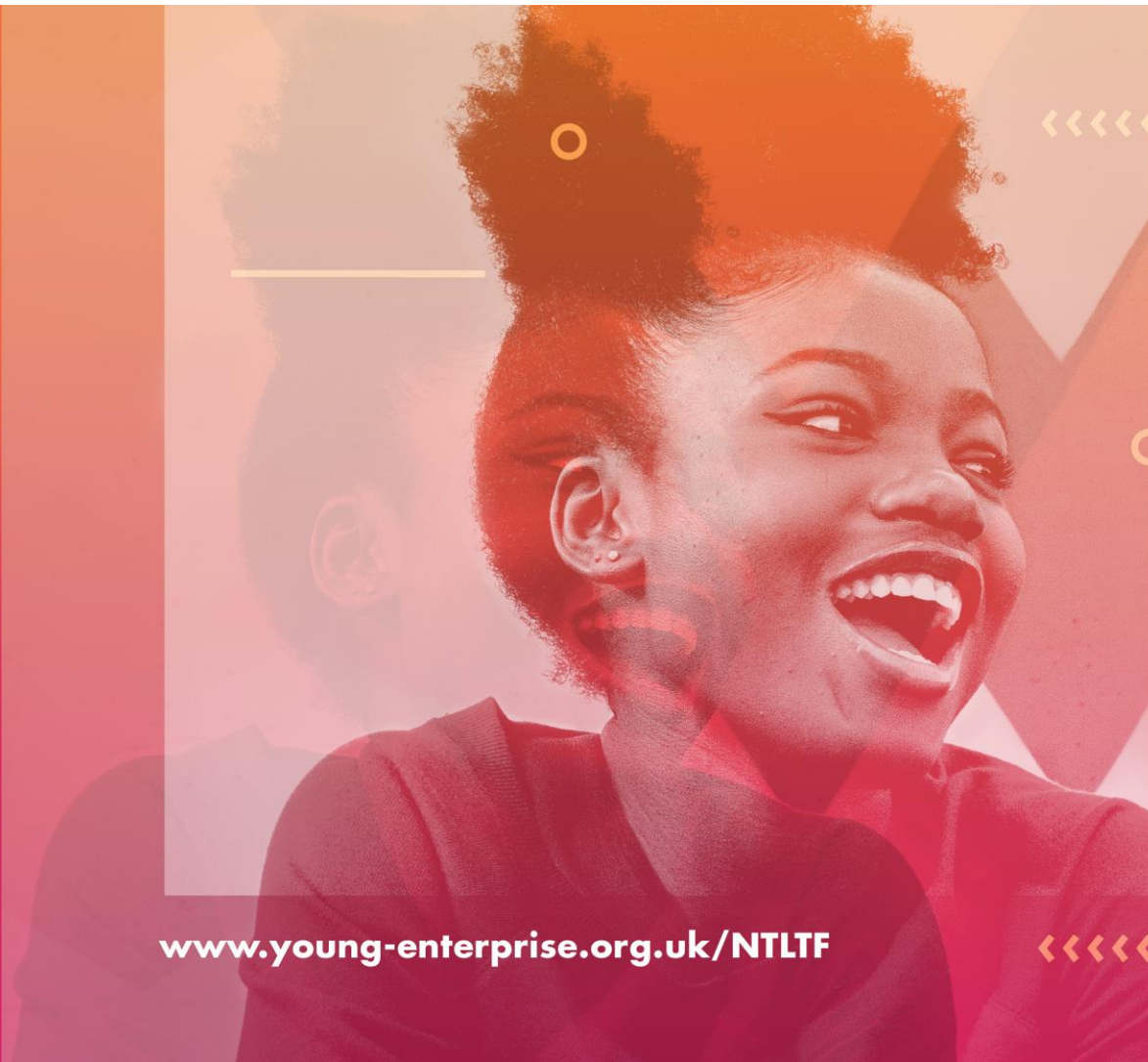


# NO TIME LIKE THE FUTURE

The importance of early  
experiential opportunities  
in the development of  
entrepreneurial mindsets  
and behaviours



[www.young-enterprise.org.uk/NLTF](http://www.young-enterprise.org.uk/NLTF)



# Young Enterprise

## About Us

Young Enterprise is a national charity that motivates young people to succeed in the changing world of work by equipping them with the work skills, knowledge and confidence they need to succeed.

The vision at Young Enterprise is for every young person to be provided with the opportunity to learn the vital skills needed to earn and look after their money, develop an enterprising mindset and make a valuable contribution to their communities and wider society.



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# Importance of starting early

"Ignoring the process of career development occurring in childhood is similar to a gardener disregarding the quality of the soil in which a garden will be planted"

1. Niles, S. G., and Harris-Bowlsbey, J. (2017). Career Development Interventions. (5th ed.). Toronto: Pearson

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# Importance of starting early - evidence

## European Commission , 2015

**Young people** – higher employability, skills and positive attitudes

**Economy and society** – increasing quality of start ups, combating social exclusion

*benefits are greater when students participate in consecutive entrepreneurship experiences throughout their studies, beginning at primary school*

## Careers and Enterprise Company, 2018

Positive influencing of attitudes, raising aspirations, breaking down ‘societal expectations’, broadening horizons, developing self-belief and connecting learning to life.

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# YE's approach – Young People

Young people from primary age onwards should be provided with real and relevant opportunities to develop and apply their skills and mindsets.

Beginning this process within the formative years of education establishes these positive mindsets at a critical point in a young person's development.

Importantly, these opportunities should continue into secondary education enabling progression, reinforcement and continued relevance.



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# YE's approach – Educators

The key influencers over a young person's mindset are their parents/carers and their teachers.

We recognise that the educators know the young people they work with the best. For this reason the vast majority of YE support is targeted at educators, enabling them to deliver appropriate and meaningful careers and enterprise education.



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# Fiver Challenge



## Four Week Challenge Plan



### 1 - here's a fiver!

Pupils will work together to decide what product or service they'll invest their fivers in



### 2 - getting started

Teams will need to source materials or products, prepare sales pitches, and plan selling events



### 3 - keep it going

In the third week of the Challenge pupils get their product or service ready and prepare for their selling event



### 4 - payback and keep the profits

At the end of the Challenge pupils repay their £5 pledges plus a 50p legacy contribution and decide how to spend or donate their profit

6,278 primary young people in Wales participated in 2019/20

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# My Money Week



Money Week is a national activity week for primary and secondary schools that provides a fantastic opportunity for young people to gain the skills, knowledge and confidence in money matters to thrive in society.

to thrive in society

My Money Primary Toolkit  
Key Stage 2 Year 6 Unit 1:  
Understanding My Money PSHE Activity sheet

**Job Profiles**  
Use this information sheet to talk to the children about their answers after they have completed the Job Profiles activity sheet.

Chef	Nurse	Police Officer	
<p>This is what you'll do and the skills you will need:</p> <ul style="list-style-type: none"> <li>Prepare food using variety of cooking skills</li> <li>Plan menus</li> <li>Deal with suppliers</li> <li>Manage budget</li> <li>Cook safely</li> <li>Know all about hygiene, health &amp; safety</li> </ul>	<p>This is what you'll do and the skills you will need:</p> <ul style="list-style-type: none"> <li>Plan and provide care for patients</li> <li>Check temperatures and blood pressure</li> <li>Give drugs and injections</li> <li>Clean and dress wounds</li> <li>Help with examinations</li> </ul>	<p>This is what you'll do and the skills you will need:</p> <ul style="list-style-type: none"> <li>Issue orders, prevent and investigate crime</li> <li>Work with the public</li> <li>Make enquiries</li> <li>Give evidence in court</li> <li>Attend accidents and fires</li> <li>Diplomacy</li> <li>Physical fitness</li> <li>Knowledge of the law</li> </ul>	
<p><b>qualifications:</b></p> <ul style="list-style-type: none"> <li>Diploma</li> <li>A</li> </ul>	<p><b>You will need these qualifications:</b></p> <ul style="list-style-type: none"> <li>Physically fit</li> <li>Safety security checks</li> <li>Good basic education</li> <li>Further training for NVQ's recommended</li> </ul>	<p><b>qualifications:</b></p> <ul style="list-style-type: none"> <li>Diploma</li> <li>A</li> </ul>	
<p><b>£ hours:</b></p> <ul style="list-style-type: none"> <li>can include up to</li> </ul>	<p><b>You could earn this much:</b></p> <ul style="list-style-type: none"> <li>Start at £20,000 rising to £30,000 a year. Inspectors can earn £44,000 +</li> </ul>	<p><b>£ hours:</b></p> <ul style="list-style-type: none"> <li>can include up to</li> </ul>	
<p><b>How do we get our money?</b> Colour the pictures. Think about how each person gets their money and put the best caption with each picture.</p>			<p><b>£ hours:</b></p> <ul style="list-style-type: none"> <li>can include up to</li> </ul>
<p>I go to work every day</p>	<p>I have a part time job</p>	<p>I have a pension</p>	<p>I have money for my birthday.</p>

My Money Primary Toolkit  
Key Stage 1, Year 1, Unit 1:  
Understanding My Money PSHE Resource Sheet

**How do we get our money?**  
Colour the pictures.  
Think about how each person gets their money and put the best caption with each picture.

I go to work every day    I have a part time job    I have a pension    I have money for my birthday.

Just under 100,000 young people across the UK participated in 2019/20

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# Teacher Training



eLearning



SEND Teacher Training



Tailored in-house and digital training

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