the advantages of the new brand detergent soap that she is endorsing.
- ____ 2. Mr. Morgan Maeng uses his connections with dealers to purchase at discounted prices.
- ____ 3. Kimberly patronizes a brand of pizza that offers free home delivery.
- ____ 4. Mrs. Lourdes offers longer store hours during holiday seasons.
- ____ 5. Juvy carefully reads the product labels of a particular brand of chocolate.

Directions: Answer **ideal** or **not ideal** for the following situations of an entrepreneur. Write your answers on the blank.

- ____ 6. Be on time in dealing business.
- ____ 7. Sells products that have already expired.
- ____ 8. Lend money in time of employee's emergencies.
- ____ 9. Look for another business without careful planning.
- ____ 10. Makes good judgement in decision making.



Additional Activities:

- Observe the entrepreneurs within your community. What are the products that they sell? Accomplish the chart below.

Business/store name	products

- List down ten qualities of an ideal entrepreneur. Write it on your assignment notebook.



Answers key

Entrepreneur – Is someone who is willing to put up the capital needed to set up a business fully aware of the risks involved.

Qualities of Ideal Entrepreneur

- Industrious, Prudent
- Innovative, determined
- Honest, Knowledgeable
- Persistent, High Quality
- Philosophy
- Caring, Risk Taker
- Helpful
- Faith in God and

Seller – Person or group of persons who transfer goods and services to buyers in exchange for money.

Buyer – Person or organization that purchase materials from supplier for products and services.

The important role of a buyer and a seller are.

Buyer are primarily responsible for the planning, selecting, and buying of merchandise for retail establishment.

Seller is the one who provide the needs and demands of the buyers.

Assessment:

1. S
2. B
3. B
4. B
5. B
6. Ideal
7. Not ideal
8. Ideal
9. Not ideal
10. Ideal