

Partnering with Teach A Man To Fish

Teach A Man To Fish believes that practical entrepreneurship education is key in tackling global youth unemployment and poverty. We work with schools across the world to help them set up student-led school businesses. These businesses are both educational and profitable - teaching students practical business and workplace skills, and generating much-needed extra income for schools. 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.

The School Enterprise Challenge

Our award-winning flagship programme, the School Enterprise Challenge, is a proven educational programme that guides teachers step-by-step in facilitating student teams through the process of business ideation, planning and setting up of a real school business. It is suitable for all schools (primary and secondary) from all countries and is available in English and Spanish. The programme provides high quality resources, guidance and support to schools and partners to build teachers' capacity, helping them to adopt project-based learning and experiential education approaches to improve students' learning outcomes and their skills. We also have a ready-made structure for assessment, feedback, recognition and rewards for schools, with cash-prizes for the most enterprising business teams, students and teachers.

Our programme has already made a significant impact. Since 2011, we have reached more than 40,000 schools, trained 20,000 teachers in practical entrepreneurship education and experiential learning techniques and empowered more than 500,000 young learners with key life and business skills. Schools have established a diverse range of sustainable businesses from plant nurseries, handicrafts, chicken farms, and student banks, and raised over \$3.5 million USD for school communities.

Partnering for Change

"If you want to go fast, go alone. If you want to go far, go together" anon.

We are not alone in our understanding of the challenges young people face overcoming the circumstances they were born into. We are not alone in understanding the types of solutions that can put young people on a path to escaping these challenges. We are not alone in our vision of what success looks like for young people.

We have however spent almost 20 years developing, refining and assessing programs which make a measurable difference in enabling young people to improve their circumstances and have a positive impact on the world around them.

Through partnership, philosophically-aligned organisations can benefit from the considerable time and money we've put into systematising our programmes, so that they can be easily adopted and adapted for use in a wide range of contexts. Our partner program guides and

supports organisations who wish to bring our tried and tested School Enterprise Challenge to their network of schools. Our partnerships are built on a shared vision and goals, on trust and on mutual growth and learning, bringing value to both partners.

Who is Partnership right for?

Organisations with a commitment to promoting youth entrepreneurship and skills building and who have access to a network of schools.

Benefits of Partnering with us

Partnering with Teach A Man To Fish is a brilliant way to increase the impact of your organisation and bring 21st Century Skills to the young people you work with! Your organisation will join a cohort of inspiring organisations who share a commitment to empowering the lives of young people.

A partnership with us will:-

- Give you access to a tried and tested programme model, as well as extensive resources, templates and expertise.
- Enable your organisation to build your staff's skills and knowledge on business, such as financial planning, management, marketing.
- Enhance your staff's capacity in coaching teachers and students in setting up businesses.
- Add a new dimension to your work with schools and students through the introduction of our School Business Model, which will result in increased business and life skills in students and additional income for schools, as well as income generation possibilities for your organisation.
- Provide the chance to win awards and prizes in recognition of your work.

"Thanks to the support from Teach A Man To Fish, we have achieved very positive results in Central America over the past six years. We are committed to providing education that helps children and young people to become dedicated leaders in improving their environment and the School Enterprise Challenge stimulates leadership, teamwork, and solidarity." **Fundación Terra, Partner, Central America Region**

What does the Partnership include?

- **Online platform access** offering a step-by step practical entrepreneurship curriculum and a route for schools to generate additional income
- **Online staff training and support program** led by experienced facilitators including:
 - 7 LIVE and interactive training sessions, using digital tools and group participation
 - 3 LIVE problem solving clinics to tackle any questions/issues
- **Networking and peer-learning opportunities** with other partner organisations in the cohort

- **Sharing of expertise and best practices** in running the School Enterprise Challenge programme
- **Impact measurement tools e.g.** to assess students' soft skills development and theoretical business knowledge, teachers skills and methodologies and the longer term impacts on the lives of young people.
- **Invitations to join our Annual celebration event and advisory panels.**
- **School, staff & teacher certification** and recognition
- **Access to global competitions** with the opportunity to win prizes
- **Financial benefits** - opportunity to earn income for your organisation by providing paid training and support for other interested organisations or high-fee schools.
- **Access to joint fundraising opportunities** from charitable trusts and foundations, aimed at supporting school businesses in your country.
- **Brand visibility** on our website and annual report

Joint Commitment

We put a huge amount of effort into supporting partners to successfully adopt and adapt the School Enterprise Challenge to fit with their organisation's needs and the local context. To ensure the quality delivery and sustainability of the program, we include a comprehensive training component as part of partnership, which recognizes the importance of equipping your team with the necessary skills and knowledge. For sustainability, partners are asked in turn to make a commitment to cover the costs of providing the required training and support. The cost of this is normally US\$1,500 per person, with partners required to include a minimum of 2 members of staff in the training program..

Note: For 2024 thanks to financial support received, we're currently able to offer this training at a reduced rate of: US\$750 USD per person.

Training & Support Program

For a full breakdown of training & support program content, click [here](#)

What we need from you

- Commitment to promoting youth entrepreneurship and skills building
- Commitment to promoting the School Enterprise Challenge to the schools in your network
- Commitment to supporting your staff to plan and implement the School Enterprise Challenge with the schools in your network
- Commitment to attending 10 online sessions over a period of 4-6 months
- Commitment to monitor and evaluate schools progress in the programme

INTERESTED?

If your organisation is passionate about empowering young people with the skills and knowledge they need to succeed, we want to hear from you! Please email Sally Walker (Partnerships lead) at Sally@teachmantofish.org.uk to learn more about partnering with us.