



## UPSM High Scholars Use Entrepreneur Skills to Start In-School Business

UPSM High School scholars have been provided a fantastic opportunity - the addition of youth entrepreneurship to their curriculum. In this class, students learn the essentials of developing and operating their own businesses. This past month students applied what they learned in class to a real-life situation within the walls of their school building by launching their own venture. After months of conceptualizing a business idea, students developed a business plan that would not only benefit their senior class but the student body as a whole. The class chose the Cobra Cave as their business idea!



The Cobra Cave is a portable snack station that can be wheeled around the school. The students worked hard to handcraft the cart and select the products themselves. The cart provides snacks, school supplies, and refreshments that are popular amongst the student body. The business owners of the cart even integrated QR codes and the



Square App into their business model. This is an online resource where students can scan and order their items online before retrieving them at the end of the day. They have used this resource to not only help make ordering efficient and user-friendly but also as a tool for profits and revenue tracking. The business includes the following departments: Marketing, Build Team, Customer Service, Finance, and Product Team.

“I am going to college next year as a business major, and I have wanted to take youth entrepreneurship since I was a freshman here,” said Mikael, a senior in the class. “I’ve had a good time in the class and have learned a lot that I will take to college. As part of the products team, I have had a lot of fun determining the items we are selling and working with the class to build out the Cobra Cave!”



All profits from this business will go directly to the seniors and help fund school trips and initiatives. The goal of this work was to create a space that would be beneficial to the entire school community. “The other students have loved the store so far and have enjoyed the convenience of being able to buy things within the school at a cheap price,” said Anthony, a senior in the class.

Follow the business on Instagram [@cobras\\_cave](https://www.instagram.com/cobras_cave) to see some of their work!

