



MAY 29 2008

DepED MEMORANDUM
No. 277, s. 2008

TEEN NEGOSYO

(Third YECS Entrepreneurship Training and Conference)

To: Regional Directors
Schools Division/City Superintendents
Heads, Public and Private Elementary and Secondary Schools

1. In line with the Ten-Point Agenda of Her Excellency, President Gloria Macapagal-Arroyo, to promote and develop entrepreneurship, the Department of Education (DepED), thru the Center for Students and Co-Curricular Affairs (CSCA), Philippine Center for Entrepreneurship (PCE), Office of Presidential Consultant on Entrepreneurship Joey A. Concepcion, Department of Trade and Industry-Philippine Trade Training Center (DTI-PTTC), The Master's Lighthouse Foundation (TMLF) and Entrepreneurs School of Asia (ESA), present the 3rd YECS Entrepreneurship Training and Conference dubbed as the "TEEN NEGOSYO" under the GO NEGOSYO campaign on July 26-31, 2008 at the Teachers Camp, Baguio City.
2. With its theme "Young Entrepreneurs Taking Charge," the training and conference aims to achieve the following objectives:
 - a. Prepare the students to take charge of their future by taking on active and responsible roles in entrepreneurial activities and endeavors through Mastery of Self, Mastery of Environment and Mastery of Enterprise;
 - b. Inspire high school students and out-of-school youth to consider entrepreneurship as a career, strengthen entrepreneurship education and learning, and initiate them into entrepreneurial challenges;
 - c. Strengthen and improve the implementation of the Youth Entrepreneurship and Cooperativism in Schools (YECS) Program nationwide by enhancing entrepreneurial competencies of implementers, members and other participants by updating skills, attitudes and knowledge on entrepreneurship; and,
 - d. Provide a venue to learn entrepreneurial skills, adopt applicable business models and to share best practices in the YECS implementation.
3. Activities during the TEEN NEGOSYO include plenary sessions, fora, interactive breakout sessions, entrepreneurial showcases and learning sessions, awards and competitions.
4. The TEEN NEGOSYO is open to secondary school students and teachers interested in entrepreneurship and entrepreneurship education, respectively, such as YECS/STEP members and their teacher-advisers, TLE Department Heads and Teachers, Regional and Division TLE Supervisors, School Principals, including Public Schools

District Supervisors to encourage them to initiate the implementation of the YECS Program in the elementary level, the out-of-school youth, teachers and Supervisors under the Alternative Learning System (ALS) and the Sangguniang Kabataan (SK) officers and members.

5. Travel of the participants shall be on official business. The registration fee for each participant is Four Thousand Eight Hundred Pesos (PhP4,800.00) to cover expenses for meals and accommodation from dinner of DAY 0 to breakfast of DAY 5, use of the venue, light and sound services, conference kits, prizes, communications, events and consultancy services, honoraria, extra duty allowance, souvenir program and other and other related and incidental expenses, chargeable against school, division and regional MOOE/local funds/PTCA funds/School Board funds/STEP and YECS funds, subject to the usual accounting and auditing rules and regulations. Participants from the private schools may make necessary arrangements with their respective institutions in connection with their attendance to the TEEN NEGOSYO.

6. Regional Directors, Schools Division/City Superintendents and School Heads are encouraged to send participants to the training and conference. The Division and Regional TLE Supervisors/Coordinators shall undertake the coordination in the field pertaining to their respective delegation and representation. Every region is allocated 130 participants. (Please see Administrative Guidelines).

7. Student-participants to this training shall be given enough time to prepare for the quizzes and other examinations which they will miss because of their absence. In the same manner, student-participants shall be allowed reasonable time to comply with the other requirements of the different subject-areas.

8. Members of the DepED National Organizing Committee and the Secretariat are authorized to travel three (3) days before the start and two (2) days after the end of the TEEN NEGOSYO.

9. The DepED-CSCA, through its Head, is authorized to exercise necessary management actions and decisions in the implementation of the TEEN NEGOSYO.

10. Participants are requested to confirm their participation on or before July 8, 2008 by sending the enclosed Pre-Registration Form (PRF), thru mail or fax, to the CSCA, DepED Complex, Meralco Avenue, Pasig City, at telefax numbers (02) 631-6495 or (02) 636-3603, attention: Mr. Joey G. Pelaez, Executive Director or email - joey_pelaez@deped-csca.com.

11. For further details, please contact the DepED-CSCA or visit the website - www.deped-csca.com. Enclosed are the Pre-Registration Form (PRF), tentative schedule of activities, award and competition mechanics and other guidelines for immediate reference.

12. Immediate and wide dissemination of this Memorandum is desired.


JESLI A. LAPUS
Secretary

Encls.: As stated

Reference: DepED Memorandum: No. 214, s. 2007

Allotment; 1—(D.O. 50-97)

To be indicated in the Perpetual Index
under the following subjects:

CONFERENCES
STUDENTS
TEACHERS
TRAINING PROGRAMS

tracer: Sally – teen negosyo
April 28, 2008

Department of Education
Philippine Center for Entrepreneurship
Office of Presidential Consultant on Entrepreneurship Joey A. Concepcion
Department of Trade and Industry - Philippine Trade Training Center
The Master's Lighthouse Foundation
Entrepreneurs School of Asia

TEEN NEGOSYO

July 26-31, 2008
 Teachers Camp, Baguio City

PRE-REGISTRATION FORM (PRF)

Region : _____

Division : _____

(Please write legibly and complete all data required. All information shall form part of a directory for future use.)

No.	Name of Participants	Organization/Position (Indicate if adviser, president, member, etc.)	School / Complete Address	E-mail Address	Contact Number (preferably mobile number)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					
11					
12					
13					
14					
15					

(use separate sheet for additional participants)

Date : _____

Signature
 Supervisor / Principal / Teacher - Adviser

Send your Pre-Registration Form (PRF) to DepED-CSCA, thru fax at 636-3603/631-8495 or email joey_pelaez@deped-csca.com
ATTENTION: Executive Director Joey G. Pelaez on or before July 8, 2008.

Note: Certificate of Recognition from the DepED-Central Office will be given to the School Principals and Teachers-Advisers.

DEPARTMENT OF EDUCATION
Center for Students and Co-Curricular Affairs
Philippine Center for Entrepreneurship,
Department of Trade and Industry,
The Master's Lighthouse Foundation
and
Entrepreneurs School of Asia

TEEN NEGOSYO '08: YOUNG ENTREPRENEURS TAKING CHARGE
(3RD YECS ENTREPRENEURSHIP TRAINING AND CONFERENCE)
July 26-31, 2008, Teachers Camp, Baguio City

TENTATIVE PROGRAM

DAY 0 (26 July 2008, Saturday)

AM

8:00 Registration/Billeting

PM

6:00 Dinner

7:30 Orientation Program

MR. JOEY G. PELAEZ

Executive Director, DepED-CSCA

Welcome Socials

KITCHIE NADAL

DAY 1 (27 July 2008, Sunday) – MASTERY OF SELF

AM

6:00 Breakfast

8:00 Opening Ceremony

Welcome Remarks

HON. REINALDO BAUTISTA JR.

Mayor, Baguio City

Message

MR. JOEY CONCEPCION

Presidential Consultant on Entrepreneurship

PCE Founding Trustee

Keynote Speech

HON. JESLI A. LAPUS

Secretary, DepED

9:00 Awarding of Go Negosyo

HON. JESLI A. LAPUS

Secretary, DepED

Most Inspiring Student-
Entrepreneurs and
Entrepreneurship
Educators (MISEE)
and Forum with
Awardees

HON. CERGE M. REMONDE

Director-General, Presidential Management Staff

Micro SME Czar

MR. JOEY CONCEPCION

Presidential Consultant on Entrepreneurship

PCE Founding Trustee

10:00

Hosts and Moderators
Forum with Young Go
Negosyo Entrepreneurs

ECO and CHAL

MS. JANICE KOA

Papyvore

MS. HAPPY DAVID

Get Happy

MR. DENNIS DOBLES

The T-Shirt Project

MR. DONALD PATRICK L. LIM

President/CEO, Yehey Corporation

Hosts and Moderators

ECO and CHAL

11:00 Forum with Go Negosyo
Celebrity Entrepreneurs

MS. REGINE TOLENTINO
Regine's Boutique
MR. MARVIN AGUSTIN
Sumo Sam
MS. VINA MORALES
Ystilo Salon
MR. QUARK HENARES
Blown-Up Babies

PM

12:00 Lunch
1:00 Break-Out Sessions
Pre-Evaluation
Knowing the Traits
Of an Entrepreneur

Written Self-Assessment Tests
Students
Guided Interview and Mentoring Session with a Go
Negosyo Entrepreneur/Integration
Teachers
Talk on the Different Characteristics of an
Entrepreneur to be Emphasized for Entrepreneurship
Education/Integration
Bridging Self with Concept of Entrepreneurship
MS. PALU ABUSTAN
Center for Small Entrepreneurs

GAME SHOW
YouTube Presentations on Business Ideas I
HON. MAR ROXAS
Senator

4:30 Plenary Session

6:00 Dinner
7:30 Socials
Competitions
**Guest of Honor
and Speaker**

DAY 2 (28 July 2008, Monday) – MASTERY OF ENVIRONMENT

AM

6:00 Breakfast
8:00 Plenary Session

What is Entrepreneurship?
Fostering a Mindset of Innovation
PROF. LUIS CRUZ
ABS-CBN Bayan Foundation
Road to Responsible Entrepreneurship
MR. FRANCIS KONG

10:00 Plenary Session

PM

12:00 Lunch
1:00 Breakout Sessions
Critical Thinking,
Foreseeing,
Predicting Trends

What is a good business to put up in your region?
Students
(To Start Drafting Action Plan for the Region)
Teachers
(To Start Drafting Action Plan on How to Effectively
Teach Entrepreneurship in their respective Schools)
DTI-PTTC
Students from different regions pitching their Action
Plans to a Panel (initial feedback)

Mind-Mapping and
Action Planning
4:30 Breakout Sessions
Action Plan Pitch

6:00 Dinner
7:30 Competitions
Entertainment

YouTube Presentations on Business Ideas II
SAM CONCEPCION and AVA JUGUETA

DAY 3 (29 July 2008, Tuesday) – MASTERY OF ENTERPRISE

AM

6:00	Breakfast	
8:00	Plenary Session	How to Go Negosyo MR. PAX LAPID <i>Dean, Entrepreneurs School of Asia</i>
9:30	Plenary Sessions	Module 1 – Marketing Module 2 – Human Resources ENTREPRENEURS SCHOOL OF ASIA MENTORS AND STUDENTS (with taped segments)

PM

12:00	Lunch	
1:00	Plenary Sessions	Module 3 – Finance Module 4 – Operations ENTREPRENEURS SCHOOL OF ASIA MENTORS AND STUDENTS (with taped segments)
4:00	Breakout Sessions	Preparation of Action Plans for Students and Entrepreneurship Educators DTI-PTTC
6:00	Dinner	
7:30	Competitions/Socials	TEEN NEGOSYO'S GOT TALENT

DAY 4 (30 July 2008, Wednesday)

AM

6:00	Breakfast	
8:00	Plenary Session	The Secrets of the Truly Rich MR. BO SANCHEZ
10:00	Plenary Session	Post-Evaluation (Written Self-Assessment Test) and Processing DTI-PTTC

PM

12:00		
1:00	Plenary Session	Students' Presentation of Action Plans by Region, Judging and Integration MR. ANTHONY N. PANGILINAN (Host/Facilitator) DTI-PTTC, ESA, ENEDA AND GO NEGOSYO REPRESENTATIVES (Judges)
6:00	Dinner	
7:30	Closing and Awarding Ceremonies	BAMBOO

DAY 5 (31 July 2008, Thursday)

AM

6:00	Breakfast	
8:00	HOMeward BOUND	

TEEN NEGOSYO
(3ND YECS ENTREPRENEURSHIP TRAINING AND CONFERENCE)
July 26-31, 2008
Teachers Camp, Baguio City

REGISTRATION PROCEDURE

1. Only the REPRESENTATIVE of the school, division or region, if delegation is by school, division or region respectively, shall transact business with the REGISTRATION COMMITTEE.
2. Upon arrival, proceed to Verification Counter with your list of delegation duly written on the Pre-Registration Form (PRF) in five (5) original copies. If you fail to bring the PRF, please secure one (1) set of the Verification Form (VF). VF consists of five (5) sheets, namely, SECRETARIAT'S COPY, CASHIER'S COPY, BILLETING COMMITTEE (ORGANIZERS' COPY), BILLETING COMMITTEE (VENUE'S COPY), and PARTICIPANTS' COPY. Fill up the VF with the names and other pertinent information of your delegates.
3. Present your five (5) sheets of the Pre-Registration Form (PRF) or your accomplished Verification Form (VF) to the personnel assigned to your Region at the Verification Counter for verification. The personnel assigned shall stamp all five (5) copies of your PRF or VF with the word "VERIFIED". The Verification Counter shall get the SECRETARIAT'S COPY of the PRF or VF for record purposes.
4. **DO NOT LOSE YOUR PARTICIPANT'S COPY. Only the Participant's Copy shall be used to claim the kits, meal tickets, IDs, bags, hand-outs, shirts, certificates and other training collaterals.**
5. Pay to the CASHIER. Upon payment, an official receipt shall be given and the three (3) remaining copies of the PRF or VF shall be stamped "PAID" and signed. The Cashier shall get the CASHIER'S COPY of the PRF or VF for record purposes.
6. Present your remaining copies of the PRF or VF to the Billeting Committee Counter for assignment of quarters. The Billeting Committee shall stamp your PRF or VF with the word "BILLETED" and get the BILLETING COMMITTEE (ORGANIZERS' COPY) of your PRF or VF.
7. Upon assignment of billeting quarters, proceed to the RELEASING COUNTERS for the bags, shirts, kits, meal tickets, IDs, and others. **Pre-registered participants shall be given priority in the distribution of bags, shirts and other event collaterals.** The personnel assigned shall stamp "ISSUED" on your PRF or VF Participant's Copy once the training collaterals have been given. Please countersign on a separate form upon receipt of the training collaterals.
8. Proceed to the assigned billeting quarter/s and surrender the BILLETING COMMITTEE (VENUE'S COPY) to the person in-charge of the billeting assignment.
9. By now, you are through with the registration procedures. Please prepare for the next activity as indicated in your schedule of activities.

Thank you very much and God Bless!

TEEN NEGOSYO
(3ND YECS ENTREPRENEURSHIP TRAINING AND CONFERENCE)
July 26-31, 2008, Teachers Camp, Baguio City

ADMINISTRATIVE GUIDELINES

PRE-SEMINAR PREPARATION

Pre-Registration Requirement

To ensure your participation, please send and/or fax in your Pre-Registration Form (PRF) to the Center for Students and Co-Curricular Affairs (CSCA) at (02) 631-8495 or (02) 636-3603 on or before July 8, 2008.

Allocation of number of participants for each region is at 130 participants. Each region, however, may send more by utilizing unused allocations of other regions provided coordination is first made with the DepED-CSCA.

TRAINING PROPER

Arrival of Participants/Registration

Participants are expected to arrive on July 26, 2008. Upon arrival, please proceed to the Quezon Hall of the Teachers Camp for the verification, payment, billeting assignments and distribution of kits. **Advance registration starts on July 24, 2008 at 10:00 AM.**

Payment

Payment in cash is preferred. Payment in check shall be made payable to the Department of Education. **No personal checks shall be honored.**

Billeting and Accommodation

Accommodation shall start in the morning of July 26, 2008 and end in the morning of July 31, 2008. **Charges for advance and extended accommodation shall be for the account of the participants.**

Meals

Meals shall start dinner of July 26, 2008 and end breakfast of July 31, 2008. Meal tickets should be taken cared of. **Lost meal tickets will not be replaced.**

Attire

All participants are required to bring a set of business attire and a formal wear.

Wearing of ID

IDs must be worn at all times for security. No participant shall be allowed entry in the plenary, mess and other session halls without the ID.

Medical Needs

All participants are presumed in good health. However, medical needs shall be addressed by the organizers. Expenses in this regard shall be charged against personal funds.

Departure of Participants/Distribution of Certificates

All certificates shall be given immediately after the closing ceremonies following the same procedure during the registration. Please bring your respective Participant's Copy of the PRF or the VF.

AWARD AND COMPETITION GUIDELINES

I. 2008 GO NEGOSYO-DEPED MOST INSPIRING STUDENT-ENTREPRENEURS AND ENTREPRENEURSHIP EDUCATORS

Award Brief

The 2008 Go Negosyo-DepED Search for the Most Inspiring Student-Entrepreneurs and Entrepreneurship Educators is a nationwide campaign which aims to:

- recognize and promote the best practices of high school student-entrepreneurs and entrepreneurship educators; and,
- popularize the essentials of entrepreneurship among the youth.

The nationwide search will run from June to July 2008. Nominees will be short-listed to top ten (10) student-finalists and top ten (10) entrepreneurship educators, which will be further screened to five (5) students and five (5) mentor-awardees.

Contest Process

1. Candidates must submit their entries direct to the Department of Education-Center for Students and Co-Curricular Affairs (DepED-CSCA) on or before July 4, 2008 and must comply with the nomination process.
2. Candidates will be evaluated until July 10, 2008.
3. Winners will be notified on July 11, 2008.
4. The awarding of winners will be held during the TEEN NEGOSYO: Third YECS Entrepreneurship Training and Conference on July 27, 2008 immediately after the Opening Ceremonies.

Other Details

Basic Requirements to Qualify

1. STUDENT-ENTREPRENEUR CANDIDATES
 - a. can be individuals or groups of secondary school students or young out-of-school entrepreneurs who have been in business for at least a year;
 - b. must be Filipino citizens between 11 to 18 years old;
 - c. may or may not be current members of their respective schools' Youth Entrepreneurship and Cooperativism in Schools (YECS) organizations;
 - d. must be well-respected and highly-recommended by their peers and educators;

- e. must be inspiring in the sense that their entrepreneurial spirit must have enabled them to establish creative and innovative business ventures within their communities;
- f. should also show the ability to genuinely care for the community and other stakeholders; and,
- g. should have the potential to share time and talent to help spread the entrepreneurship advocacy and help mentor other aspiring entrepreneurs.

2. ENTREPRENEURSHIP EDUCATOR CANDIDATES

- a. must be a secondary school teacher currently employed in a school under or recognized by the Department of Education;
- b. may or may not be an adviser of their respective schools' Youth Entrepreneurship and Cooperativism in Schools (YECS) organizations;
- c. must be well-respected and highly-recommended by their peers and students;
- d. must be inspiring in the sense that they were able to guide the students into establishing and expanding lucrative business opportunities;
- e. should also show the ability to genuinely care for the community and other stakeholders; and,
- f. should have the potential to share time and talent to help spread the entrepreneurship advocacy and help mentor other aspiring entrepreneurs.

Submission of Entries

1. Students and teachers can nominate themselves or other students and/or teachers whom they think is qualified.
2. Candidates must completely fill out the Participation Form and send the essay and other necessary supporting documents.
3. Essay must not exceed 1,200 words written in English. For student-entrepreneur candidates, the essay must describe their entrepreneurial journey which must be inspiring and meaningful. For entrepreneurship educator candidates, the essay should focus on the quality of impact of the candidates' mentorship as seen from their students' interest in entrepreneurship and success in entrepreneurial endeavors.
4. Supporting documents must include:
 - a. **STUDENT-ENTREPRENEUR CANDIDATES**
 - A one-page personal Biodata where other information on the candidate, which cannot be included in the Participation Form, may be placed.

- Entry must include any two (2) of the following:
 1. Pictures of products and/or business establishment/s
 2. Certificate of Business Registration
 3. Three (3) customer-references
 4. Feature articles/press releases (if any)
- b. **ENTREPRENEURSHIP EDUCATOR CANDIDATES**
 - A one-page personal Biodata where other information on the candidate, which cannot be included in the Participation Form, may be placed.
 - Entry must include any two (2) of the following:
 1. Letters of recommendation from the School Head
 2. Three (3) student-testimonials
 3. Feature articles/press releases (if any)
- 5. Participation Form, essay and all supporting documents are to be sent directly to the Department of Education-Center for Students and Co-Curricular Affairs, Ground Floor, Mabini Bldg., DepED Complex, Meralco Avenue, Pasig City.
- 6. All entries must be received not later than July 4, 2008.

Award Process/Criteria

1. The Screening Committee will examine the performance of all the participants based on the set criteria and short-list it to the top 10 students and 10 mentor-nominees.
2. The short-listed candidates will be required to make themselves available for further assessment and validation of their business.
3. The five (5) students and five (5) mentor-finalists are authorized to join the TEEN NEGOSYO: Third YECS Entrepreneurship Training and Conference.
4. The Screening Committee will be composed of representatives from the Philippine Center for Entrepreneurship-Go Negosyo, Department of Trade and Industry-Philippine Trade Training Center and the Department of Education-Center for Students and Co-Curricular Affairs.
5. The awards will be presented during the TEEN NEGOSYO: Third YECS Entrepreneurship Training and Conference on July 27, 2008.
6. Cash Prizes, trophies and certificates will be given by the organizers.

II. MOBILE VIDEO NEGOSYO IDEAS COMPETITION

1. All high school students and bona fide participants of 2008 Teen Negosyo are eligible to join.
2. Each contestant is given a maximum of 30 seconds to make a mobile video showcasing what he/she thinks is the best business idea for their specific region/province.
3. Contestants are allowed to use props (flipcharts, powerpoint, actual products, etc.) in their video provided that it does not exceed the maximum allowable time of 30 seconds.
4. All videos must be submitted to **teenegosyo08@yahoo.com.ph** on or before July 11, 2008.
5. The organizers reserve the right to screen out and not include videos which are not in line with the theme, or contain inappropriate content.
6. All videos become property of DepED-CSCA upon submission. DepEd-CSCA reserves the right to show the videos during the entirety of the program as fillers whenever they see fit.
7. From all the submitted entries, a second runner-up, first runner-up and champion will be picked by a panel of judges.
8. The videos will be judged as follows:

Creativity and Innovativeness	30%
Relevance	30%
Viability of Business Idea	25%
Conciseness	15%
9. Winners will be announced during the Closing Ceremonies.

III. TEEN NEGOSYO'S GOT TALENT

This competition is open to all regardless of regional affiliation, whether individual or group. The competition, however, involves two categories, namely; students' edition and teachers' edition.

Any talent will be showcased provided it complies with the following guidelines:

1. Actual performance of the talent does not exceed three minutes maximum.
2. The talent is not offensive to gender, moral and religious sensitivities.
3. Students' edition shall be strictly for students only. No teachers shall be part of the performance.
4. Teachers' edition shall be strictly for teachers and administrators only. No students shall be part of the performance.
5. The talent shall be previewed by the organizers. An elimination round will be decided depending on the actual number of entries.
6. Cash prizes and certificates shall be provided by the organizers.

TEEN NEGOSYO
(3ND YECS ENTREPRENEURSHIP TRAINING AND CONFERENCE)
 July 26-31, 2008, Teachers Camp, Baguio City

NATIONAL ORGANIZING COMMITTEE

- | | | |
|----------|---|--|
| CHAIR | - | HON. JESLI A. LAPUS
Secretary, Department of Education |
| CO-CHAIR | - | HON. JOEY A. CONCEPCION III
Presidential Consultant on Entrepreneurship |
| MEMBERS | - | USEC. RAMON C. BACANI, Department of Education |
| | - | USEC. VILMA L. LABRADOR, Department of Education |
| | - | MRS. ADELAIDA INTON, Director, DTI-PTTC |
| | - | MR. RAMON M. LOPEZ, Executive Director, PCE |
| | - | MR. ANTHONY N. PANGILINAN, President, TMLF |
| | - | MR. JOEY G. PELAEZ, Executive Director, DepED-CSCA |

DEPARTMENT OF EDUCATION WORKING COMMITTEE

- | | | |
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| FLORENTINO BARTE, JR. | - | Member |
| CONCHITA P. BERMILLO | - | Member |
| REYNALDO MONTANO | - | Member |
| MARCOS RODIL | - | Member |