ICE HOUSE
STUDENT SUCCESS
PROGRAM

STUDENT SUCCESS

the entrepreneurial learning initiative
A National Imperative

THE UNITED STATES HAS FALLEN TO 16TH IN THE WORLD IN COLLEGE CREDENTIAL COMPLETION, YET BY 2018, TWO-THIRDS OF U.S. JOBS WILL REQUIRE POST-SECONDARY EDUCATION.¹

Meanwhile employers are increasingly demanding an innovative and entrepreneurial workforce seeking individuals with critical thinking, problem solving, collaboration, communication, and other entrepreneurial skills.

Funding models for higher education are now shifting their focus from college access to completion therefore creating an urgent need to increase completion rates while producing graduates who possess the knowledge and the skills that the workforce demands.

The Ice House Student Success Program is designed to equip students with the perseverance and determination of an entrepreneurial mindset at the onset of their academic journey, empowering them to take ownership of their future while helping them develop the knowledge, skills, and behaviors that will enable them to succeed in academics and in life.

¹ “Empowering Community Colleges to Build the Nation’s Future,” American Association of Community Colleges
The Ice House Student Success Program is a student success course that inspires and engages students with the perseverance and determination of an entrepreneurial mindset needed to succeed academically and in life. Drawing on the early success of the Ice House Entrepreneurship Program, this program expands upon *Who Owns the Ice House? Eight Life Lessons from an Unlikely Entrepreneur*, by encompassing student success concepts in the context of an entrepreneurial mindset. The program provides for experiential learning beyond the classroom, making connections, and building relationships that can support students throughout school and beyond.
An entrepreneurial mindset empowers students to be mindful of their choices, choosing the life they want rather than accepting life as it is.

An entrepreneurial mindset challenges students to see problems as opportunities, helping them learn to solve problems for others as a viable path toward individual empowerment.

An entrepreneurial mindset is action oriented, encouraging students to solve problems through active experimentation and collaboration.

An entrepreneurial mindset fosters a self-directed approach to learning that encourages students to seek knowledge, think critically, and develop problem solving skills.

An entrepreneurial mindset is resourceful, encouraging students to leverage existing resources to find solutions, overcome challenges, and advance their goals.

An entrepreneurial mindset is self-directed and solution-oriented, and reliability is the key that can expose students to unforeseen opportunities and their own untapped potential.

An entrepreneurial mindset understands the importance of creating an intentional community of positive influence, critical guidance, and support.

Perseverance and determination are the hallmarks of an entrepreneurial mindset that encourages students to persist in the face of challenges, setbacks, and self-doubt.
The Ice House Opportunity Discovery Process: The Ice House Student Success Program utilizes an experiential, problem-based methodology that encourages students to apply what they are learning in real-world circumstances, enabling them to develop entrepreneurial attitudes, behaviors, and skills. Students engage in the Opportunity Discovery Process - an entrepreneurial process in which they conduct small experiments by using search skills to identify problems, find solutions, and make connections. To engage in the process, students use the Opportunity Discovery Canvas – a tool that guides them through the entrepreneurial process. As part of the Canvas, students test ideas and seek additional knowledge from experienced entrepreneurs, experts, and traditional research methods.
Program Outcomes

The Ice House Student Success Program Outcomes are designed to:

- Drive Student Engagement
- Strengthen Student Learning
- Develop Skills, Attitudes and Behaviors
- Improve Student Persistence
- Increase College Course Pass Rates
- Increase College Completion Rates
- Produce Employable Graduates
General Education Outcomes

General Education Outcomes are the 21st Century Workforce Skills students will need to approach complex problems including:

- Critical & Creative Thinking
- Effective Problem Solving
- Communication
- Collaboration
- Lifelong Learning

In addition, students will develop entrepreneurial skills that will help them approach changing environments:

- Curiosity
- Initiative
- Persistence/GRIT
- Adaptability
- Leadership

Source: World Economic Forum
Ice House uses problem-based, experiential learning through the Opportunity Discovery Process, which accurately reflects the learning process entrepreneurs intuitively undertake. Working in peer groups, participants identify a problem to be solved, determine what they already know, what they need to know, and how and where to access new information that may lead to the resolution of the problem. Students apply their ideas in the real world by working through their solutions to problems with mentors and advisers to help their ideas evolve. Students then share experiences, conduct presentations, and hear guest lectures. Through the process, they become self-directed in seeking solutions.

- PROBLEM-BASED LEARNING
- PEER-TO-PEER LEARNING
- EXPERIENTIAL LEARNING
- SELF-DIRECTED LEARNING
**Course Elements**

- **Consume**
  Course content, companion text, and video case studies featuring entrepreneurs and students who have succeeded by embracing an entrepreneurial mindset

- **Discuss**
  Discussion topics and in-class activities designed to foster peer-to-peer interaction and analysis

- **Share**
  Shared experiences, presentations, and guest lectures to foster communication and collaboration

- **Review**
  Multiple choice lesson reviews to assess basic knowledge comprehension of the eight life lessons

- **Apply**
  Application assignments to apply lesson content and to immerse students in real world, problem-based entrepreneurial experiences through the Opportunity Discovery Process

- **Reflect**
  Individual reflections that encourage students to reflect on what they are learning and how it can be applied to academic and life goals

**Course Delivery**

- **ALL-DIGITAL CONTENT DELIVERY**
- **FULL LEARNING MANAGEMENT SYSTEM (LMS) INTEGRATION**
- **FULL SEMESTER (15 WEEKS) OR HALF SEMESTER (8 OR 10 WEEKS) SCHEDULE**
- **CLASSROOM OR ONLINE COURSE DELIVERY**
- **1 CREDIT HOUR OR 3 CREDIT HOUR VERSIONS**
Facilitator Training & Support
Facilitator Role

With an experiential problem-based learning method, facilitators do not need to be subject matter experts in the field of entrepreneurship. The role of the instructor is to facilitate learning by supporting, guiding, and monitoring the learning process. Rather than providing specific directives, the instructor encourages students to solve identified problems, find and apply new knowledge, take action and cope with uncertainty and challenges that they confront. After all, entrepreneurship is a search process of discovery that requires students to take ownership of their ideas as well as their ability to learn.

Facilitator Materials

Facilitators are equipped to be successful with the following materials:

- FACILITATOR MANUAL
- FACILITATOR-PREP GUIDELINES
- SYLLABUS & COURSE SCHEDULE TEMPLATE
- LESSON GUIDES
- LESSON QUIZZES
- LESSON DISCUSSION, APPLICATION & REFLECTION ASSIGNMENTS
- VIDEO CASE STUDIES
- IN-CLASS ACTIVITIES & ICEBREAKERS
- LESSON ASSESSMENT RUBRICS
- SUPPLEMENTAL RESOURCES

Facilitator Training & Support

The Ice House Facilitator Training is designed to equip facilitators with the necessary tools and techniques to effectively implement the program. To learn about becoming a certified facilitator, please visit elimindset.com/services for the facilitator training schedule.
Case Study

Pikes Peak Community College (PPCC), the second largest community college in Colorado with 22,000 students, was the first community college in the nation to roll out Ice House as a required first-year student success course for interdisciplinary students who were simultaneously enrolled in remedial courses. PPCC’s impact on Student Success includes:

28% IMPACT ON PERSISTENCE
83% of students who passed Ice House re-enrolled the next semester, compared to 55% of the control group of students who did not take the course

14% IMPACT ON COLLEGE-LEVEL COURSE SUCCESS RATES
91% of students who passed Ice House progressed on to pass college level courses compared to a 77% pass rate for the control group of students who did not take the course
Testimonials

“If you look at our numbers as community colleges and how we serve the students who come to us with their dreams, you cannot possibly defend the status quo as being good enough, it is not good enough, we’ve got to make a bigger difference for those people. So, if we’re going to make a bigger difference, knowing the things that we’ve already tried and that have been a part of community college efforts around this for decades, I think we’ve got to break away from that and really look to bold, new solutions. And I see this [Ice House], as a bold, new solution.”

- Dr. Lance Bolton, Pikes Peak Community College President

“By taking the time and taking this class and learning how to manage my academic career as well as my life career…I am way more prepared. Ice House is reinventing the way we make ourselves successful, you have to think outside of the box, go that extra step, think about new ways to innovate, and I think that is going to be the marker of the next few generations.”

- Crystal Haynes, Pikes Peak Community College Student

“You must become entrepreneurs of your life. And when I heard that, I had already started the shift but that was the last little kick that shifted me over to really understanding that this is a mindset that is successful for life.”

- Steven Holmes, Pikes Peak Community College Student

“I start to see that shift, some of them see such a shift that they change their majors, some of them change their attitudes about the class and about school, and some of them start to change who they are as a person.”

- Dr. Regina Lewis, Pikes Peak Community College Faculty

INFLUENCED BY RESEARCH, DESIGNED BY EXPERTS

The Ice House Student Success Program is developed by faculty experts in student success and is influenced by research and data including the National Center for First Year Experience, the Center for Community College Student Engagement, John N. Gardner Institute and the Collegiate Employment Research Institute.
The Need for Student Success

COMPLETION CHALLENGE

U.S. IS CURRENTLY 16th in world for college credential completion

19% OF UNIVERSITY STUDENTS Will complete a CREDENTIAL within 4 years

45% of Students entering COMMUNITY COLLEGE will complete a credential in 6 years

SKILLS GAP CHALLENGE

BY 2018 2/3 of all jobs will REQUIRE post-secondary education

5.4 Million Number of CURRENT JOB OPENINGS in the U.S.

50% COLLEGE GRADUATES are unemployed or underemployed

Promising Practice – Student Success Course

The Community College Research Center reports that there is evidence that colleges should require students to complete student success courses as students have an increased chance of persistence, credential completion or transfer.

The Center for Community College Student Engagement reports that “students who complete these (student success) courses are more likely to complete other courses, earn better grades, and have higher overall GPAs, and obtain degrees.”

2 “Empowering Community Colleges to Build the Nation’s Future,” American Association of Community Colleges
3 “The Game Changers,” Complete College America (Non-Flagship Universities)
4 “A Matter of Degrees,” Center for Community College Student Engagement
5 “Empowering Community Colleges to Build the Nation’s Future,” American Association of Community Colleges
7 U.S. Department of Labor

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The Need for Entrepreneurial Mindset Education

World Economic Forum
Entrepreneurship is an essential life skill that every student will need to survive in the 21st Century.8

Harvard Business Review
Current research indicates the need to invest in and scale entrepreneurship education as business creation is not the only beneficial outcome of entrepreneurship education. Entrepreneurship is a key 21st century workforce skill and is also linked to higher academic achievement.9

New York University Pathways to Progress Study
90% of students linked learning entrepreneurial skills to academic success in other subject areas. 95% of the students indicated that the entrepreneurial skills would help them in their life.10

The Chronicle of Higher Education
Colleges are turning to entrepreneurship education to produce work-ready graduates and next-generation innovators through experiential learning with the entrepreneurial process, preparing students to apply knowledge, skills, and judgment in uncertain environments.11

Call to Action

The World Economic Forum’s call to action is to move entrepreneurship education from the perimeter to the core of the way education operates. Entrepreneurship is more than an academic discipline and reaches far beyond the concept of traditional enterprise creation and small business management. Entrepreneurship education empowers students to remain adaptable when facing obstacles, persist through failure, communicate better, and become problem solvers and opportunity finders. Learning about entrepreneurship ignites an entrepreneurial mindset and students begin to think and act like entrepreneurs in all aspects of their lives. And in today’s world, entrepreneurship embodies the 21st Century skills every student needs.

8 “Educating the Next Wave of Entrepreneurs,” World Economic Forum
9 “Young People Need to Know Entrepreneurship is Hard,” Harvard Business Review (April 2015)
10 “NYU Study: 90% of Students Connect Entrepreneurial Mindset to Academic Success,” VPO Press Release (Feb. 2015)
About the Entrepreneurial Learning Initiative

The Entrepreneurial Learning Initiative (ELI) is a global thought leader dedicated to expanding human potential through entrepreneurial mindset education. ELI serves academic institutions, government agencies, profit and non-profit organizations around the world to empower their constituents with an entrepreneurial mindset through professional development training, facilitator certification, and curriculum content. ELI is the creator of the Ice House Entrepreneurship Programs.

Please contact your ELI representative today to bring Ice House Student Success to your organization.