


- 
- Communication
 - Managing Information
 - Working with Others
 - Using Mathematics
 - Thinking, Problem Solving and Decision Making
 - Self Management
 - Using ICT
 - Being Creative



SUCCESS!



LEARNER DEVELOPMENT JOURNEY

SKILLS FOR WORK AND LIFE

Young Enterprise: Developing Skills for Work and for Life

Young Enterprise Northern Ireland is a charity developing the entrepreneurial skills and aspirations of young people **aged 4 - 25** to prepare them for the modern economy.

We develop the skills of young people to ensure they leave education prepared for work and life.

Working in partnership with education and business we engage with 90,000 young people each year. With support from the Department of Education our programmes address the skills development requirements of the Northern Ireland Curriculum.

Our methodology has been recognised by EU research as the best practice approach to developing entrepreneurial skills in young people.

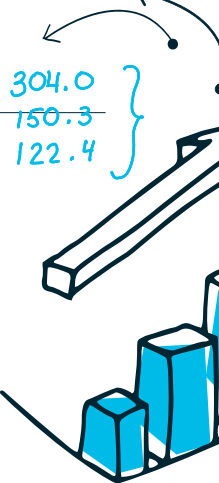
We know from our research that Young Enterprise education programmes work:

- 90% * of teachers agreed that taking part increased self awareness in participants' own capabilities and potential
- 94% * of teachers agreed that taking part raised awareness of participants' own strengths and weaknesses
- students who take part in multiple enterprise education activities are 5 times less likely to become NEET (Not in Education, Employment or Training)**

All our programmes deliver employability skills as part of our Learner Development Journey. A recent survey conducted for Young Enterprise by Opinium found that 70% of employers have difficulty finding good quality applicants for entry level jobs. Our programmes support teachers and lecturers to ensure that students leave education prepared for work and for life.

"The pupils have 100% gained a memorable experience and are walking away with skills new and old that they can now offer the world of employment!"

Centre Lead, Northern Ireland





Key Features

Our programmes:

- are underpinned by a guiding principle of **Learning by Doing**
- are supported by a comprehensive range of materials
- are supported by business volunteers who lead discussions, deliver activities and enrich the programme by sharing their own experiences and knowledge
- have flexible delivery models
- are mapped to the Young Enterprise Learner Development Journey

Key Benefits

Our programmes:

- help students and teacher track progress and embed learning through our Learner Development Journey
- provide students with the opportunity to populate their **Progress File**
- support schools to deliver on the skills development requirements of the Curriculum
- are recommended by teachers – 95%* would recommend a Young Enterprise programme
- and by students – 90%* would recommend Young Enterprise to their friends and family

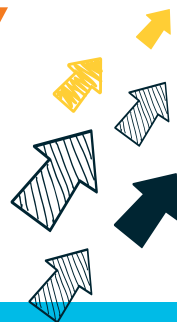


* evaluation of Company programme participants and teachers 2013/14

** Education and Employers Taskforce (2012) 'It's Who You Meet'

The Young Enterprise NI Learner Development Journey

Young Enterprise Northern Ireland has created a Learner Development Journey which maps intended learning outcomes for all programmes against 8 key employability competencies within the Curriculum.



THE EMPLOYABILITY COMPETENCIES

Participating in Young Enterprise programmes provides young people with an opportunity to understand, develop and apply employability competencies that are highly valuable to employers and further learning providers. Each competency is defined below:

Competency	Definition
Communication	The ability to listen, write and speak effectively to present and exchange information and ideas in a clear and concise manner
Managing Information	The ability to analyse and collect relevant information in order to summarise and categorise
Working with Others	The ability to build team engagement, collaborate, share knowledge and explain ideas to others whilst managing personal feelings
Using Mathematics	The ability to use mathematics in every day situations
Thinking, Problem Solving and Decision Making	The ability to collect and examine information, think creatively, and analyse situations to generate solutions to problems and to make informed decisions
Self Management	The ability to work on own initiative, to complete tasks or set goals, and complete according to set timeframes
Using ICT	The ability to use ICT to support project activities
Being Creative	The ability to think creatively i.e. to come up with new and different ways of doing things

THE PRIMARY JOURNEY

1 Raise Awareness	2 Build Understanding	3 Apply Skills	4 Model Competencies
Young people are aware of the skills and recognise their importance. Their confidence is raised.	Young people understand the competencies and recognise the need for continuous personal development in order to reach their ambitions. Their aspirations are raised.	Young people apply the skills in new situations that require key competencies and attitudes to succeed. Their successful habits are developed.	Young people model the key competencies in action. They articulate and evidence understanding and application of the skills using real-life examples.
		Business Beginnings (also available in Irish) page 6	
	Fiver page 6		
Ourselves page 5			
Our Families page 5			
Our Community (also available in Irish) page 5			
Our City (also available in Irish) page 5			
Our World page 5			

"Super activities to develop children's knowledge and skills. Great resources which are motivating to all pupils".

Primary Centre Lead
Northern Ireland



Programmes at a Glance

Primary Schools

OURSELVES

Through story-book characters pupils learn about the 'world of work' and the importance of saving, earning, decision making and teamwork.

Learner Development

Stages 1-2

Age Range

Primary 1/2

Delivery Time

Flexible up to max of 6 hrs

OUR FAMILIES

Pupils identify family members and learn about the basic living needs and wants that they have. They discover where to satisfy these needs and begin to realise the difficult decisions that families have to make in order to pay for them.

Learner Development

Stages 1-2

Age Range

Primary 2/3

Delivery Time

Flexible up to max of 6 hrs

OUR COMMUNITY

Pupils identify the main features of a city and the importance of city planning. Taking on a range of hands-on activities, they experience a variety of job roles in key industries of the city, enabling them to gain essential life skills.

Learner Development

Stages 1-2

Age Range

Primary 3/4

Delivery Time

Flexible up to max of 6 hrs

OUR CITY

Pupils identify the main features of a city. They learn that the jobs and skills of workers in key industries are vital in determining the character and life of a city. They recognise that interdependence between business is essential for the free flow of money within a city.

Learner Development

Stages 1-2

Age Range

Primary 4/5

Delivery Time

Flexible up to max of 6 hrs

OUR WORLD

Pupils learn what countries of the world rely on each other for resources. Through a world resource map, trading game and international exercise challenge, pupils will simulate the decisions that countries and business make.

Learner Development

Stages 1-2

Age Range

Primary 6/7

Delivery Time

Flexible up to max of 6 hrs

FIVER

National competition to find the next generation of budding entrepreneurs with a £5 pledge from the Fiver bank.

Learner Development
Stages 2-3

Age Range
Primary 5-7

Delivery Time
Flexible throughout June

BUSINESS BEGINNINGS

The Business Beginnings programme allows young people to get real business experience by setting up and running their own company.

Aimed at young people from Primary 5 to Primary 7, the programme gives an insight into how business works in the real world.

Learner Development
Stages 3-4

Age Range
Primary 5-7

Delivery Time
Flexible 7 sessions



"This has been an excellent experience for the children, they all were very engaged with the project and worked so well to make their product, market and sell it. Elaine (Volunteer Business Mentor) has been excellent – she has enthused the children and kept them on track and well motivated. The children made a substantial amount of profit and were delighted with themselves. Overall an extremely worthwhile and educational experience."

*Colette Clarke, Centre Lead
Northern Ireland School*



By combining multiple programmes into longer term interventions, young people benefit from increased skills development and the cumulative impact of progressing throughout the stages.

THE POST-PRIMARY JOURNEY

The journey takes young people from stage 1, raising awareness of employability competencies, through to stage 4 where they model key-competencies through real-life experience. The chart below outlines where each of our programmes typically sit on the Learner Development Journey.

Stages

1 Raise Awareness	2 Build Understanding	3 Apply Skills	4 Model Competencies	
Young people are aware of the skills and recognise their importance. Their confidence is raised.	Young people understand the competencies and recognise the need for continuous personal development in order to reach their ambitions. Their aspirations are raised.	Young people apply the skills in new situations that require key competencies and attitudes to succeed. Their successful habits are developed.	Young people model the key competencies in action. They articulate and evidence understanding and application of the skills using real-life examples.	
Programmes		Company	page 10	
		Team	page 10	
		Quickstart	page 10	
	Tenner		page 9	
	Masterclasses			page 9
	Your School Your Business			page 8
	Explore Enterprise			page 8
	Project Business			page 8
	Learn to Earn			page 8
	Personal Economics			page 8
	Presentation Skills			page 9
	Study Skills			page 9
	Success Skills			page 9

Programmes at a Glance

Post Primary Schools

These interactive business challenges develop the 21st century employability skills that students need for the modern economy. They work alongside business people from their local community and learn more about their career journeys & the range of industries available to them.

YOUR SCHOOL YOUR BUSINESS

Students develop skills and positive attitudes as they make the leap from primary to post-primary school.

Learner Development

Stages 1-2

Age Range

Year 8

Delivery Time

2.5 - 3 hours

EXPLORE ENTERPRISE

Students learn, through teamwork and participation, what it means to be enterprising and discover 'what is an

Learner Development

Stages 1-2

Age Range

Year 9

Delivery Time

2.5 - 3 hours

PROJECT BUSINESS

Series of enterprise challenges as students take on the role of small business owners with a business volunteer.

Learner Development

Stages 1-2

Age Range

Year 10-11

Delivery Time

2.5 - 3 hours

LEARN TO EARN

Learning about career choices, personal skills, recruitment and the cost of living to help young people prepare for successful futures.

Learner Development

Stages 1-2

Age Range

Year 10-11

Delivery Time

2 - 2.5 hours

PERSONAL ECONOMICS

Young people develop money management skills for life, with introductions to credit and debt, savings, budgeting and more.

Learner Development

Stages 1-2

Age Range

Year 10-11

Delivery Time

2 hours





"It has given us all really good sales experience. Selling to the public has been a challenge, but I feel like we have developed really good, lifelong skills."

Company Programme Student
Northern Ireland

SUCCESS SKILLS

Students develop their employability skills and capabilities for life at school, career and the world of work.

Learner Development
Stages 1-2

Age Range
Year 11-14

Delivery Time
2 - 3 hours

MASTERCLASSES

Highly focused seminars on growth sectors of the economy give students an insight into how business works.

Learner Development
Stages 1-3

Age Range
All ages

Delivery Time
2.5 - 3 hours

PRESENTATION SKILLS

Students develop their presentation and self-marketing skills to prepare for the world of work and to make the right impression on future decision makers.

Learner Development
Stages 1-2

Age Range
Year 11-14

Delivery Time
2 hours

TENNER

National competition to find the next generation of budding entrepreneurs with a £10 pledge from the Tenner bank.

Learner Development
Stages 2-3

Age Range
All ages

Delivery Time
Flexible throughout March

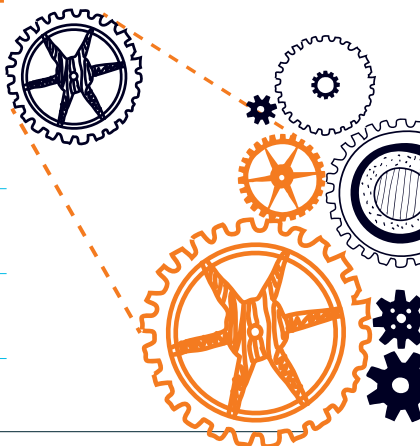
STUDY SKILLS

Students develop skills for life-long learning, time management and understanding how to create the right environment to work.

Learner Development
Stages 1-2

Age Range
KS3 & KS4

Delivery Time
2 hours



QUICKSTART

Students get an insight into entrepreneurship by setting up & running their own company over 10 sessions, with support from a business mentor. This maps to statutory requirements for Learning for Life & Work Employability strand.

Learner Development
Stages 3-4

Age Range
KS3 & KS4

Delivery Time
Flexible

COMPANY PROGRAMME

This flagship programme is the ultimate enterprise experience. Young people set up and run a real company for a year with guidance from a business volunteer and have the chance to compete with other schools.

Learner Development
Stages 3-4

Age Range
Age 15-19

Delivery Time
Up to one academic year

TEAM PROGRAMME

Team is the only programme of its kind in the UK designed to help students with learning difficulties or disabilities learn about business and run a real company at their own pace.

Learner Development
Stages 3-4

Age Range
Age 15-19+

Delivery Time
Up to one academic year

DELIVERY MODELS

Young Enterprise isn't just for Business Studies & Careers, it is suitable for all students. NI Skills Barometer highlights that wider employability skills are essential to securing employment.

Teachers from any subject area or non-teaching staff can support the QuickStart, Company or Team programmes. Project based learning through Young Enterprise allows students from different disciplines to work collaboratively, gaining an insight into the application of learning in the workplace. Financial management, marketing, creative thinking, decision making, teamwork and digital skills are all developed, providing insight into personal strengths & weaknesses.

If you choose to run the Company on a Shared Education basis with your partner schools, you can access funding to support project costs, teacher cover, and transport.

By linking with Enrichment, CCEA CoPE, OCN accreditation or Duke of Edinburgh, students can significantly enhance their CV to demonstrate their skills gained through project based learning, enhancing their future employability.



Duke of Edinburgh Approved Activity Provider

Employability skills are an increasingly important factor when people are choosing a DofE programme. Our Company, Team and Start-Up Programmes can be used to complete the Skills section of a DofE programme. Like the DofE, we make the connection between school and the world of work, enabling young people to develop the knowledge and skills they need to succeed. For further information on how you can incorporate the Company, Team programmes in to your Duke of Edinburgh award, please get in touch with your local Young Enterprise representative.

Find out more and book a programme

Our programmes are accessible and complement the education experience, allowing young people to explore their interests and expand their skills.

You can find more information about all of our programmes for primary and post primary students on the the Young Enterprise NI website – please visit www.yeni.co.uk or email us at info@yeni.co.uk

Endorsements



CCEA has endorsed the use of these materials in schools and has confirmed that they are aligned to the broad aims and objectives of the Northern Ireland Curriculum. The programmes and materials support the development of self-confidence, employability and enterprise skills and facilitate team- working and problem solving skills.

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The Company Programme developed by Young Enterprise gives students invaluable experience about running a company and dealing with real-life business challenges and issues. It gives young people an understanding of markets and the way in which companies in a certain field operate. By identifying customers, developing marketing strategies and seizing on opportunities for growth they learn quickly about the main fundamentals of running a business. This increases their confidence and prepares them for the world of work and taking on responsibilities. Northern Ireland Chamber of Commerce and Industry commends Young Enterprise on developing such a worthwhile and practical programme which helps create the entrepreneurs of tomorrow.



CBI Northern Ireland supports the excellent work of Young Enterprise NI in developing the skills of local young people. One of our key priorities is to align education and skills with the economy, and Young Enterprise supports this ambition by developing entrepreneurship and employability skills and building confidence in young people.



The IOD in Northern Ireland support the work of Young Enterprise in equipping young people with the skills needed for the modern economy - the ability to work in a team, solve problems, communicate effectively and show resilience and resourcefulness. These skills must be at the heart of the education system from beginning to end.