



REACH & TEACH CONCERT EVENT

~Youth Entrepreneurs~Spring 2020
Lesson #4

ABOUT

- It's no secret music has been known to reduce stress and improve mental health. Thousands of studies have been conducted to determine the effects of music. The majority of which have shown the positive effects music can have on our lives. Listening to music is a favorite pastime that many teenagers enjoy on a daily basis. However, attending a concert is not nearly as common. Listening to live music is a completely different experience. This experience has the ability to awaken your spirit and change your life, especially when the music is something you love.
- This unit will examine how basic marketing principles are used in the entertainment industry. Students will use the knowledge gained from this unit to determine which basic marketing principles can be used to successfully promote a concert.

OBJECTIVES

Upon completion of this lesson, students will develop the skills through which they may:

- Understand the importance of setting personal, professional and financial goals.
- Gain motivation to set personal, professional and financial goals.
- Analyze example goals and their compliance with SMART techniques.
- Develop goals pertaining to the culminating activity (concert on campus) using SMART techniques.

WHAT DOES THE
PERSON YOU CHOSE
TO RESEARCH HAVE IN
COMMON WITH
STEPH CURRY?



ACTIVITY

Analyze example goals and their compliance with SMART techniques:

First, you must learn the components of a SMART goal. Then, use your knowledge to analyze goal examples. Through goal example analysis, you will learn to identify key components, detect potential problems and improve the value of various example goals.

- Look at Handout 3: [SMART Goals.](#)
- This explains the SMART goals acronym (S-specific, M-measurable, A-attainable, R-relevant, T-timely).
- Examine SMART goal examples.
- Using Handout 4: [Goal Analysis.](#)
- Complete Goal Analysis handout. (This handout requires you to analyze three SMART goal examples and then write a personal SMART goal.)