

Development of the Young Enterprise Team Programme



Using Enterprise to embed a range of skills and to give an opportunity for supported work experience, development of transferable business skills - as well as gaining naturally occurring evidence for Personal, Social Development.

Sector relevance: Further education colleges , specialist colleges

Keywords: Enterprise, skills, work experience



Summary

Learners on the North Lindsey College Life Vocational and Personal Studies course have embraced Enterprise learning via the Young Enterprise Team Programme. Learners have set up a company, written a Business Plan, produced and sold goods, prepared and presented Company Report sand Accounts. The skills the learners have acquired are: team work, working to deadlines, prioritising workload, interview skills, money management. The development of these skills has enabled them to start up a market stall in the local community, progressing on in some cases to starting up their own business after leaving college.

About North Lindsey College

North Lindsey College is **outstanding** according to the Ofsted inspection of September 2010.

North Lindsey College is the largest provider of post-16 education and training in North Lincolnshire, offering a huge range of full-time, part-time and apprenticeship courses at a range of levels. Learners benefit from excellent facilities plus friendly and vocationally experienced staff.

As well as full time vocational courses the College offers A, AS Levels as well as Mix and match A level studies with practical/vocational courses to suit learner needs .

North Lindsey is also an associate college of the University of Lincoln, and offers a range of HNCs, HNDs, degrees and an exciting new range of foundation degrees.

North Lindsey College has a wide range of excellent facilities available for use by learners.

Many are commercial facilities, serving paying members of the public, and are used as training facilities for our learners. This ensures that learners on many courses gain real life work experience onsite at North Lindsey College while they are completing their courses - experience which can be invaluable when applying for jobs afterwards.

The challenge

To introduce and embed Enterprise within the curriculum offer to improve the employability skills for learners with a learning difficulty/disability, allowing them to develop transferable work skills, where appropriate, supporting them to improve their employability on leaving College.

The activity

The College is committed to enterprise and currently offer NET 315 which is the brand name for the ERDF Incubation and Enterprise Project, led by Leeds City College. There are 13 partners from within the further education sector and other organisations, for example the Industrial Trust and Young Enterprise. The College's "share" of this is 19 new business start ups which generate 30 new jobs from ANY student of the college who enrolled between 9 September 2010 and 31 August 2013. Enterprise is promoted across the whole college with Enterprise Champions in place to help and support learners who want to start up their own business.



Embedding enterprise to support skills development and raise aspiration for learners within the Life and Work Skills curriculum is our goal. We use the Young Enterprise Team Programme model, which is specifically designed for learners with special education and support needs. The business advisors who come in to support the learners frequently say it is - "An unforgettable experience". Team Programme inspires students with special educational and support needs to work together as they set up and run their own real company, guided every step of the way by a "Young Enterprise Business Adviser".

Learners have to set up and run a business which includes the production of goods or offering a service. They have to hold regular board meetings and prepare a business plan, company reports and set of accounts. Evidence is gathered naturally for their PSD units as well as embedding functional maths, English and ICT.

The learners sold their work through a number of sales, networking

events and through a local business which supplies the Business Adviser.

The team managed to procure a stall at the local market one day a week at a low rent. With the support of the College Enterprise Champion, two learners Lewis and Peter, collected bric a brac which they check, wash, price and display on their stall. They have done extremely well with communication and money skills improvement. It is also an invaluable work experience for the more vulnerable learners who need extra support to help them achieve.

Outcomes

Enterprise has been delivered in the Life and Work curriculum area for a number of years; it has been extremely successful evidenced by learners winning awards on both a regional and national level. This is so motivational for learners and increases both their confidence and self esteem. As a direct result of Lewis and Peter running the market stall as their work placement - Peter is in the process of setting up his own gardening round and Lewis works in his local pub at the weekends. Other learners who have experienced working on the stall are looking at the feasibility of them having a stall when they leave, for example one young man wants to open a fishing tackle stall selling new and second hand fishing gear.



Lewis actually won the North Lincolnshire Young Voice Award for 'Inspiration' because he works hard supporting and inspiring those less able than himself.

Co-ordinators' perceptions

Using the Team Programme model has been invaluable, because the structure is geared towards learners with low ability and aspirations, learners have achieved, and retention / success rates have also improved. Many learners, who traditionally, may not have thought of going to work are now actively trying to seek employment or supported employment.