

Student Worksheet

Our Co-operative Enterprise Idea

In Lesson Four, your group presented a business idea for meeting a need for a group of citizens in your community. Knowing that co-operatives are created by and for citizens of a community, the next step is to consider how your enterprise could operate as a co-operative.

Task: Using the questions on the other side of this worksheet as a guide, your group assignment is to create a 5 minute presentation that pitches how your business would operate as a co-operative by practicing the values and principles of co-operatives.

**How you choose to present the “case” for
your co-operative is only limited by your imagination!**



Co-operative Values	Questions Your Group May Answer in Your Pitch
Co-operatives are based on the values of self-help, self-responsibility, democracy, equality, equity and solidarity. In the tradition of their founders, co-operative members believe in the ethical values of honesty, openness, social responsibility and caring for others.	<ul style="list-style-type: none"> – How might your co-operative put these values into action?
Co-operative Principle	Questions Your Group May Answer in Your Pitch
1. Voluntary and Open Membership Co-operatives are voluntary organizations, open to all persons able to use their services and willing to accept the responsibilities of membership, without gender, social, racial, political or religious discrimination.	<ul style="list-style-type: none"> – Who will be the first members of the co-op? – What will be their obligations as members? – Why might others consider becoming a member of your co-op? – What would be the benefits of joining? – Will the co-op or its membership be limited (in number, to a particular place, etc.)?
2. Democratic Member Control Co-operatives are democratic organizations. At the community level, primary co-ops follow the rule of one member, one vote.	<ul style="list-style-type: none"> – How will your co-op ensure that it follows the rule of one member one vote? – How, and how often, will you encourage your members to get involved in democratic decision-making of your co-op? – What are some of the bigger start-up issues for which you would want members to vote?
3. Member Economic Participation Members contribute equitably to, and democratically control, the capital of their co-op.	<ul style="list-style-type: none"> – How will you expect members to financially (and equitably) participate in the start-up of your co-op? – If your co-op turns a profit, what might it do with this surplus? – What benefits do the above investments provide to your co-op's members?
4. Autonomy and Independence Co-operatives are autonomous, self-help organizations. If they enter into contracts with other parties, they do so in a way that ensures democratic control by the members.	<ul style="list-style-type: none"> – What other parties will your co-op need to form partnerships with and how might your co-op ensure the control still stays with your members?
5. Education, Training and Information Co-operatives provide education and training for their members, elected representatives, managers, and employees so they can contribute effectively to the development of their co-operatives. They inform the general public - particularly young people and opinion leaders - about the nature and benefits of co-operation.	<ul style="list-style-type: none"> – What types of activities might your co-op plan and deliver to ensure that its members, the public, and others are aware of the nature and benefits of your co-op?
6. Co-operation among Co-operatives Individual co-operatives are strengthened and the spirit of co-operation is heightened in a community when co-operatives work together for mutual support and benefit.	<ul style="list-style-type: none"> – How might your co-op work with other co-ops in your community? – Could your co-op work with the co-ops being proposed by the other student groups working on this assignment?
7. Concern for Community Co-operatives are about more than meeting the needs of their members. Co-operatives also foster a concern for the broader community.	<ul style="list-style-type: none"> – What impact do you want the co-op to have in the community? – What words would you want citizens of the community to use when describing your co-operative? – How will your community look/be different if your co-op is successful? – What types of community activities might your co-op consider planning or partaking in with any reserve or surplus?

Lesson 5 Presentation: Evaluation Rubric

Expectations	Criteria	Level 1	Level 2	Level 3	Level 4
Knowledge/ Understanding	Understands the structure and mandate of a co-operative business enterprise	Understands the structure and mandate of a co-operative business enterprise with limited effectiveness	Understands the structure and mandate of a co-operative business enterprise with some effectiveness	Understands the structure and mandate of a co-operative business enterprise with considerable effectiveness	Understands the structure and mandate of a co-operative business enterprise with a high degree of effectiveness
	Accurately describes current market conditions (such as cultural and economic factors and existing competition) in the selected field and location	Describes the current market conditions in the selected field and location with limited effectiveness	Describes the current market conditions in the selected field and location with some effectiveness	Describes the current market conditions in the selected field and location with considerable effectiveness	Describes the current market conditions in the selected field and location with a high degree of effectiveness
Thinking/ Inquiry	Effectively interprets the needs to be filled with their co-operative and the wants of the new consumers	Interprets the needs to be filled with their co-operative and the wants of the new consumers with limited effectiveness	Interprets the needs to be filled with their co-operative and the wants of the new consumers with some effectiveness	Interprets the needs to be filled with their co-operative and the wants of the new consumers with considerable effectiveness	Interprets the needs to be filled with their co-operative and the wants of the new consumers with a high degree of effectiveness
Application	Provides an effective rationale for the success and expansion of the co-operative that respects the co-operative principles	Provides a rationale for the success and expansion of the co-operative that respects the co-operative principles with limited effectiveness	Provides a rationale for the success and expansion of the co-operative that respects the co-operative principles with some effectiveness	Provides a rationale for the success and expansion of the co-operative that respects the co-operative principles with considerable effectiveness	Provides a rationale for the success and expansion of the co-operative that respects the co-operative principles with a high degree of effectiveness
Communication	Clearly communicates a proposed plan using a business-like tone, persuasive arguments, and relevant facts and figures	Communicates a proposed plan using a business-like tone, persuasive arguments, and relevant facts and figures with limited effectiveness	Communicates a proposed plan using a business-like tone, persuasive arguments, and relevant facts and figures with some effectiveness	Communicates a proposed plan using a business-like tone, persuasive arguments, and relevant facts and figures with considerable effectiveness	Communicates a proposed plan using a business-like tone, persuasive arguments, and relevant facts and figures with a high degree of effectiveness