

Topic	Ages 5 - 8	Ages 9 - 13	Ages 13 - 19
Sales	How to come up with a pitch and sell their product	Understand the best ways to sell their product (Sales strategy)	Understand what are their best strategy for the business they like is
Best Practices	What is the best way to sell & to who to sell to	How are people doing this and becoming successful what are best practices	Understand what are their best strategy for the business they like is
Math	Basic Profit, Loss, to calculate what they can do about their business	Learn about higher level math to calculate profit and loss and about tax, savings and investment	Learn basic accounting, tax calculations and how to keep cost and overheads low
Profit and Loss	Teach them basic cost and what are the components of the cost and that they can use only the profit margin. Teach them basics of profit and loss	Talk to you child about how they can increase profit and minimize cost, and explain how others do it in business. Work a plan with them	Ask Your child to develop strategies or learn strategies to maximize profit. Learn case studies of businesses relevant to their field and work through how to implement it in their own business. Study implementable cutting edge business books together
Quality and Standards	Talk to them about value and that their products must have value to sell. And how they must do things well and to their best every time	Get them to understand value sells, and ask them to plan how they can add value to their business. Show them other successful business and teach them how value and quality standards has helped those businesses	How can they create systematic value for their customers and how they can raise the quality and standards, without raising the cost too much in their business. Teach them quality vs price. What is acceptable quality of a product and why they always need to be higher than the acceptable standards, but not too high to make the product uncompetitive because people don't what to pay for that sort of quality
Innovation	Teach them what innovation is, and ask them to make their product slightly unique	Give them case studies of innovative companies, Air Asia, Apple and Samsung and teach them how they innovate to lead in their business	Read the Book Blue Ocean Strategies by W. Chan Kim and Renée Mauborgne and implement the concepts into your childs business
Integrity	How to be honest with your money and your product	Giving good value for money, serving the customer	What are principles of business integrity, how to treat employees, why bribing is wrong