



Network for Teaching Entrepreneurship

## AT A GLANCE

### Our Mission

Network for Teaching Entrepreneurship (NFTE) activates the entrepreneurial mindset with unique learning experiences that empower all students to own their futures.

### What is the Entrepreneurial Mindset?

Having an entrepreneurial mindset prepares young people for lifelong success – in school, in business, and in life. The entrepreneurial mindset is a set of characteristics, attitudes, behaviors, and skills that help students identify and make the most of opportunities, overcome and learn from setbacks, and achieve in a variety of settings. These skills and traits drive action and are essential for success in today's ever-evolving innovation economy and future workforce. In NFTE's model, the entrepreneurial mindset emphasizes eight core domains:



INITIATIVE  
& SELF RELIANCE



FLEXIBILITY  
& ADAPTABILITY



COMMUNICATION  
& COLLABORATION



CREATIVITY  
& INNOVATION



FUTURE  
ORIENTATION



OPPORTUNITY  
RECOGNITION

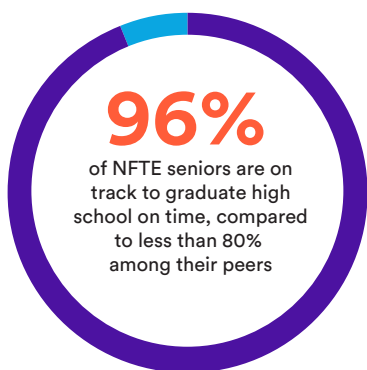


CRITICAL THINKING  
& PROBLEM SOLVING



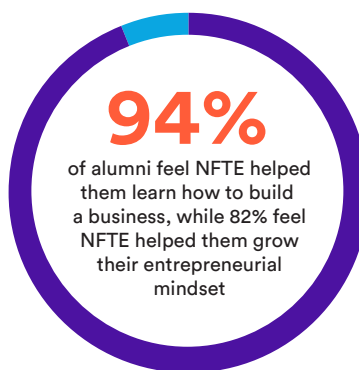
COMFORT  
WITH RISK

The entrepreneurial mindset helps NFTE students further their education, launch their own businesses, and succeed in the workplace.



**1 IN 4**

NFTE alumni have started at least one business, compared to 2% of young adults in general



Teaching entrepreneurship accelerates inclusiveness. NFTE programs reduce inequities in education and the workforce in two ways:

- NFTE programs reduce the opportunity gap for students from under-resourced communities. This is significant at a time when an estimated 38% of young people are not adequately prepared for post-secondary success.
- NFTE students who are young women are able to make tremendous gains in entrepreneurial mindset skills when compared to their male peers. This suggests that providing girls with early exposure to entrepreneurship can accelerate gender diversity among entrepreneurs.

## U.S. & GLOBAL REACH

2023-24 School Year

(\*Projected)

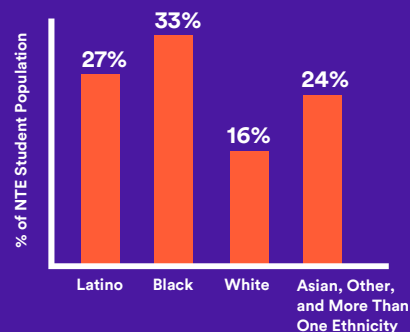
**59,500**  
Students

**1,111**  
Teachers

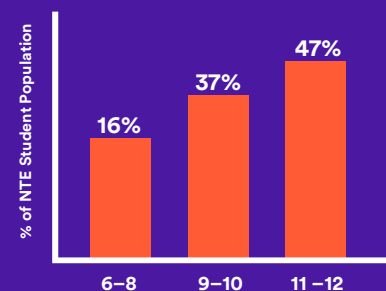
**818**  
Program  
Partners

## Demographics

### Race/Ethnicity



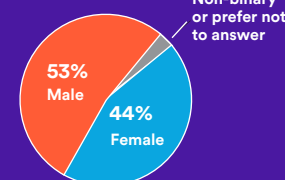
### Grade Level



**76%**

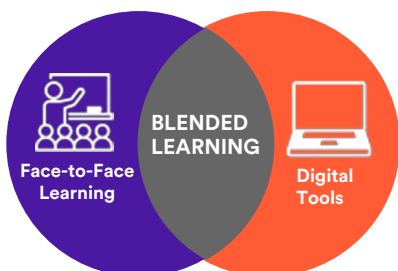
of U.S. NFTE partner schools have free and reduced lunch rates (FRL) of 50% or greater.

### Gender

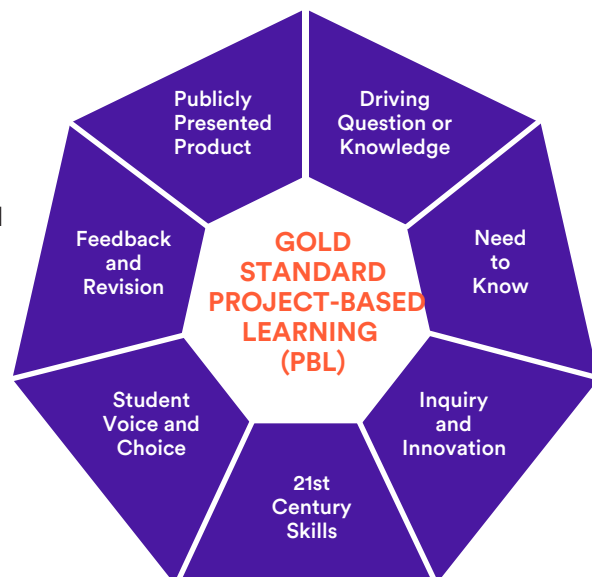
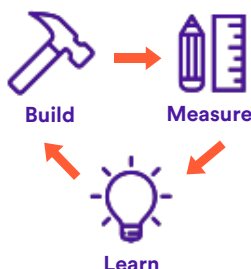


## NFTE Entrepreneurship Pathway and Certification

NFTE's innovative programs engage and challenge young people. Our Entrepreneurial Teacher Corps is trained to guide students as they develop their entrepreneurial mindset through experiential, project-based learning that integrates lean startup practices and digital tools. Advanced NFTE students are able to earn both the **Intuit QuickBooks certification** and the **Entrepreneurship and Small Business (ESB)** certification from Certiport, a Pearson VUE business.



### LEAN STARTUP PRACTICES



## NFTE ENTREPRENEURSHIP PATHWAY

Awareness	Introductory	Intermediate	Advanced
World Series of Innovation (online experience)	IN-SCHOOL PATHWAY		
	Startup Tech Exploring Careers Entrepreneurship Essentials	Entrepreneurship 1	Entrepreneurship 2*
	OUT OF SCHOOL		
	Start It Up! ESB Prep!	BizCamp	Startup Summer Founders Forum

\*Certiport ESB Certification; Intuit Quickbooks Certification; Intuit Design for Delight (D4D) Innovator Certification

NFTE mobilizes business leaders and entrepreneurs as volunteers to bring real world experience into every NFTE student's program experience. Dedicated volunteers serve as coaches, business advisors, guest speakers and competition judges. They help young people develop their business ideas, refine their plans and pitches, and explore career opportunities.



I never saw myself running a business, but NFTE taught me to see opportunity rather than obstacles and completely changed the direction of my life.

Jay'Ana Smith, NFTE Alum



To learn more about partnering with NFTE, supporting our Aspiring Entrepreneurs Program, or bringing NFTE programs to your school or community-based organization, email Liliana Pichardo, Director of Development, Strategic Partnerships at [LilianaP@nfte.com](mailto:LilianaP@nfte.com).