

SCHOOL ENTERPRISE CHALLENGE AWARDS PROGRAMME 2018 INFORMATION PACK



About the School Enterprise Challenge

The School Enterprise Challenge is an international business programme for schools run by the educational charity [Teach A Man To Fish](http://TeachAManToFish.org).

The programme **empowers students to develop essential 21st century skills in a fun and interactive way.**

Schools have the chance to get recognized at an international level and win prizes along the way for their outstanding work and impact.

The programme is FREE to participate and guides teachers and students to plan, set up and run a school business.



What is a School Business?

A school business is a business that is owned by a school but is also staffed and operated by its students.

Gives students hands-on experience of running a real business

Generates real profits to support their school or a cause of their choice

Is sustainable and will grow and develop year after year

Successful school businesses are sustainable: they sell products or services on a consistent basis and profits are invested into the school or growing the business further.

School businesses can be run as after-school clubs, at lunch, during lessons or any other time that works for the team. Schools are also encouraged to incorporate the School Enterprise Challenge into their curriculum.






In 2017, more than 6,000 schools from over 100 countries registered to take part in the School Enterprise Challenge and schools generated an average net profit of \$390 USD!

How does the School Enterprise Challenge work?

The School Enterprise Challenge runs all year around. There are three certificate levels for schools to take part in: **BRONZE**, **SILVER** and **GOLD**. Learn how to make the grade for each level and see how any school can participate:



|  DO IT BRONZE |  DO IT WELL SILVER |  GROW IT GOLD <div>New for 2018</div> |
|--|--|--|
| Schools who... <ul style="list-style-type: none"> are new to the School Enterprise Challenge have never run a school business before want to learn how to produce a basic business plan and annual report | Schools who... <ul style="list-style-type: none"> have run a school business before (for at least 3 months) are interested in growing their business OR starting a different business are ready to complete a detailed business plan and annual report have met all the Bronze achievement criteria | Schools who... <ul style="list-style-type: none"> have run a profitable school business before (for at least 1 year) are ready to grow their business, involve more students and integrate it into more subjects at their school are ready to complete an advanced business plan and annual report have met all the Silver achievement criteria |

Why take part in the School Enterprise Challenge

The School Enterprise Challenge Awards Programme is FREE to join and offers a wide range of learning and award opportunities for both students and teachers. Here are just some of the benefits of taking part:



LEARNING & EARNING

- Teach 21st century skills in a fun and innovative way - take learning out of the classroom and into the real world
- Experience planning and running a REAL business
- Raise extra income for your school
- Become part of a global community of enterprising schools



RECOGNITION & PRIZES

- Work towards a Bronze, Silver or Gold level certificate
- Win a place at our regional conference and up to \$5,000 for your school
- Win the Inspirational Teacher Prize of \$1,000
- Enterprising students can win cameras and laptops

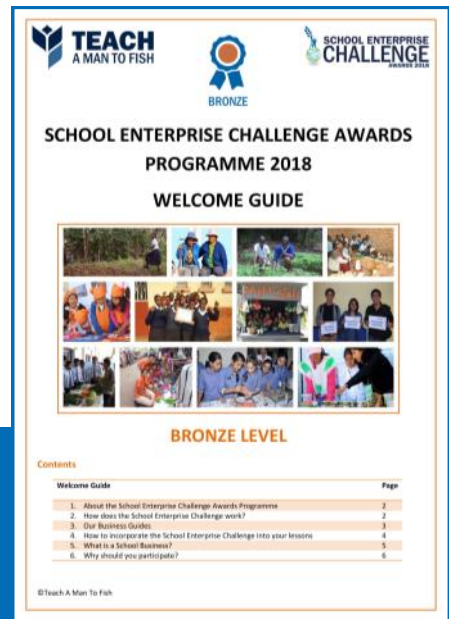
How does the School Enterprise Challenge support schools?

The School Enterprise Challenge Team supports schools throughout the whole programme, from coming up with a Business Idea all the way through to successfully running a school business and completing an Annual Report! Here are some examples of the kind of support schools receive along the way:

Business Guides and Educational Materials:

Our Business Guides provide help on completing each step, lesson plans for teachers and top tips for students to take part in the different roles within their school business.

Schools can access all our Educational Materials on our website. These materials include videos featuring successful past participants, financial literacy glossaries and case studies which will further help schools plan and run their businesses.



Some of the topics our guides cover include:

- Marketing
- Writing a financial plan
- Competitor analysis
- Sales
- Accounting
- Launching your business

Getting Connected:

Throughout the School Enterprise Challenge we provide extra opportunities for participating schools, including:

- **A mentorship programme** for schools that want to receive extra support from a business mentor.
- **A school partnership programme** connecting enterprising schools around the world to support each other, exchange learnings and share experiences.
- **Global events and mini competitions** supporting the development of new skills and an opportunity for schools to be recognized on a global scale.

There are several mini-competitions schools can enter to develop new skills and win additional prizes. This is the winning design from the logo competition run in 2017, submitted by Meridian School in Hyderabad, India.



Follow us on [Facebook](#), [Twitter](#) and our [Blog](#) to keep up to date with the latest School Enterprise Challenge news and learn more about inspiring school businesses in action!

 **School Enterprise Challenge**

 **@SchEnterprise**

 **schoolenterprisechallenge.wordpress.com**

Building Students' Skills

By taking part in a school business, students also have the opportunity to **learn key 21st century skills** that will help them in school, business and in life!



Learn more about how students can develop these skills in an article about the School Enterprise Challenge in the [British Council magazine!](#)

In a survey of participating teachers from our 2017 programme:

- **90% of teachers** reported that their students improved their problem solving skills.
- **92% of teachers** reported that their students improved their team working skills.
- **94% of teachers** reported that their students improved their business knowledge.

See what some of our participants have to say:

"The School Enterprise Challenge was great, I learnt so much and had fun at the same time. I now know how to take care of customers, plan projects and manage my time. When I leave school I would like to set up my own business." (Student at Zithokozise High School, South Africa)

"Through the school business, we learnt how to work as a team and how to problem solve. I have learnt how to fall but also how to get up again and this is the most important part: conviction." (Student at La Bastilla Technical Agricultural School, Nicaragua)



Students at Happy Days Primary Schools in Uganda wanted to improve health and hygiene in their community so they started a business making easy-to-use handwashing stations called "tippy taps". Their profits were re-invested in their business and used to buy cleaning equipment for their school as well as taps for elderly community members!

Visit schoolenterprisechallenge.org to see more examples of inspiring school businesses!



Join the community of enterprising schools today
www.schoolenterprisechallenge.org