



PATIÑO



SCHOOL

INNOVATE.
LEAD.
LEARN.
CREATE.

School Identity



INNOVATE.
LEAD.
LEARN.
CREATE.

"E" represents
Entrepreneurship

Four Patiño
Entrepreneurial
Actions



The Elephant logo was chosen to represent Patiño students. Elephants share the following characteristics with entrepreneurial leaders:

- Collaboration
- Problem Solving
- Openness
- Decisiveness
- Patience
- Confidence
- Loyalty



Ideating The ability to generate ideas to innovate and solve problems.



Interviewing The act of gathering information, thoughts, and opinions through questioning and listening to others.



Think Visually The ability to use visual and graphic representations to motivate and demonstrate thinking.



Analyzing Text & Data The ability to analyze text and data to extract information and understanding.



Working in Teams The act of working collaboratively with others toward a collective outcome.



Prototyping The act of creating an initial version of a product or service to test and gather data and feedback.



Providing Feedback The process of evaluating products and processes and providing constructive information used as a basis for improvement.



Writing The ability to organize ideas, data, and information in written form.



Storytelling The art of describing ideas, processes, and information in a narrative format.



Experimenting The process of testing, evaluating progress, and changing based on results.



Pitching The act of persuasively presenting an idea.



Reflecting The process of thinking deeply about past actions and performance.



12

Foundational Entrepreneurial Skills

All content areas are taught through these 12 skills

1 Entrepreneurial Mindset

We teach students to be problem solvers and active learners. They need to take advantage of opportunities and learn from their mistakes. They are also need to be willing to try new things and engage in experimentation. All teachers and students are expected to adopt an entrepreneurial mindset.

Entrepreneurial Skills 2

All subjects are taught through 12 foundational entrepreneurial skills. Working on these skills helps students learn content, but it also helps them develop and improve these skills that are transferable across classes and will support them in launching their businesses.

Teaching and Learning at Patiño

3 Project-based Learning

Students participate in projects to practice application of core content. Project-based learning enables students to gain a context for their learning and promotes student autonomy and investigation.

Real-world Action 4

Students are able to participate in activities that allow them to apply their learning in the real world. Real-world action creates career and college-ready students and helps them make initial connections with post-secondary pathways.

Models

We use several models of thinking and action to move students forward through the process of learning and creating businesses.



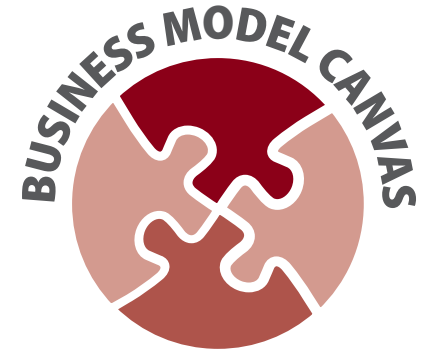
DESIGN
THINKING

empathy • define
ideate • prototype • test

LEAN

STARTUP

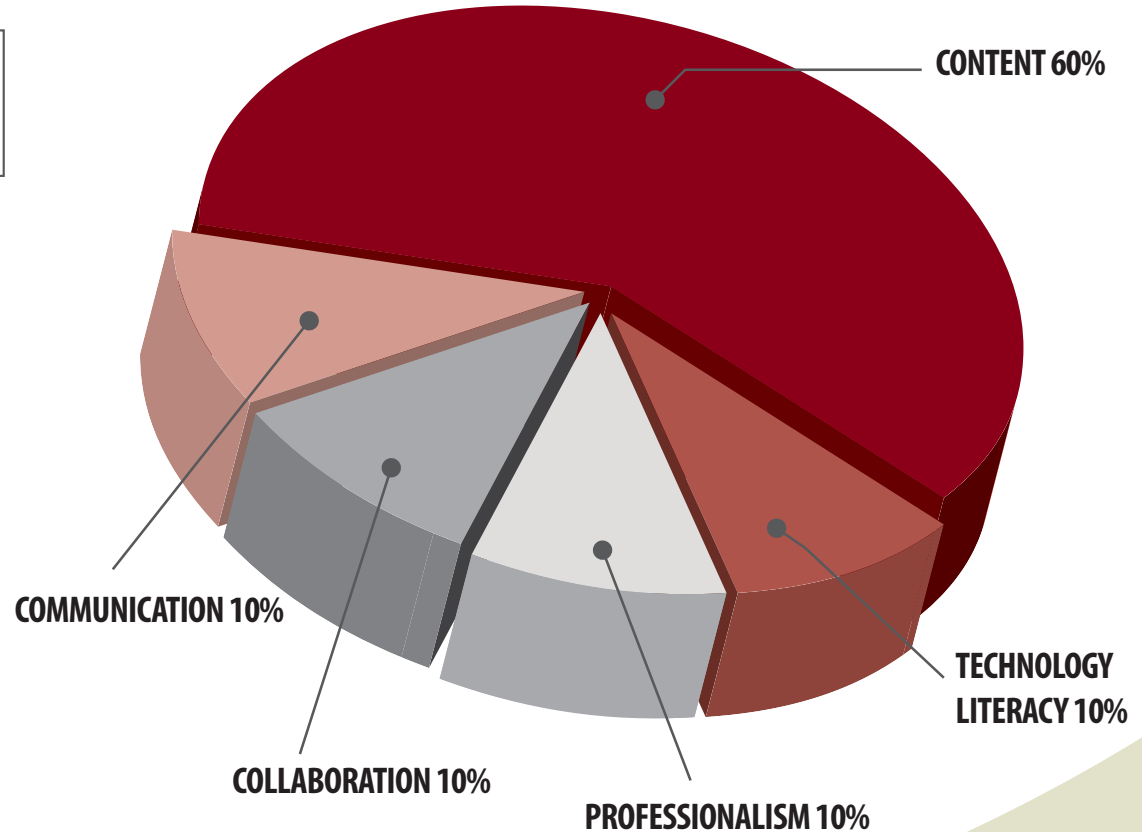
BUILD
LEARN
MEASURE



Customer Problems
Solutions
Unique Value Proposition
Customer Relationships
Customer Segments
Key Metrics
Channels
Cost Structure
Revenue Streams

Grading Policy

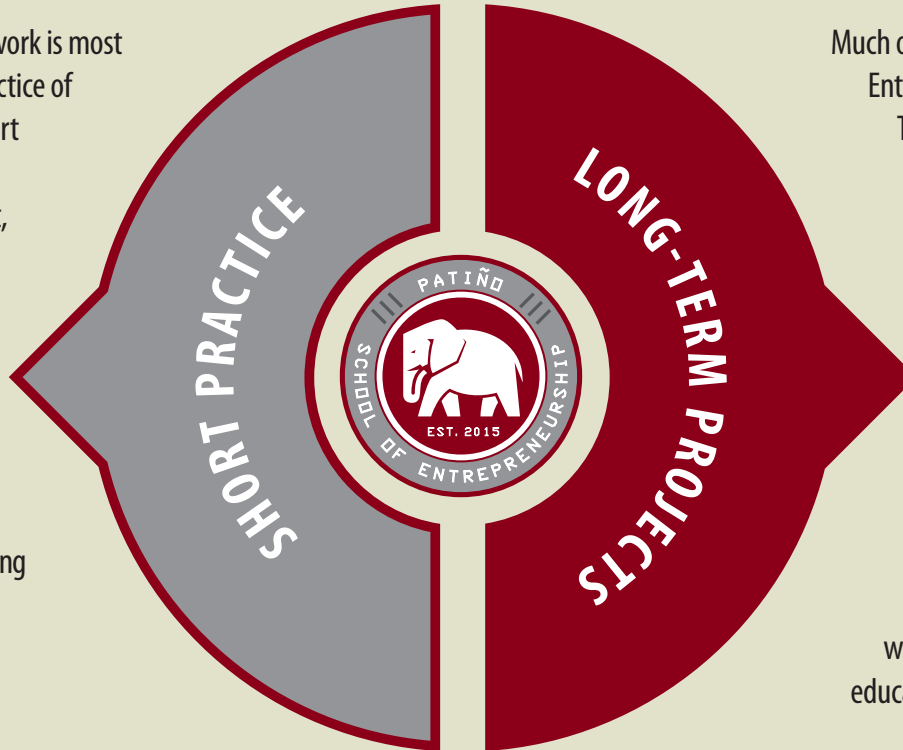
All teachers at Patiño have adopted the same grading scale to keep practices consistent across the school. The grading scale is a reflection of what we value in student learning. Each category has a specific connection to content learning or principles of entrepreneurship. The purpose is to measure what students have learned and how well they are able to apply that knowledge to real world situations.



Homework Policy

Homework assigned falls into one of two categories- short practice and long-term projects.

Research shows that homework is most beneficial when it is the practice of already mastered skills. Short practice homework should allow students independent, brief practice of skills they have already successfully mastered in a classroom setting with the support of a teacher. Homework should ensure students are reinforcing their learning through practice, not attempting new learning.



Much of the work at Patino School of Entrepreneurship is project based. These often take place over several weeks or even months. Students are responsible for completing these projects. They have class time to work on projects, but they also need to use time outside of class. Sometimes this requires working with other students. This homework mirrors the kind of projects that students will be responsible for in higher education and professional settings.

Technology



Industry Standards

All students will gain experience with technology industry standards to support tech application in the workplace.

Access

All students have access to technology and are connected through a cloud based learning management system.



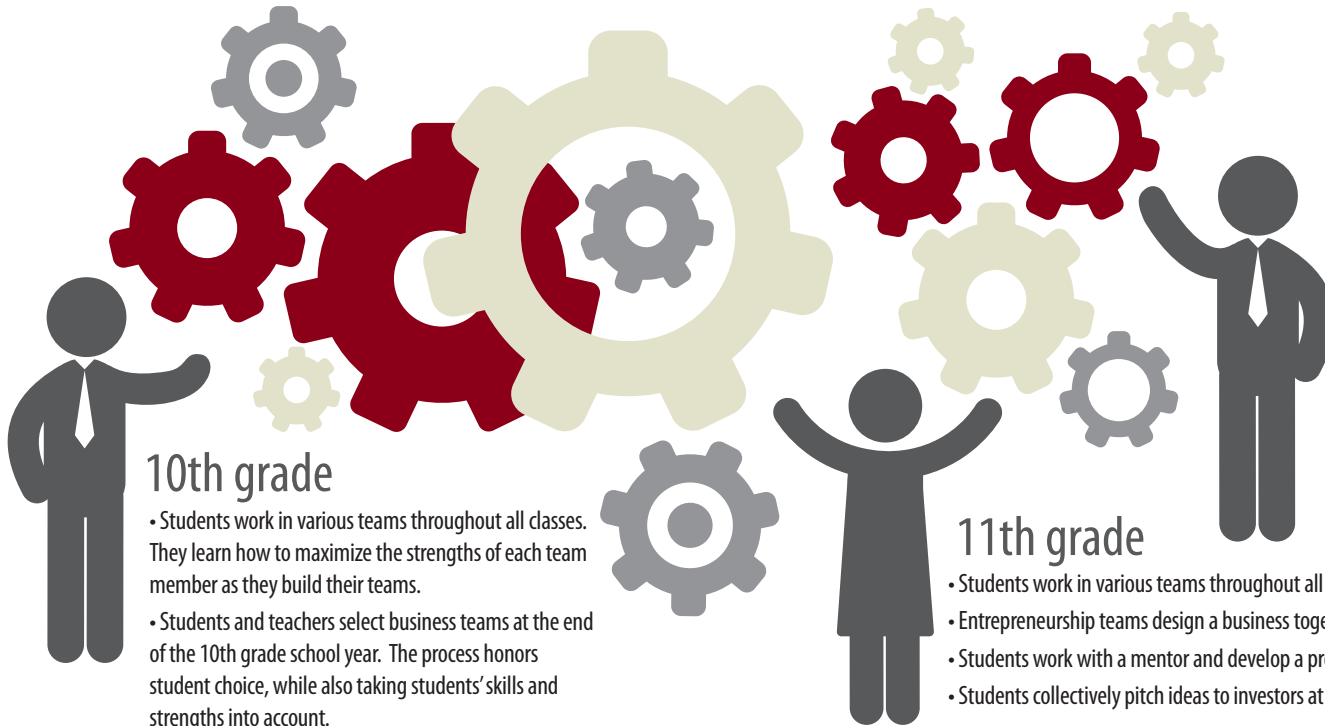
Expert Support

All students take classes in Web Development or Online Marketing. Technology classes are team-taught by a credentialed teacher and a technology consultant who works in the industry.



Teams

Students work in teams in all classes. They gain experience in the collaborative practice of business and learn soft skills to lead and motivate others. They also learn how to problem solve when things do not go smoothly. These skills will be instrumental to work in future careers. Additionally, collaborative teams in all subject areas help them to problem solve, think critically, and learn from each other.



10th grade

- Students work in various teams throughout all classes. They learn how to maximize the strengths of each team member as they build their teams.
- Students and teachers select business teams at the end of the 10th grade school year. The process honors student choice, while also taking students' skills and strengths into account.

11th grade

- Students work in various teams throughout all classes
- Entrepreneurship teams design a business together.
- Students work with a mentor and develop a prototype of their business idea.
- Students collectively pitch ideas to investors at the end of the school year.

12th grade

- Students work with one team throughout the day in all subject areas. Subject matter is embedded into their business processes.
- Students work in teams to run a business. They take on different roles to ensure the team runs smoothly.

Real-World Action

Technology Internships

- Students build a website, landing page and social media campaign for a small business.
- Students learn to interact with a client.
- Students learn to balance the demands of the client with individual creativity in design.
- Students learn to work in teams.

GRADE
10

Startup Creation

- Students work in teams to develop a business idea.
- Students create a prototype and test out assumptions.
- Students work with a startup mentor.
- Students pitch developed business ideas to investors.
- Students compete in business competitions.

GRADE
11

Startup Launch

- Students use seed capital to run businesses.
- Student work to take products or services to market.
- Students work with a startup mentor, investors, and other talent resources.
- Students continue to seek funding.
- Students practice application of English, Statistics, and Economics through their businesses.
- Students compete in business competitions.
- Students connect with college programs in Entrepreneurship and Innovation.

GRADE
12

Student Outcomes



CAREER READY

Entrepreneurship

- Students start a company.
- Students have multiple internship opportunities and networking opportunities with startup companies.

Technology

- Students gain computer programming and online marketing skills.
- Students have opportunities to network and intern for local technology companies.

COLLEGE-READY

- Students gain exposure to entrepreneurship/innovation programs and scholarships through partnerships.
- Students gain all a-g courses for UC/CSU entry.
 - Students have experiences (internships/business startup, etc.) desirable to college programs.

Networking Opportunities

Student to Student

Students create networks with other students. These networks can stretch far past graduation.



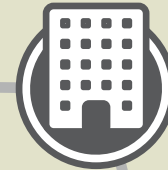
Student to Client

Students forge relationships with clients in internships as they build websites and social media campaigns. Some of these clients become mentors or work with students beyond the scope of their internships.



Bitwise Building

As students engage in advanced technology courses in the Bitwise building, they make connections with startup companies which can lead to outside internships.



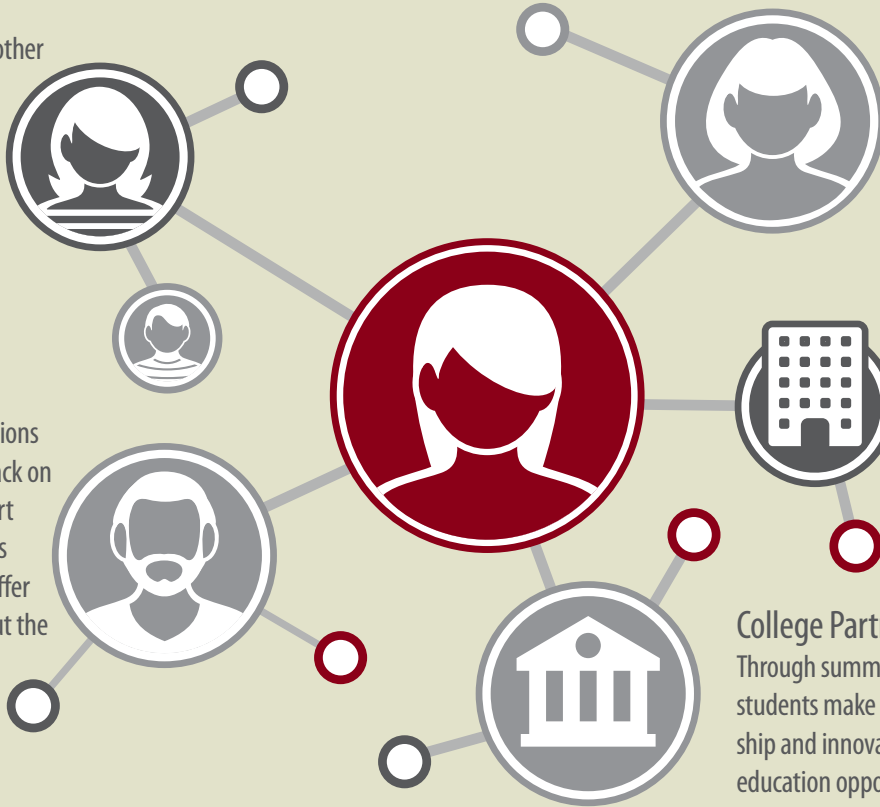
Student to Mentor

Students make strong connections with mentors who give feedback on the business teams and support teams in their growth. Mentors have startup experience and offer support to students throughout the startup process.



College Partnerships

Through summer experiences and other partnerships, students make connections with college entrepreneurship and innovation programs that can lead to higher education opportunities.



P A T I Ñ O



SCHOOL

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