A complete approach to transforming students’ enterprise skills
Our Vision:

One day, all students will leave school equipped with the skills, experiences and aspirations to succeed.
Hello!

As a team of teachers, we set up Enabling Enterprise to help our students become rounded and successful. We wanted to do more to build our students’ enterprise skills, their understanding of the world of work and high aspirations.

We focus on eight core skills that are the essential building blocks: Teamwork & Leadership; Listening & Presenting; Aiming High & Staying Positive; Problem-Solving & Creativity.

The Enabling Enterprise programme transforms these skills through a combination of lesson-time projects, challenge days and trips to top businesses. In each of these, students apply and develop their skills through a project-based challenges with a real-life element from business – like making a radio show, setting up an art gallery or running a health campaign.

We support class teachers with training while our unique skills assessment tools help to track students’ skills and how they develop over time.

It’s been exciting to see the impact of our work on over 100,000 children in the last five years, and hope this booklet inspires you to get involved too.

Tom and the Enabling Enterprise Team

info@enablingenterprise.org
www.enablingenterprise.org
We work to ensure that all students develop the eight key enterprise skills and attributes they need for success:
HOW WE WORK

We work in partnership with over eighty top businesses and other employers:

- Professional & Business Services
  - PwC
  - Oliver Wyman
  - Eversheds
  - UBS
  - RSA
  - Société Générale
  - Wragge Lawrence Graham & Co

- Construction & Manufacture
  - Crossrail
  - Argent
  - Buro Happold
  - UAL: University of the Arts London
  - Central Saint Martins

- Creative Industries
  - OMD
  - Forward Foundation
  - AIMIA
  - Experian
  - Morgan Motor Company
  - L’Occitane

- Retail & Logistics
  - Real
  - Exterion Media
  - IBM
  - Royal College of Art
  - Selfridges
  - East End

- And many others
  - Wieden Kennedy
  - Virgin
  - Guy’s and St Thomas’ NHS Foundation Trust
  - London Business School
  - BT
  - Age UK

And many others
Our partner schools work with us to embed Enabling Enterprise through this complete approach:

**Lesson time projects**
A wide selection of lesson-time projects, designed in 10 session blocks. Each project builds on the students’ enterprise skills, whilst also linking to learning across other parts of the curriculum.

**Challenge days**
Exciting and engaging days run in school, coordinated by EE staff. Challenge days cover a range of optional topics, including introductions to politics, business or the world of work.

**Business trips**
Designed to draw out the links between the lesson-time projects and the “real world”, hosted by a business partner. Includes meeting employees and an engaging game or simulation.

**Training & specialist support**
Specialist support from EE teachers to build confidence in teaching the enterprise skills, as well as how to make best use of EE programmes. This can extend to using skills data and building curriculum links.

**Skills assessment**
Our rigorous assessment framework tracks the impact of EE programmes in your school, focussing on the development of your students’ enterprise skills.
“We want to develop learners without limits, who challenge and reflect on their own learning. It’s these ‘softer’ skills that will make the difference ultimately in the world of work.”

EE LEAD TEACHER, FAIRWAY PRIMARY ACADEMY
These collaborative 10-hour projects build students’ skills:

**YEAR 1**

**Postal Service:**
A simple starting module to get students to set up a delivery service within school.

*Links: Literacy*

**Gallery Opening:**
Students create an exhibition of art work or “museum” pieces and give tours.

*Links: Art*

**Going Green:**
The students work to raise awareness of “green” issues within their school.

*Links: Environment*

**YEAR 2**

**Doing Good:**
Students create a fundraising event to support a charity of their choice.

*Links: Literacy*

**Community Cafe:**
The children set up a small café or food stand to promote healthy eating.

*Links: Numeracy*

**School of Design:**
The children think about the needs of others, creating a model to re-design part of school.

*Links: Art and DT*

**YEAR 3**

**Trash to Treasure:**
Students explore environmentalism by designing their own eco-toy and presenting to a panel of judges.

*Links: DT*

**Food Glorious Food:**
Students organise a food fair to launch their very own cookery book.

*Links: Cooking*

**Making Changes:**
Students lead their own project to run a health campaign. Linked to Kings Health Partners

*Links: Literacy*
Brilliant Books: Students review an exciting new book range to promote reading and re-design classroom reading areas.

Links: Literacy

Number Crunching: Using numeracy and enterprise, students create a new chocolate brand.

Links: Numeracy

Design Company: Students explore the world of graphic design before bringing their creations to a final competition.

Links: Art & Literacy

Going Live: Students set up their own radio show or podcast which they record and broadcast to the school.

Links: Literacy; ICT

Number Games: Students deploy their numeracy skills to design a board game, and play them at a final competition.

Links: Numeracy

Active Minds: Students explore different types of fitness and create their own fitness session, linked with Virgin Active.

Links: PE

Making News: Students deploy their literacy and enterprise skills to launching a school magazine.

Links: Literacy

Construction Counts: With a property developer, students use their maths to design a new building.

Links: Numeracy

Big Business Challenge: Students launch their own mini businesses which provide a service.

Links: Combined
Our Challenge Days provide an exciting and engaging way for students across the whole school to work together and use their enterprise skills.

The challenges include everything you need to make the day a success, with videos to launch each section, as well as support from EE on the day.

**KS1 and KS2**

**Greetings Cards:** Students work in teams to set up and run a greetings card production line, including making and selling.

**Moon Base:** Students explore the world of work by having to create a new moon colony from scratch.

**A Day in Politics:** Students learn about democracy and politics through games, including setting up their own political parties.

**Crime Scene Investigation:** Students set up a detective agency and work on a series of challenges to solve a crime in the school.

**KS2**

**Business in a Day:** Students create a souvenir company, with a particular focus on numeracy skills.

**Social Entrepreneur:** Students identify a need or challenge in their school or community, and develop ideas to solve them.
“We got involved with Enabling Enterprise initially because of the focus on skills and characteristics that enable all children to be successful, not just academic skills. EE skills are lifelong skills!

“We feel that the topics are well planned and very easy for staff to deliver effectively. The opportunities for the business trips are essential too as they really raise children's aspirations.

“We’ve seen a big impact on pupils’ confidence and resilience: The children are better at working alongside each other in mixed ability groups and are more receptive to listening to each other.

We’ve also seen the impact on their academic learning too – for example, the children’s ability to work their way through problem solving activities in Maths is better. Low ability/SEN children also have more confidence to tackle academic learning and will interact more in lessons. Finally, even class assemblies have improved as the children are far more confident to stand up and talk in front of people.”

TEACHER, OASIS ACADEMY WOODVIEW
Our business trips help students to make the link between the enterprise skills they are developing in the classroom and how they are used in the working world.

The trips include the chance to work with volunteers from the business, as well as taking part in a game to give a flavour of the industry.

We run trips to over 80 businesses and employers. Some examples are:

**Hamleys Toy Shop**  
*Retail and Consumer Products*

Students get a tour of Hamleys toy shop, the biggest in Europe. They analyse the toys on offer and how they are aimed at different audiences before designing their own toy and pitching it to Hamleys staff.

**Birmingham Airport**  
*Transport*

Students learn about Birmingham Airport and the huge range of different roles that people have at an airport. They apply their learning by designing new branding for one of the airlines they meet.

**Freshfields Law Firm**  
*Legal*

Students visiting Freshfields are immersed in a simulated trial. Taking the role of prosecution or defence they gather evidence, organise their arguments, and then present before a judge and jury.
“[The trip] was a great opportunity for the girls to go into a business environment and learn the etiquette of being in a professional space, which is a real life skill.

“I think it was fantastic for our students to have the chance to work with other adults that are non-teachers and to feel really valued and listened to by them. It was a really supportive experience and made the world of work a much less scary prospect for them.”

Teacher, West Drayton Primary School
Our team of excellent qualified teachers help your teachers to build their confidence in teaching enterprise and supporting their students’ progress.

**Core support** includes:

- **Initial teacher training**: Introducing effective enterprise education and the EE Programmes.
- **Embedding the skills**: Exploring your students’ skills, with practical application for how to develop them in the classroom.
- **Learning walks**: Supporting teachers delivering programmes in the classroom, providing specific feedback and ideas.
- **Building on the skills**: Reflecting with teachers to analyse the progress their students have made and future development.

**Wider support** includes:

- **Modelling and feedback**: Modelling programme delivery, to get the most out of EE resources, with an opportunity to reflect.
- **Curriculum planning**: Supporting teachers to plan their projects effectively to specific school curriculums.
- **Skill focus**: Maximising progression in a particular Challenge Skill (e.g. staying positive or leading).
“I have been impressed by the impact this programme has had on our children. It has enabled them to see outside the school and make links with the wider community. Aspirations have been raised by visiting work places.

“Children have shown greater independence and more confidence in presenting their work. They have greater initiative and are more used to working collaboratively, which has impacted on their learning in other areas of the curriculum. Teachers have also been more adventurous in their planning and now incorporate more group work and expect more from children during feedback.”

Headteacher, East Acton Primary School
We use a skills levelling framework so we can quantifiably see progress over time, rather than just relying on students’ confidence.

**Example:**

**Working in a Team**

<table>
<thead>
<tr>
<th>By the end of Year 1</th>
<th>By the end of Year 6</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Below target:</strong> I can take turns with other children.</td>
<td><strong>Below target:</strong> When I finish my task, I help others complete their tasks on time too.</td>
</tr>
<tr>
<td><strong>Target:</strong> I can work with other children to do something together.</td>
<td><strong>Target:</strong> I help my team make decisions and I am happy to support other people’s ideas.</td>
</tr>
<tr>
<td><strong>Better:</strong> I know why teams are sometimes better than working by myself.</td>
<td><strong>Better:</strong> I recognise the value of others’ ideas and make useful contributions myself.</td>
</tr>
<tr>
<td><strong>Best:</strong> I am happy to help with different jobs in my team.</td>
<td><strong>Best:</strong> I’m helpful to others in their tasks and include all team mates in group discussions.</td>
</tr>
</tbody>
</table>
In 2014, we tracked a sample of 3,078 students across the year.

Over the year, our students showed that they could hit or exceed their target skills level with an EE programme – **85% were on track** by the end of the year, and **69% were working above target**:

Start of the year
against year group target

- Below 37%
- On 30%
- Above 33%

End of the year
against year group target

- Below 15%
- On 16%
- Above 69%

This is reinforced by their teachers’ view of their progress:

- **88%** of teachers saw progress in all eight skill areas
- **97%** of teachers saw progress in at least six skill areas

And EE students significantly out-performed skills development of students not following EE programmes across all skill areas:

- **117%** extra progress for EE students vs. control group

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**THE IMPACT**

Extra progress by EE students

Progress by control group

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We are now able to work with schools across England from our bases in Birmingham, London and Manchester.

We have a full range of partnership packages available according to the priorities of your school.

To set up a phone call or meeting, please don’t hesitate to email us at info@enablingenterprise.org

Alternatively, find the right contact for your region at: www.enablingenterprise.org/contact
“The EE programme allows for the progressive development of skills which are not just useful for primary, but can be utilised in secondary school and the world of work. The Challenge Skills … facilitate the type of character development essential to enable our pupils to become rounded, responsible and contributing citizens of the future. They also equip children with the resilience and tenacity necessary to ensure academic success.

“The programme has so impressed us that we are currently working alongside the EE team to develop an assessment system for topic teaching; this will provide extended opportunities for children to develop important life skills alongside statutory curriculum content.”

Headteacher, Wormholt Park Primary School
Enabling Enterprise is a not-for-profit partnership of schools and businesses transforming students’ enterprise skills, experiences of the working world and aspirations.

Contact us:
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