



# **SAGE and Your High School: A Partnership Opportunity**

## **A Partnership Opportunity**



Exceeding Expectations

# What is SAGE?



*SAGE is a global community of teenage entrepreneurs sharing a common purpose: to make the world a better place.*

# SAGE's Mission



***To advance youth entrepreneurship education and community service around the world, emphasizing ethical business practices, social responsibility, civic engagement and environmental awareness.***

# What is SAGE?



***SAGE is an international network that links secondary school student organizations, like Junior Achievement or Economics classes, and student government, to business consultants from local universities, community colleges and businesses.***

# What does a SAGE “team” do?



Students are asked to complete projects related to:

- *“commercial” (for-profit) entrepreneurship*
- *“social” entrepreneurship (e.g., emphasis is to solve a social problem) international business*
- *civic engagement, and*
- *environmental awareness.*

Then, at the end of April or May.....



- *Your team writes up a brief summary of your projects (with help from your university mentor)*
- *You create a dazzling PPT or multimedia presentation*
- *Your SAGE team travels to the state competition to present your projects to a panel of influential business and civic leaders (this year, in CA, the SAGE CA tournament is May 14-15 in San Francisco)*
- *The BEST team wins prize money and the right to represent your school in the SAGE USA National Competition!*

# Why Is This Project So Important?



- SAGE encourages a higher level of understanding of financial and economic concepts in high schools
- Also, a recent Gallup survey found that, even though 69% of high school students want to start their own business, 84% of those surveyed reported that their understanding of business issues is poor.
- Many students want to “give back” to the community; SAGE gives them a chance to use their talents, creativity and imagination in choosing what programs to serve.



# Why Is This Project So Important?

- The human and physical resources available at most universities are underutilized in terms of assisting high school students achieve financial literacy, entrepreneurship skills, and knowledge of international trade.
  - This is why we encourage **all** high school SAGE teams to seek out mentors/consultants from nearby universities



# Beyond the Classroom



- High school students have greater potential than what adults perceive.
- Employers are looking for students who can lead projects in unstructured settings
- They want students who can present well, both in writing and verbally
- University students make outstanding business consultants for younger students
- Students don't take a "test" at the end of the year; they make a "presentation" to an influential panel of judges
- Learning by doing (i.e., experiential learning and project-based learning)

# How does a high school get started?



- Read the 2008-2009 SAGE Handbook (download from SAGE website [www.sageglobal.org](http://www.sageglobal.org))
- Determine how best to implement SAGE into your school (e.g., after-school business clubs or as part of existing classes like Virtual Enterprise or economics)
- Consider partnering with other organizations on your campus!

# SAGE Judging Criteria (10 Total)



***In their annual report and verbal presentation, how effective were the students in demonstrating that they:***

1. Completed at least one new “commercial” entrepreneurship venture (10 points)
2. Completed at least one continuing “commercial” entrepreneurship venture (10 points)
3. Completed at least one new “social” entrepreneurship venture (10 points)
4. Completed at least one continuing “social” entrepreneurship venture (10 points)
5. Included at least one type of “global” component in their venture(s) (10 points)

## SAGE Judging Criteria 5-6



***In their annual report and verbal presentation, how effective were the students in demonstrating that they:***

6. Understand the importance of civic engagement (10 points)
7. Understand the importance of being responsible stewards of the environment (10 points)

# SAGE Judging Criteria 7-10



***In their projects, how effective were the students in:***

7. Utilizing resources, including at least one or two college “mentors” and a Business Advisory Board (10 points)
  
9. Utilizing mass media (10 points)
  
10. Assessing the results of their projects (10 points)

# Other Benefits for Students



- Network with other students and businesses
- Earn country-wide recognition among other high school business organizations... Show them why your students are the best!
- Enhance practical presentation and other business skills
- Enjoy the friendly competition

# SAGE World Cup



- The winner and first runner up of each state SAGE competition will represent the state in the SAGE USA competition On May 15-17, 2009 in San Francisco.
- The top two teams at the SAGE USA event advance to the World Cup Competition in **Brazil in August 2009.**

# SAGE Global's Impact



## Active Countries:

- Brazil
- China
- Germany
- Ghana
- Kenya
- Nigeria
- Philippines
- Russia
- Singapore
- South Africa
- South Korea
- Tanzania
- Uganda
- Ukraine
- United States

## Joining the SAGE Global network soon:

- Angola
- Australia
- Canada
- England
- France
- India
- Ireland
- Israel
- Italy
- Jamaica
- Mexico
- Mozambique
- Paraguay
- Peru
- Scotland
- Senegal
- United Arab Emirates
- Uruguay
- Zambia
- Zimbabwe



# For More Information

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