



Name: _____

Class: _____ Date: _____

Entrepreneurship 101

An activity of "Turning the lights on for those who live without electricity".

"Turning the lights on for those who live without electricity" (page 9, *What's Up* October 2023) is about a project that started in the Philippines. Read the article to find out how villagers in poverty were helped by learning how to make and use solar nightlights.

Some points to note about the solar nightlight:

- It is easy to assemble and does not require a lot of space to do so.
- The materials needed are:
 - a one-litre plastic bottle — the disposable kind that holds fizzy drinks.
 - a simple circuit, battery, LED light, plastic tubing, and a small solar panel.
- The solar nightlights can be used to light up indoor and outdoor spaces.

1. In a small group, use the above points to discuss what these new entrepreneurs need to do to succeed. Fill in the table below. A few ideas have been given as examples.

Materials and Tools	
Where to get the materials and tools?	<ul style="list-style-type: none"> • <i>Buy the materials from shops.</i> • <i>Buy or borrow the tools.</i>
How to pay for them?	

Production	
Where to make the lights?	
How to improve on the lights?	<ul style="list-style-type: none"> • <i>Ask for feedback from customers who use the lights.</i>

Sales	
How to price the solar lights?	
Who to sell them to?	

2. Many entrepreneurs face challenges in their businesses. Discuss how the two challenges below can be overcome. Think of one more challenge that may come about. Write it down and discuss how it can be overcome.

Challenge	How to overcome the challenge
The prices of the materials go up.	
Customers switch to a competitor who sells their lights at a lower price than you do.	

3. Share with the class what your group discussed.