



TEACH A MAN TO FISH

WHAT WE DO AND HOW IT WORKS

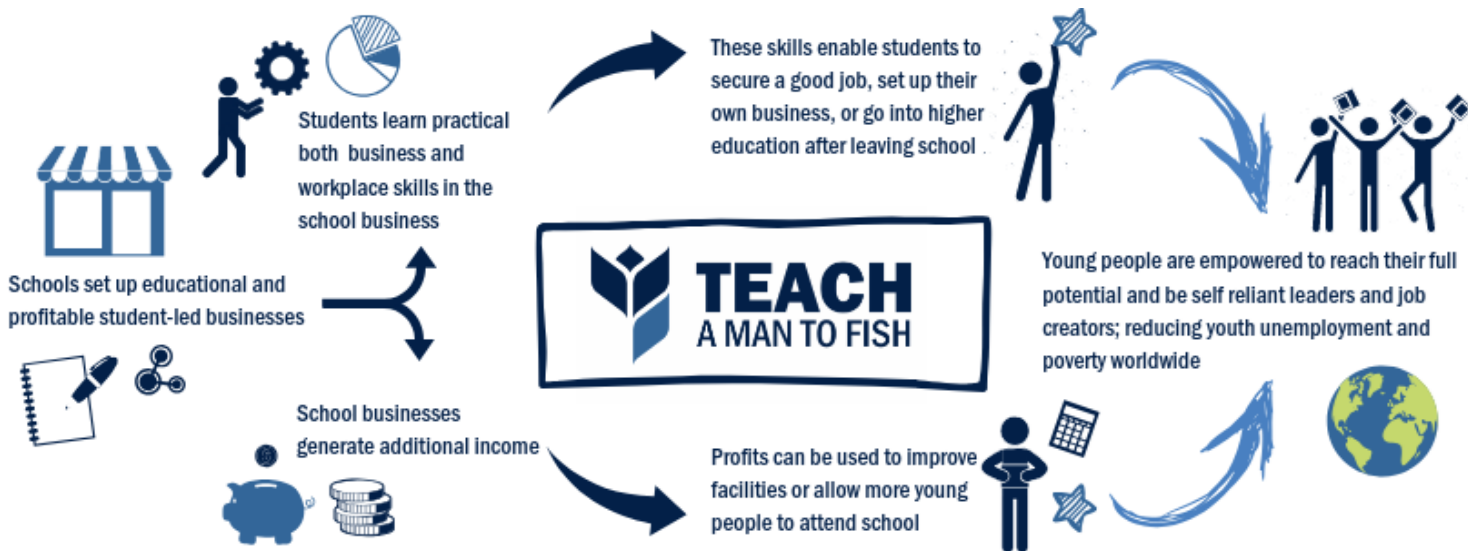
Teach A Man To Fish is guided by a simple, all-encompassing mission: to empower young people with the skills they need to succeed, in school, work, and life.

Through our flagship programme, the School Enterprise Challenge, we work with schools around the world to set up School Businesses which are both educational and profitable. Students are guided step-by-step to “learn by doing” as they plan and set up a real business. We equip teachers with skills and resources to help their students gain practical business experience and to develop essential life skills such as teamwork, leadership, communication and problem-solving through their School Business. At the same time, schools benefit from additional income and the businesses become sustainable in the long term.

We aim to tackle an important and global issue with our work - there are more than 71 million young people unemployed worldwide (International Labour Organisation 2018). In the long-term, the skills and experience our student entrepreneurs gain help them continue in education, secure a decent job or set up their own business when they leave school.

Since 2006, we’ve created over 370,000 young entrepreneurs and 19,000 enterprising teachers through our global programmes.

HOW IT WORKS





OUR WORK

1. Programmes

School Enterprise Challenge

Our flagship programme, the School Enterprise Challenge is an educational programme that is available to any school around the world through our online portal and for low-resource schools in 12 countries through our field offices, teams and partnerships. This 14-step programme guides teachers and students to set up a real business in their school, selling real products or services to real markets.

Through our online portal, we lay out our programme step by step for school teams supported with a multi-media suite of free educational resources and regular guidance through email, WhatsApp and Social Media to take the practical steps for planning and implementing a business that is both educational and profitable. Designed as an Awards programme, the School Enterprise Challenge assists school teams to grow their business and experience at Bronze, Silver, and Gold levels. Every year prizes and certificates are awarded to recognise the achievements of students, teachers, and schools.

To reach low-resource schools, Teach A Man To Fish has set up field offices and registered as an NGO in Uganda, Rwanda, South Africa and Nicaragua. **Our teams provide face-to-face training, a full suite of resources tailored to the country context and direct support** through school visits, phone calls, SMS, facebook and WhatsApp to teachers and students in Uganda, Rwanda, South Africa, Nicaragua, Honduras and Guatemala.

Our teams also work with local partner organisations to train and assist low-resource schools to participate in the School Enterprise Challenge in countries where we have offices as well as in Kenya, Tanzania, Nigeria, India, Mexico and Paraguay. Partners receive training in how to train teachers, our full suite of free educational resources, and regular guidance in how to support the school teams in their network to get the most out of their participation in the School Enterprise Challenge.



OUR WORK

2. Sharing knowledge and Raising Awareness

Working in partnership to strengthen livelihood development initiatives

In Uganda, between 2016 and March 2020, we worked with Opportunity International on their DfID-funded Empowerment for Girls' Education (EGE) project, to improve the learning, retention and transition of girls through the delivery of financial literacy and life skills training. In 2020, together with Opportunity International, HNRS and Opportunity Bank Uganda Limited we are piloting a 12-month project, the Youth Enterprise Challenge. The project is working with 1,440 out-of-school youth in rural communities in Mityana to equip them with the business planning and management skills they need to start and run a profitable business.

We completed the EU-funded Entrepreneurial and Environmental Empowerment for South Africa's Youth (EESAY) project in 2019. The project was implemented in partnership with the Wildlife and Environment Society of South Africa (WESSA) and Business World Development Trust (BWDT) and focused on teachers and learners in schools in two of the poorest provinces in South Africa - KwaZulu Natal (KZN) and Eastern Cape (EC).

Education That Pays Conferences

Our annual 'Education That Pays' international conference convenes some of the world's leading practitioners in entrepreneurship education in a unique forum for learning, networking, inspiration and action.

The Pan-African Awards for Entrepreneurship in Education

From 2007 to 2019, the Pan-African Awards has attracted applications from more than 3,500 organisations and recognised over 200 winning organisations that address skill gaps, financial insecurity and underemployment through innovative entrepreneurial education programmes in Africa. Supported by The Saville Foundation, the Awards offer the winning organisations the chance to network, scale and share their alternative entrepreneurial and sustainable approaches to education.

Members' Network

Our free online Members' Network which is accessed through our website is a place where those interested in sustainable, practical education can connect, collaborate and share resources. We currently have over 3,800 members worldwide.

3. Training and Consultancy

We offer a range of consultancy packages which we tailor to support organisations and schools to set up educational and profitable businesses. Tailored packages include business planning and management support and how to use a school business as an educational tool. We have worked with a number of Technical and Vocational Colleges and schools in the Salesians of Don Bosco network including in Mali, Benin, Tanzania and Peru and with Save the Children's Migrant Learning Centres in Thailand.



OUR IMPACT

In 2019 our programmes gave:

- 71,446 young people business and life skills
- 5,668 teachers the skills and experience to help their students set up their own business
- 1,876 school businesses in 32 countries an additional source of income for their community

Meet some of our student entrepreneurs:



Sharom

Sharom started life in a single-parent household in one of Kampala's slum areas. At 23, Sharom is running a successful poultry business, making a monthly profit of UGX 400,000 (US\$134). This is double the monthly salary of teachers in the area.

Sharom learnt about business and poultry production through his school's poultry business. As a team leader, he also gained the confidence to start his own business and employ someone to help him run it. Sharom's business profits helped him to support his mother, contribute towards his sister's schooling, and pay for his studies in business administration at one of Kampala's top universities, from where he recently graduated.



Jorge

Jorge was born in rural Paraguay and grew up in a family with 19 children. Living in a cramped house, with only a small piece of land to farm corn, Jorge and his family were limited by the struggle that faces many poor communities. Jorge took the huge step of moving away from his family home to attend the San Francisco Agricultural High School in Paraguay where the school businesses changed his life. Using the skills he learned, he set-up his own business selling organic vegetables which has proved successful. His business has led to him winning a Harvard young entrepreneurs prize and a grant to learn English. Despite offers from major international companies, Jorge has returned to work at the San Francisco Agricultural High School to pass on his skills and experience to the next generation.



Diane

Diane is a student trainer at her school's handicrafts business in Rwanda. From teaching her colleagues how to create hand-beaded bracelets, to convincing her local Marriott Hotels to sell their designs, Diane is showing other young women in her community that "you can do anything you want to do if you put your mind to it!" Diane has a big vision for her school's business. After the success of their jewellery line, she wants to expand the collection to include *kitenge* fashion pieces. "On our continent, women can be scared of business. They often don't know that they can start their own. I'm proud to be a female entrepreneur! I can be independent. I can do something I like and do it for myself!"