



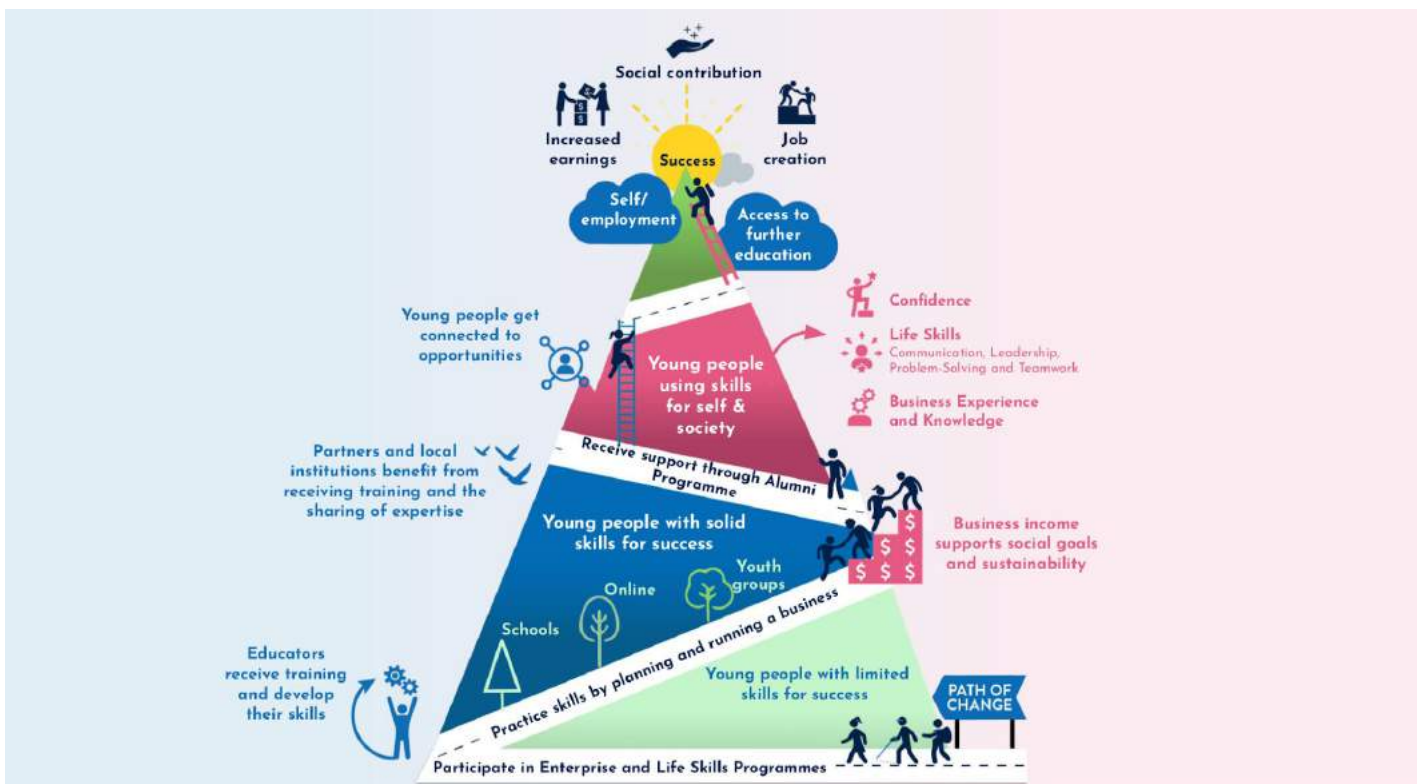
# TEACH A MAN TO FISH

## 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 programmes, we work with educators and young people around the world to set up youth-led enterprises which are both educational and profitable. We equip educators with skills and resources to help young people gain practical business experience and to develop essential life skills such as teamwork, leadership, communication and problem-solving through business planning and implementation. 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). **The skills and experience our young entrepreneurs gain help them to learn better, continue in education, secure a decent job or set up their own business when they leave school.** Ultimately, our programmes provide tools for young people to adapt to an ever-changing world, and give them the confidence to seize the opportunities that are around them.

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





# OUR WORK

## HOW WE WORK

**We deliver distance learning programmes from our UK office and in-person through our country offices and partnerships.** We have offices in Honduras, Nicaragua, Rwanda, Uganda and South Africa, with teams delivering our programmes directly to low-income schools and communities. We deliver our programmes through local partners in these countries as well as in Mexico, Guatemala, El Salvador, Paraguay, Nigeria, Tanzania, Kenya, Mozambique, and India.

## OUR PROGRAMMES

### ***1. The School Enterprise Challenge***

Our flagship and award-winning programme, the School Enterprise Challenge, is an educational programme that is available to students in any school around the world through our online global portal and for young people in low-resource schools in 12 countries through our field offices, teams and partnerships. This 14-step programme guides teachers to facilitate their students in building their skills through setting up a real student-led business in their school, selling real products to real customers.

The School Enterprise Challenge is proven to improve participants' life skills, business knowledge and maths and science scores. In 2019, we found that participants' developed the four key life skills we measure (communication, teamwork, problem solving and leadership) much faster than their non-participating peers. In Uganda, we found that the proportion of participants obtaining top scores quadrupled in science and tripled in maths within a year of taking part in the programme. The programme also leads to better life outcomes after school: in Uganda, an external evaluation found that 84% of School Enterprise Challenge graduates were in education, employed, and/or self-employed.

Through our online portal, we lay out our programme step by step for school teams. We support participants with a multimedia 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 teams to grow their business year on year and embed it in their school as an educational tool. Every year prizes and certificates are awarded to recognise the achievements of students, teachers, and schools.

### ***2. Out-of-school business clubs***

In 2020 when schools closed in response to Covid, we continued to reach young people through our out-of-school business clubs in Rwanda and Uganda. These business clubs engaged 1,684 young people who were most at risk of dropping out of school permanently as a result of the pandemic and trained teachers specifically to lead short-term out-of-school clubs.

Early data collected from participants shows that, through business clubs, we were able to effectively support young people in marginalised communities to develop essential life and business skills through planning and implementing a business out of school.





## OUR WORK

### **3. Enterprise Adventure**

In 2020, we designed and launched the Enterprise Adventure to support young people to work on their own to come up with a plan for a social enterprise that addresses challenges they see in their communities. The programme was delivered to 5,500 young people in South Africa and Uganda through printed workbooks, and to over 1,000 teenagers worldwide through a mobile app developed in-house. Enterprise Adventure guides young people to work independently, using their critical thinking to learn new concepts and build skills outside of school, developing their aspirations and confidence.

## SHARING KNOWLEDGE AND RAISING AWARENESS

### **1. Working in partnership to deliver impact**

In 2020, we worked with Opportunity International, HNRS and Opportunity Bank Uganda Limited to pilot a 12-month project, the Youth Enterprise Challenge, with the goal of improving the financial and entrepreneurial skills of targeted rural youth groups. The project adapted the School Enterprise Challenge programme and resources to meet the needs of 1,440 youth with low literacy skills in rural communities.

Teach A Man To Fish is working with the Education Cannot Wait consortium for a period of 24 months to deliver valuable practical and relevant learning opportunities to young refugees. We are bringing the School Enterprise Challenge to 2,400 learners in 60 primary schools in four refugee settlements and host-communities in Uganda (Rhino, Bidi Bidi, Kyangwali, Palabek settlements).

### **2. Professional development webinars for teachers**

In 2020, we worked closely with teachers to develop their understanding of student-centred pedagogy. We delivered online professional development webinars in English and Spanish to teachers with a total attendance of over 9,500. The webinars focus on methodologies and tools to cultivate agency in young people, such as how to develop an entrepreneurial and growth mindset.

### **3. Members' Network**

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

## TRAINING AND CONSULTANCY

We offer a range of consultancy packages which we tailor to support organisations, individuals, 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. In 2020, we expanded our offer through an online social enterprise course for non-profits, aimed at supporting organisations to create new income streams for their social mission.



## OUR IMPACT

In 2019 our programmes:

- Supported 72,474 young people to develop business and life skills
- Gave 5,753 teachers the skills and resources to help their students set up a business
- Helped launch 1,887 school businesses in 34 countries, providing additional income to school communities.



### **Cindy - School Enterprise Challenge participant**

Cindy is a Honduran teenager who decided to start her own business selling house plants, forest and medicinal plants in 2019, while participating in the School Enterprise Challenge. In 2020, she helped her father start a family business, 'Café Chonita', by sharing with him the business knowledge she has gained. The experience as an entrepreneur has expanded Cindy's aspirations: *"My goal is to become a successful micro-entrepreneur. I still want to go to college to become a forestry engineer, but I will continue being an entrepreneur so that I can employ and inspire the youth of my community. Without this opportunity, I would have probably been a young woman that depended on my parents and had no purpose in life."*



### **Atim - out-of-school business club participant**

Atim is a Ugandan teenager who participated in one of our out-of-school business clubs in 2020. This experience of starting and running a liquid soap business had a positive impact on her skills development and her confidence. She explains that being a female entrepreneur *"feels good and it makes you independent"*. In addition, the skills she developed in the business club has helped her entire family, as she has been able to start a small business of her own to complement her parents' earnings: *"Before, we used to go hungry more frequently, but now we rarely do since my mum's business together with mine generate more profit that can now put food on our table"*.



### **Valens - School Enterprise Challenge graduate**

Valens from Kigali, Rwanda, participated in his school's business from 2016 until 2018, the year of his graduation. Since then, he has taken the skills acquired while participating in the School Enterprise Challenge to start a poultry farming business. This initiative has allowed him to help reduce malnutrition in his community. He explains that participating in the school business has been very beneficial for him: *"with participating in the school business, I now feel more confident; I know how to deal with people, and how to present my ideas"*. The school business improved his financial literacy and taught him about budgeting: now, he is saving money with his friends and business partners, with the goal of eventually starting and running a bigger business in the future.