



## Enabling Enterprise: Business Partnership Overview

**Mission:** One day, all students will leave school equipped with the **employability skills, experiences of the workplace** and **aspirations** to succeed.

### Background

Enabling Enterprise (EE) was started in 2009 by two teachers who were worried that the students leaving schools were not equipped for 'real life'. A not-for-profit organisation, we partner with schools and businesses to build students' skills, aspirations and enthusiasm for learning. Our approach and effectiveness have been recognised with two national teaching awards and this year we are working with over 30,000 students across England, and we are hoping to mobilise more businesses to support this.

### Our Rationale

In a time when youth unemployment has topped 20% and the CBI has criticised schools for failing to produce 'rounded and grounded' school leavers, Enabling Enterprise programmes mobilise teachers and businesses to embed simple changes throughout the curriculum. These projects enable students from as young as 6 to develop the skills, experiences and aspirations that they need to be successful.

Enabling Enterprise programmes can span a student's entire time during school, from the age of 6 through to 18. During this time, students take part in weekly workshops during lesson time and complete a series of challenging projects – whether setting up a small business, building a website, or creating a school magazine. Alongside this, students have opportunities to visit top businesses to explore the links between the classroom and the 'real world'.

Each programme package includes teacher training, full teaching resources, and termly visits to business supporters.

"We believe this idea has what it takes to radically innovate the way young people are taught enterprise skills in Britain."  
The Young Foundation

### Business Partnerships

Our engagement with top businesses has been key to our success over the last four years. Students are invariably enthusiastic about their experiences, and we work hard to ensure that volunteers from our business partners also have a fulfilling and rewarding experience. We engage with businesses in three key ways:

- Firstly, we bring students into businesses to discuss employees' experiences, find out more about the business, and take part in business games to give them a flavour of what the organisation does.
- Secondly, we engage with businesses to support the development of new projects or programmes, taking them through a pilot stage to become part of our overall offer to all schools.
- Finally, we build clusters of schools identified with a sponsoring business who provides additional financial support with the opportunity to build long-term partnerships, as well as encouraging collaboration.

"Our volunteers... loved working with the kids and found the whole event really good fun."  
Katy Miles, UBS

At each of these levels of engagement, Enabling Enterprise manages the relationship with each school to facilitate their involvement in our programmes – providing teacher training, teaching resources, and all preparation for events. We liaise directly with each business to arrange each event/volunteering opportunity and provide briefings for volunteers, minimising any administrative burden on the business.

Our business partners tell us that they particularly value:

- The opportunity to support the children's learning
- The rewarding and flexible volunteering opportunities that our school visits provide
- The fact that EE organises everything – leaving the business to focus on getting the most out of the work
- The opportunity to engage with tomorrow's talent and help raise aspirations
- Working with EE also underlines your commitment to and support for the communities where you do business.

### **Opportunities for your Business**

A school visit hosted in your offices would be an excellent way for you to get a feel for our work and its impact. We would love to have a conversation about a longer term relationship too, so a couple of ideas are included for how we could do that:

#### **(1) Hosting Trips:**

These trips are a key part of helping to build students' aspirations and understanding of the world of work, and also receive rave feedback from the business volunteers.

The days generally last from 10am – 2pm, and give up to 30 students the chance to interview the business volunteers about their jobs and educational background, and then to work with them on an engaging business game or simulation, to give a taste of what the business does.

We organise all the logistics, including resources, liaising with the schools, briefing the volunteers and then facilitating on the day itself, so the volunteers can just focus on working with the students. After running a first visit we'd love to discuss a more regular engagement, be it more school visits or something else.

#### **(2) Supporting the development of a project:**

Another way we work with businesses is the co-creation of projects that help businesses engage children and young people and get their messages out, without having to create all the materials and engage the schools themselves. Normally, a business would contribute around £8,000 towards the development costs of this type of project.

#### **(3) Supporting partnership schools:**

Finally, Enabling Enterprise could facilitate and manage links between your business and one or two local partnership schools near your offices. These would be local schools who would use a series of Enabling Enterprise projects through the school as a structure for meaningful engagement, whilst allowing for the business to engage with structured volunteering and trip hosting. Normally the cost of sponsoring a partner school would be around £5,000 each year.

We'd be interested to hear your ideas too! For further information or to talk about our programmes and ways to get involved please contact:

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