



Regional Careers Leaders Network Meeting

29 November 2019



Welcome and Housekeeping

Denis Heaney, Enterprise Coordinator – North East LEP



North East Ambition: Update and Introductions

Matt Joyce, Regional Lead: North East Ambition – North East LEP



Agenda

09:55 – 10:10

Welcome and North East LEP / North East Ambition Update

Matt Joyce, Regional Lead: North East Ambition – North East LEP

10:10 – 11:10

The New Education Inspection Framework in practice

Steve Hailstone, Senior HMI Further Education & Skills (North East and Yorkshire & Humberside) – Ofsted

Mark Fox, Careers Hub Facilitator – North East LEP & Local Careers Leaders

11:10 - 11:30

Our Region. Your Future.

Neil Willis, Regional Lead: Education Challenge – North East LEP

11:30 – 11:40

Edge Future Learning: Teacher externships

Karen Burgess, Employer and Education Engagement Coordinator – The Edge Foundation

11:40 – 12:20

Digital for Growth

Laura Partridge, Digital Programme Lead – North East LEP

Kim Smith, Careers Hub Facilitator – North East LEP

Agenda

13:00 – 13:30

National Careers Week: March 2020

Andrew Bernard, Director of Innovative Enterprise - National Careers Week

13:30 – 13:50

Natwest: Entrepreneurs and The Dream Big Initiative

Melissa Beckett, Entrepreneur Development Manager - Natwest

13:50 – 14:10

HMRC: Opportunities and Experiences

Marc Gill, Regional Change Lead Newcastle, Chris Tait, Director of Debt Management and North East Senior Sponsor and Kerry Roffe, Regional Tax Facts Lead - HMRC

14:10 – 14:30

The North East Primary Pilot

Phil Graham & Louise Liddle, Primary Facilitators - North East LEP

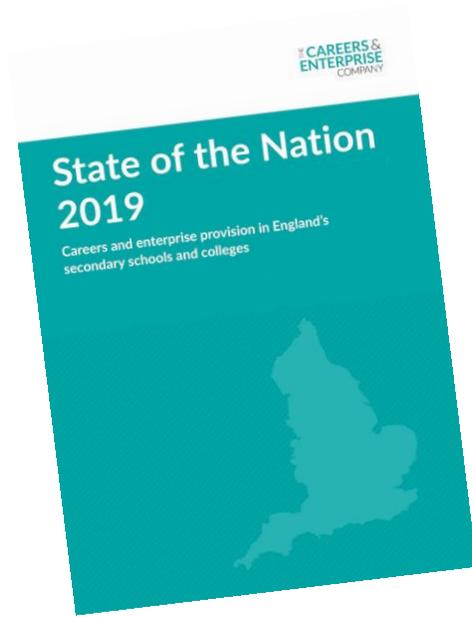
14:30 – 15:00

Question and Answers: panel session

15:00 – 15:10

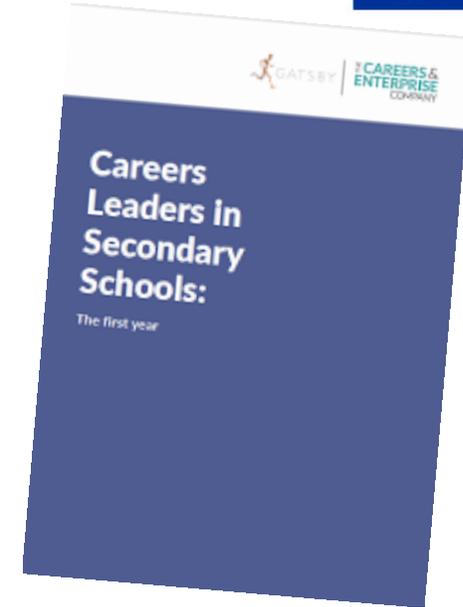
Summary, reflections and close

Denis Heaney, Enterprise Coordinator – North East LEP



COMPASS

CAREERS BENCHMARK TOOL



New additions to North East Ambition team....



Kim Smith



Carly Hinds

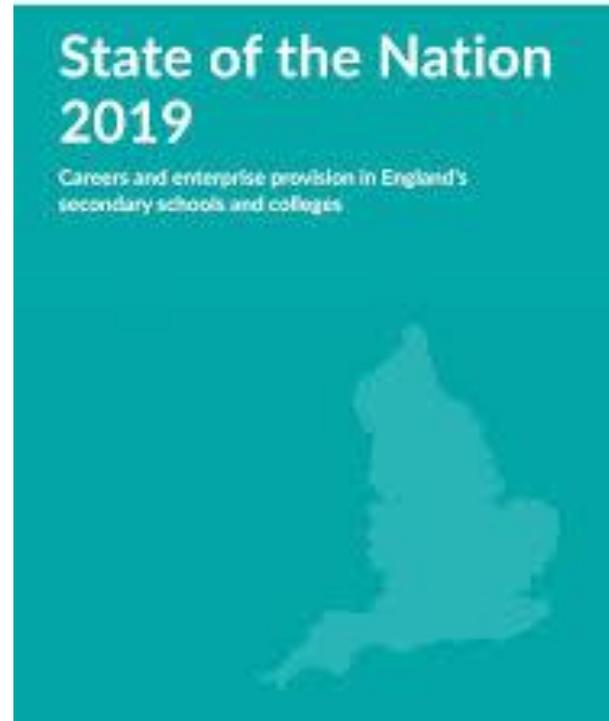
North East Ambition Audit update



North East Ambition

Supporting all North East schools and colleges to achieve the Good Career Guidance benchmarks by 2024

[Grow your ambition >](#)



The headlines

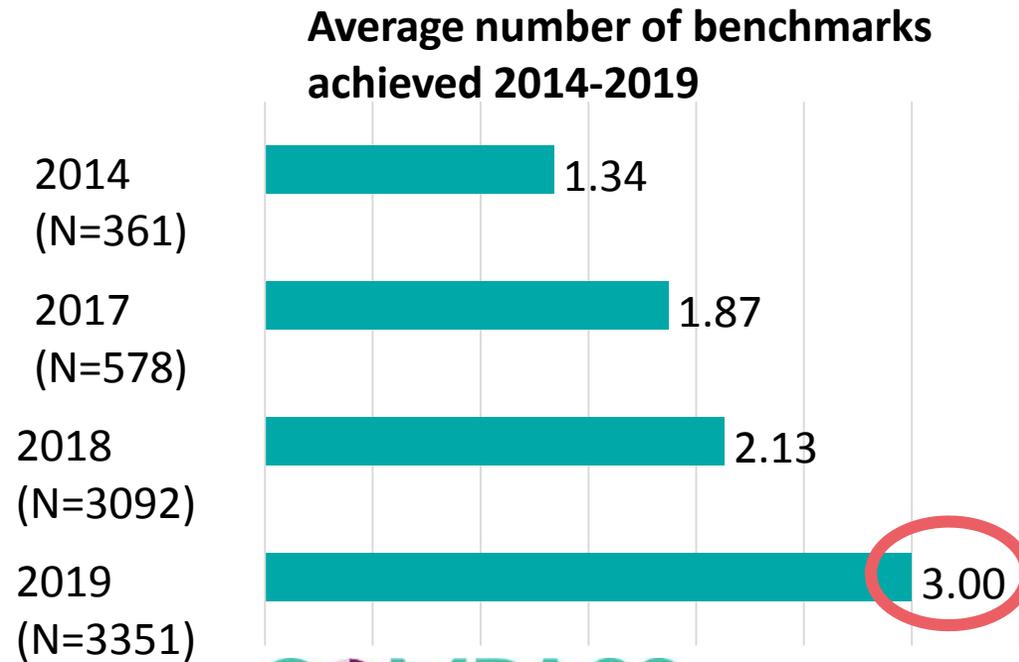
1 | Careers education is improving everywhere. Disadvantaged areas had focused support and are among the highest performing areas in the country.

2 | The new Careers Hubs and the Enterprise Adviser Network are delivering accelerated progress.

3 | Young people's skills and work readiness are improving, consistent with evidence that this work boosts attainment, long term earnings and employment.

4 | Schools, colleges and businesses now work together on a national scale, enabled by a new workforce of Careers Leaders.

Careers education is improving everywhere



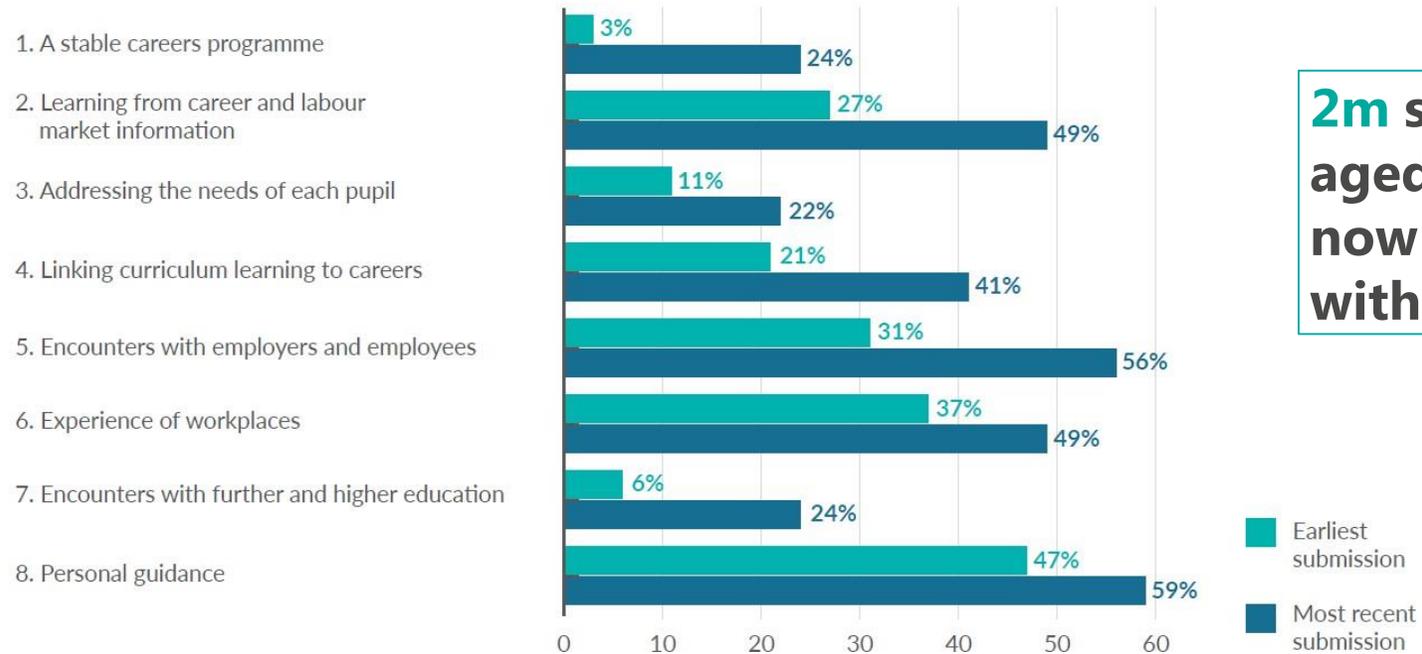
COMPASS
CAREERS BENCHMARK TOOL

Disadvantaged areas amongst best in the country:

- Tees Valley
- Black Country
- The Humber

Careers education is improving everywhere

Performance improvement against the Benchmarks among schools and colleges that have completed Compass⁴ twice, 16/17 - 18/19.

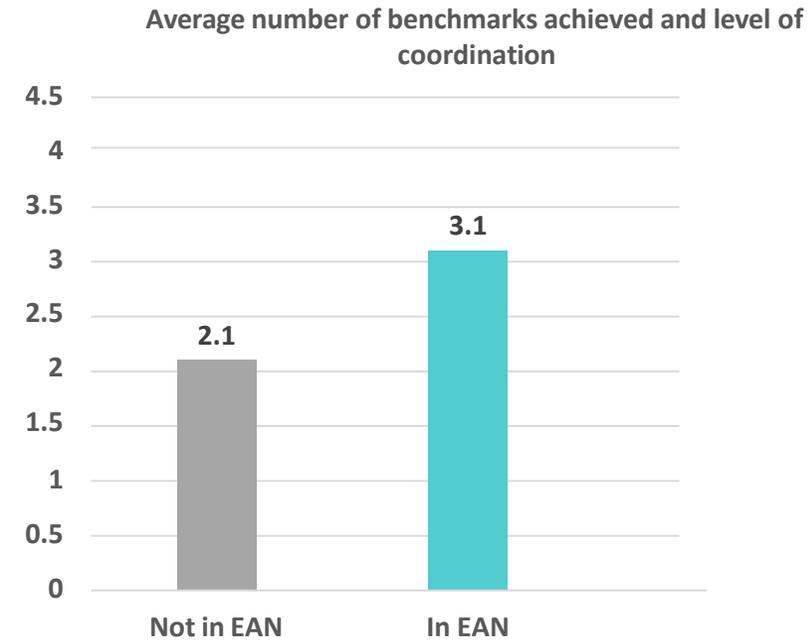
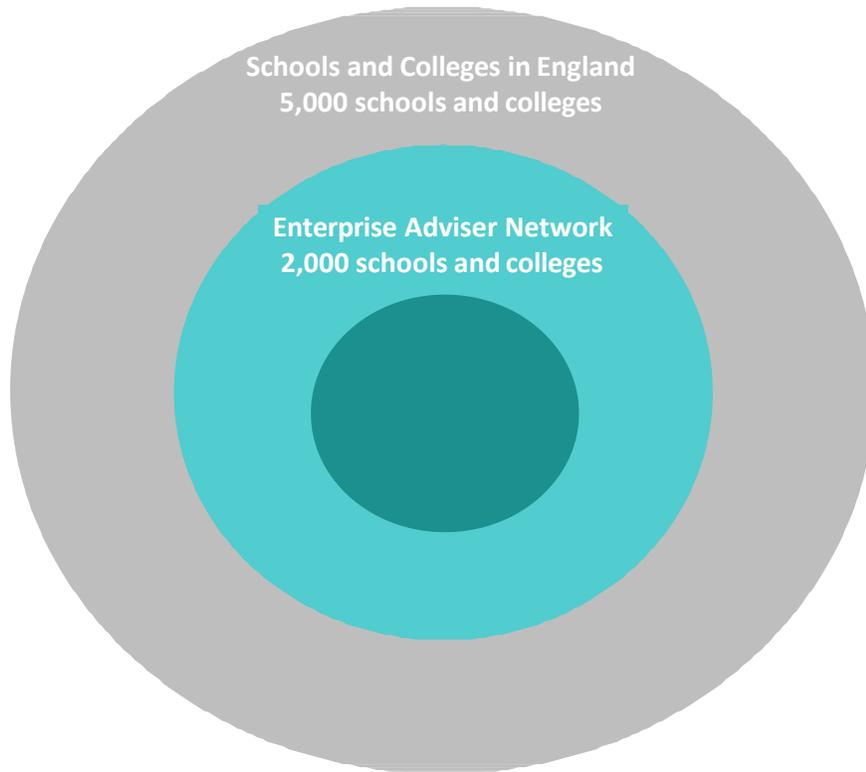


2m secondary aged children now engaging with employers

Working together at a national scale

- **3,800** mainstream secondary schools and colleges now use Compass
- **Careers Leaders** are driving forward progress
- **>2,500** Enterprise Advisers supporting those Careers Leaders
 - 107 school/college matches
 - 146 EA's in the network

EAN delivering accelerated progress



DATASCOPE:
Not in EAN = 969
In EAN = 3,145 (not necessarily matched)

Careers Leaders in Secondary Schools:

The first year

Key research findings

1 | Headteachers have embraced the Careers Leader role

2 | Career guidance is becoming embedded

3 | The workforce is highly engaged and making a difference

4 | The Gatsby Benchmarks are a gamechanger

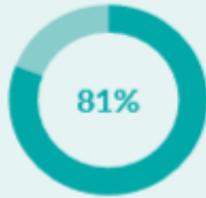
5 | Where Careers Leaders operating as intended, Gatsby Benchmarks are higher

Attitudes towards career guidance in own school

% agree or strongly agree



My role as a Careers Leader has a positive impact on young people's career and education outcomes



I feel positive about the future of careers provision in my school



Careers provision in my school has improved since the Careers Strategy ¹⁶

A positive workforce

94% of Careers Leaders say the Gatsby Benchmarks have helped them improve career guidance

Key challenges

- Time and Staff Resource
- Budget
- Engagement from Teaching Staff
- Parent/Carer Engagement
- Clarity of Role/Responsibilities



If you're interested in Careers Leader training...



...speak to one of the North East LEP Team today



COMPASS
CAREERS BENCHMARK TOOL

Share with:
matt.joyce@nelep.co.uk



#NorthEastAmbition
#moreandbetterjobs



Thank you – have a great day!



The New Education Inspection Framework in practice

Steve Hailstone, Senior HMI Further Education & Skills

Mark Fox, Careers Hub Facilitator – North East LEP



Our Region. Your Future.

Neil Willis, Regional Lead: Education Challenge– North East LEP



2024

25,000

100,000

500,000

85,000

Our Region. Your Future.

Mr Daniel Bland – ICT Teacher at Norham High School

Brooklyn Downey – Norham High School

Ella Banks - Norham High School

Devon Mair – Norham High School

Courtney Murray – Norham High School

Alex Gheorghe – Norham High School

Video

Our Region. Your Future.

- Resource to use with students
- 15 packs per school
- Hub schools may wish to base a case study on how you have used the resources
- Publish links and resources on our website
- Pick up school set at the end of day
- We will get the rest to you.

Edge Future Learning: teacher externships

Karen Burgess, Employer and Education Engagement Coordinator-
The Edge Foundation



Edge Future Learning

Teacher externships

Linking the curriculum to careers
and the strategic economic plan



Delivered by

North East
Local Enterprise Partnership



Our Mission

“All young people should have the opportunity to achieve their potential”

About us

Edge is the independent education charity dedicated to shaping the future of education in the UK. We believe a coherent, unified and holistic education system can support social equity and enable all young people to fulfil their potential.

Edge’s research shows that a broad and balanced curriculum, including creative and technical subjects, rich employer engagement, teacher autonomy and interactive pedagogy, can help to bring learning alive and prepare students for more than just a set of exams.



TEACHER EXTERNSHIP OPPORTUNITIES

A teacher externship provides an opportunity to:

- build deep and sustained relationships with employers
- develop careers guidance within schools
- achieve Gatsby benchmark 4, which states: “All teachers should link curriculum learning to careers.”



This approach has already been successfully piloted at schools in the North East, some of the benefits observed during an independent evaluation of the pilot were:

- Students were more engaged in their learning and developed a deeper understanding of the curriculum and the relevance to the workplace.
- Students had a better understanding of the careers available to them locally and pathways into work, raising their aspirations, which over time is known to improve education outcomes.
- Teachers developed their subject knowledge to support their CPD.

84%

of students reported they learned a lot about local jobs and employers

80%

of teachers surveyed agreed or strongly agreed that participating in [teacher externships] gave them an insight into the world of work

75%

of teachers surveyed were more confident about offering career advice after participating.

TEACHER EXTERNSHIP – What's involved?

Teacher identifies relevant employer visit linked to subject curriculum.

01

Attend twilight CPD session to prepare for employer visit

02

Visit local business for one day

Observe how subject is used in business and different career pathways relevant to subject.

03

Plan curriculum project and resources.

Students complete project to:

- improve understanding of the relevance of the curriculum
- develop employability skills
- help them make informed career choices.

Teacher externships are supported by an employer and education engagement coordinator, who helps facilitate this by:

- Supporting staff with training and resources, prior to their placement with the employer, in order to maximise the value of the interaction and to develop curriculum resources.
- Sharing expertise and best practice from schools and colleges, who have already successfully utilised this approach and enabling your school to become a case study in a national library of best practice.
- Schools can receive financial support towards external supply costs incurred for teacher externships.



Teacher externships linked to the Strategic Economic Plan

Teacher externship opportunities are available linked to each area of strategic importance.



Teacher externships linked to careers in the Digital Sector



21st January 2020
Cobalt Business Park
North Tyneside

Accenture

A multinational professional services company, Accenture provide services in strategy, consulting, digital, technology and operations. Their Advanced Technology Centre, based in the Cobalt Business Park, is a thriving technology and innovation hub from where they deliver high quality services to a number of private and public sector clients.

Potential curriculum links:

- Maths and English GCSE and Key Stage 3 curriculum
- Computer Science GCSE

Teacher externships linked to digital skills in the workplace



Northumbrian Water

Named as a top employer by the “Sunday Times 25 Best Big Companies to Work For” Northumbrian Water provide water and waste services to 2.7 million customers in the North East. They employ more than 3,000 people across their operating areas and offer a diverse range of career opportunities. Effective digital skills are critical to their provision of services. A range of technological solutions can be observed within the context of operations, HR, finance, customer services and digital marketing.

Potential curriculum links:

- Maths and English GCSE and Key Stage 3 curriculum.
- Computer Science GCSE

 NORTHUMBRIAN
WATER *living water*

5th February 2020
Northumbria House
Co. Durham

Teacher externships linked to Advanced Manufacturing



16th December 2019
Cramlington
Northumberland

MSD Pharmaceuticals

MSD have a state of the art manufacturing facility in Cramlington, where they produce over 5 billion tablets each year. Eight of their medicines were developed with the help of UK scientists at facilities here in the UK. The MSD facility in Cramlington has extensive lab facilities where they carry out analysis of their products. They can offer a range of STEM related career opportunities.

Potential curriculum links:

- Science GCSE and Chemistry A Level
- Maths and English GCSE and Key Stage 3 curriculum.

Teacher externships linked to Energy



Baker Hughes 

February/March
2020 (date tbc)
Walker
Newcastle

Baker Hughes

Baker Hughes are a global energy technology company, who design and produce flexible subsea pipe systems at their site on Walker Riverside. They have a variety of career pathways available for graduates, apprentices and interns within a range of functions.

Potential curriculum links:

- Science GCSE and Physics A level
- Maths and English GCSE and Key Stage 3 curriculum.
- Engineering, Design and Technology GCSE

Teacher externships linked to Health and Life Sciences



March 2020
(date tbc)
Netpark
Co Durham

Centre for Process and Innovation

CPI connects academia, businesses and funders to bring ideas and research into the marketplace. Their facilities at Netpark provide a space for the development and commercialisation of innovative ideas. For example using light-based methods for diagnosing and treating disease and the formulation of products. CPI currently employs over 420 staff. With this figure being set to almost double in the next 3 – 5 years, they can provide many career opportunities within science, technology and business development.

Potential curriculum links:

- Science GCSE and A Levels
- Maths and English GCSE and Key Stage 3 curriculum.

Next steps

If you would like more details on these or other externship opportunities please contact **Karen Burgess** on kburgess@edge.co.uk or phone **07741902392**.

'a good way of embedding careers provision into the curriculum and in a way that is sustainable, easy and has a lot of positive outcomes for staff and students.'

Teacher, externships programme



Digital For Growth

Laura Partridge, Digital Programme Lead – North East LEP



Why Digital for Growth?

- Key to delivering against national agenda (eg: industrial strategy, sector deals)
- One of four areas of strategic importance in existing regional agenda (eg: Strategic Economic Plan) and emerging regional plans (eg: Local Industrial Strategy)
- A focus for our work to support and communicate the digital sector and digitalisation across sectors in the region
- Identifies future opportunities, investment programmes and support needs
- Coordinated delivery of activities with partners.

The North East digital economy

- The region hosts renowned large companies that are major employers and have considerable supply chains. There are also a high number of SMEs and micro businesses – plans need to speak to both ends of this spectrum
- Some of the region's digital businesses have a focus on **products**, others on **services**
- Some businesses identify as **digital**, others as **tech** – the former largely made up of established agencies and service providers, the latter predominantly consisting of high growth, innovation-led start-ups
- The North East is home to several established **digital hubs and networks**. These each have their own identity, funding sources and membership bases contributing greatly to the region's business support offer, annual events cycle and messaging. This asset presents a compelling regional offer when presented as being greater than the sum of its parts.

Digital for Growth: a digital strategy for the region

Is 'digital' even a sector?

Digital as a sector

- 2,200 businesses
- Employs 24,000
- Region secured over £40 million in research funding for 'information and communications technologies' between 2007 and 2017

Digital as an enabler

- 52,700 businesses in North East
- Fewer businesses in North East engaging in innovative activities than nationally – digital provides key opportunity to address this
- UK is ranked 4th globally in relation to technological readiness – but low take up of technologies within smaller businesses

Digital skills

- 79% of North East residents have 'essential digital skills for life' but only 35% have 'essential digital skills for work'
- DCMS estimate that digital skills are essential entry requirements for two-thirds of occupations
- Around 40% of jobs created across OECD over last 10 years in highly digital-intensive sectors
- Almost half of North East employers who expected to need new skills in the next 12 months indicated they would need new digital skills.



Four themes

- Infrastructure and connectivity
- Data
- Digital collaboration and enterprise
- Workforce

Infrastructure and connectivity

We want to ensure that the entire region is fully enabled with the best possible digital infrastructure and connectivity so that no business or community is restricted by provision.

Data

Where local assets meet a national grand challenge

Digital collaboration and enterprise

- Build on our strengths and potential by developing the relationship between creativity and innovation
- Enable more cross-sectoral collaboration and growth
- Ensure we are supporting our tech start-ups and encourage the translation of ideas into new products, solutions and businesses.

Workforce

All citizens of the North East should have access to digital skills provision - regardless of age, background or career stage

- Explore and challenge breadth and complexity of the ‘digital skills gap’ – for our workers, learners and citizens
- Build an inclusive and resilient labour market by addressing skills shortages through the three strands of education, business and society
- Broaden understanding and ownership of challenges and make careers in digital attractive and possible for all.

Digital for Growth: a digital strategy for the region

“We need to get our digital story straight”

Governance structures



Digital for Growth: delivery groups

- Develop and deliver a pipeline of projects that bring digital strategy to life
- Build on and respond to evidence bases
- Identify collaborative opportunities with partners and stakeholders
- Identify funding sources and joint bid opportunities
- Champion the work of the delivery groups and Digital for Growth
- Maximise opportunities for shared messaging and communications.

Digital for Growth – progress to date

- Launch of 'Digital for Growth' on 3 October 2019
 - Presentation; panel discussion; question and answer session and networking held at Proto, Gateshead
 - Over 100 attendees from across different sectors and geographies
 - Delivery groups announced as key call to action
- Steering group convened
 - First meeting held 29 October 2019.
- Initial delivery group events scheduled November-December 2019
- Communications plan underway with theme-specific campaigns and content scheduled until end 2019 following launch, in line with delivery pipelines thereafter
- Breakfast briefing events series to be launched in 2020.

For discussion

1. What conversations are you currently having with your learners about digital and tech?
2. What resources and support – strategic or operational – would you find useful to have from the North East LEP to help us drive the digital strategy forward and prepare learners for the future?

Contact



Laura Partridge

Digital Programme Lead

North East Local Enterprise Partnership

+44 0191 561 5462 | +44 07500 096059 | Laura.Partridge@nelep.co.uk



Lunch and networking

12.20 - 13.00



National Careers Week: March 2020

Andrew Bernard, Director of Innovative Enterprise – National Careers Week





@CAREERSWEEK

#NCW2020

National Careers Week

NCW

Empowering Positive Change through
Careers Education.

Headline Partner:



2nd – 7th March 2020

Data supplied by Tweet Binder covering Feb 8, 2019 - Mar 10, 2019

Twitter Statistics Summary:

#NCW2019



264,681,737
POTENTIAL IMPACTS*



51,401,899
UNIQUE USERS REACHED



10,951
CONTRIBUTORS

National Careers Week



4TH - 9TH MARCH 2019

Headline Partner:



42,839
TOTAL TWEETS



12,438
ORIGINAL TWEETS
(EXCLUDING RETWEETS)

Top 10 related hashtags:

#NCW2019	14,846
#nationalcareersweek	1,814
#naw2019	1,632
#careers	1,591
#ncw19	612
#iwd2019	550
#careersweek	537
#career	437
#wearethens	420
#nationalcareersweek2019	415

Most popular contributors by number of followers:

@STEPHENFRY



12,720,428
followers

@UKPARLIAMENT



1,420,805
followers

@METPOLICEUK



1,208,336
followers

@HAIRYBIKERS



1,155,843
followers

@BRYANADAMS



657,324
followers



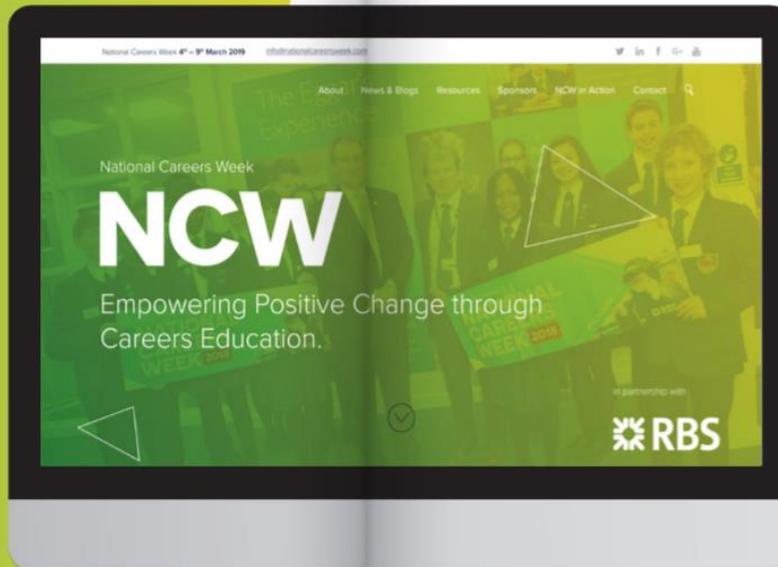
Website Reach



Total number of visitors

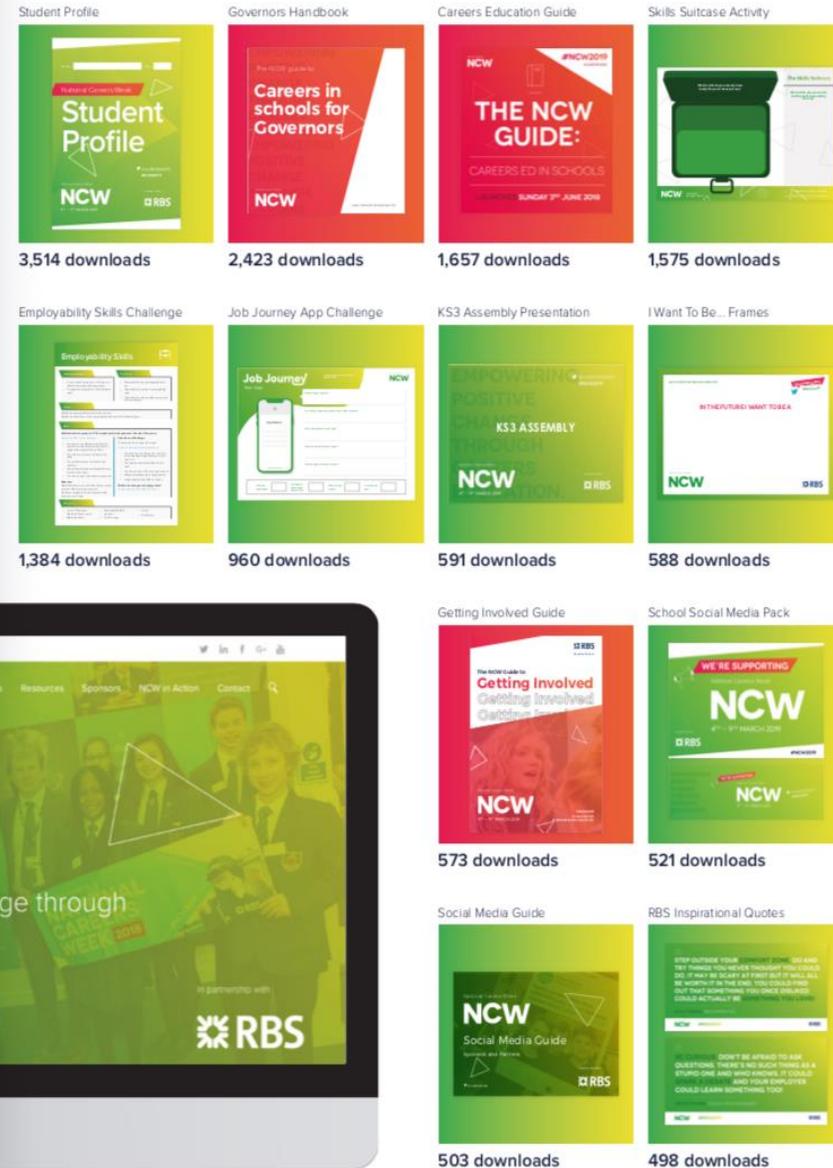
Jan 18 - Mar 19

304,253



Resource Downloads

Our top resource downloads of 2019





The Eggar's Experience

1 Student Voice
Have your say on Eggar's issues and be listened to

2 Work Hard Play Hard
Celebrate your academic, sporting or creative talents

5th - 10th MARCH
NATIONAL CAREERS WEEK 2018
#NCW2018
RBS

5th - 10th MARCH
NATIONAL CAREERS WEEK 2018
#NCW2018
RBS

Use hand sanitiser

 @CAREERSWEEK
#NCW2019

**“YOU CANNOT BE
WHAT YOU CANNOT SEE”**

Marian Wright Edelman

National Careers Week

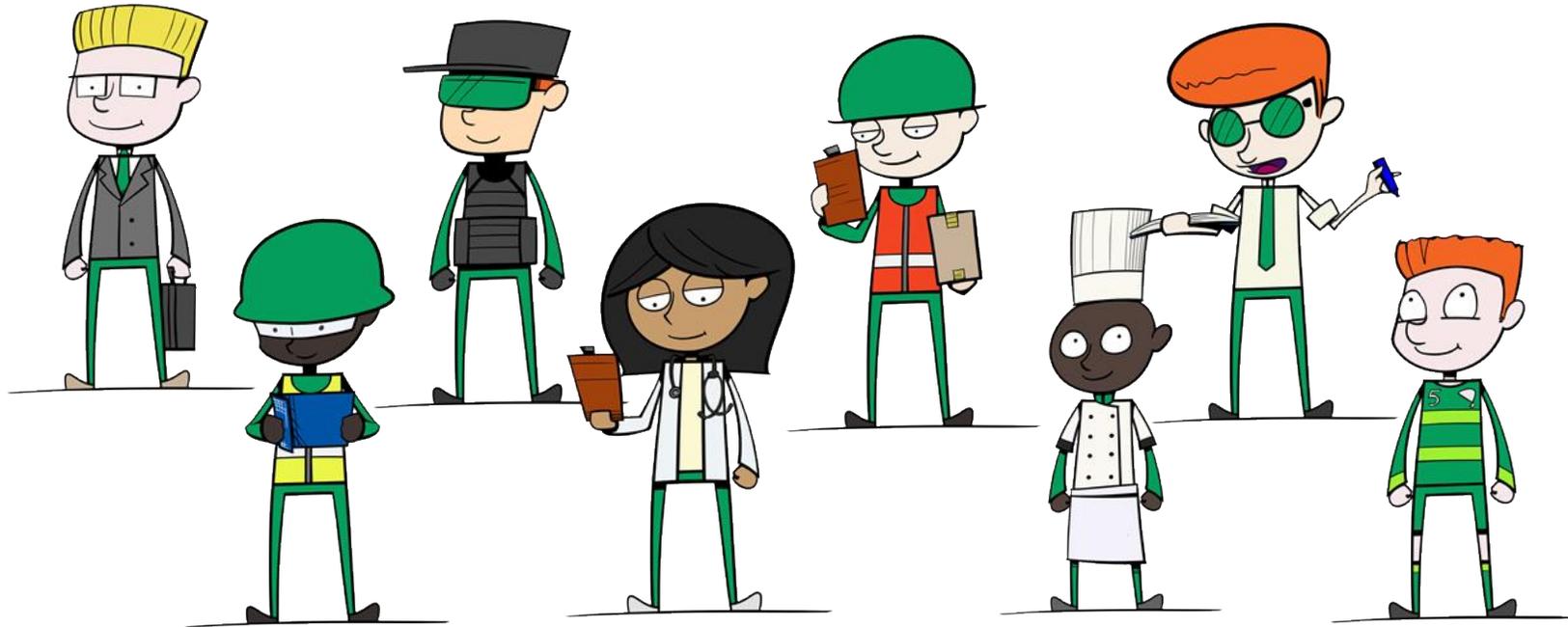
NCW

4TH – 9TH MARCH 2019

Headline Partner:

 **RBS**

 @CAREERSWEEK
#NCW2020



How many jobs can you think of? Pair with a friend and keep track of how many

www.nationalcareersweek.com

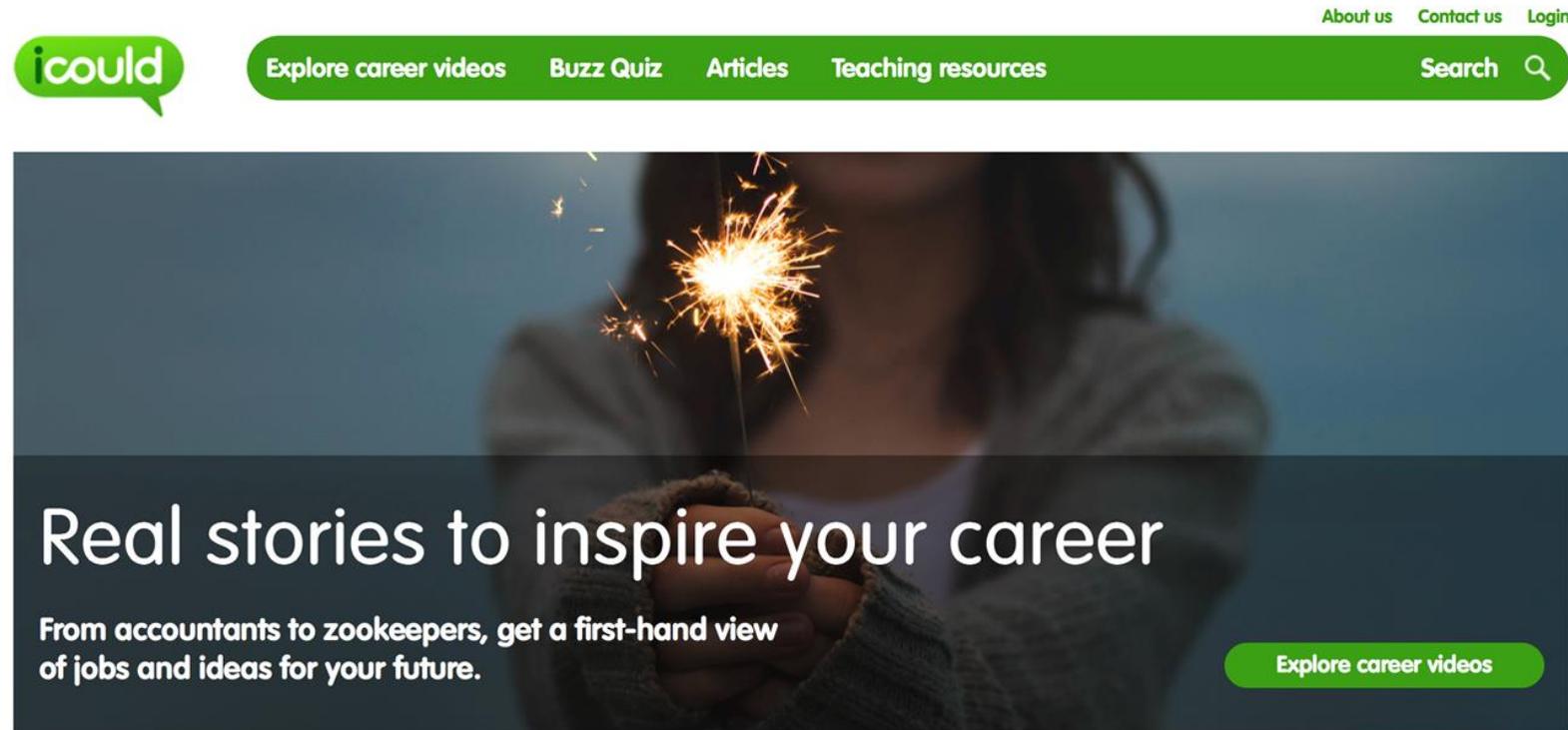
National Careers Week

NCW

Headline Partner:

 RBS

Simple labour market info can be found



🐦 @CAREERSWEEK

#NCW2019

T-SHIRT DESIGN COMPETITION



National Careers Week

NCW

4TH – 9TH MARCH 2019

Headline Partner:



Design an official t-shirt for National Careers Week 2020! We're looking for a **bright, bold design that highlights careers and career skills**. Don't forget to incorporate #NCW2020 and the twitter handle @careersweek.

Submit your design by **31/03/2019** and you could see your t-shirt design worn across the country for next year's event!

Good luck!

Job Journey

NCW App Challenge 2019

The Job Journey App Challenge, designed for students in Key Stage 2-4, allows groups of students to exhibit their creativity and design skills with the chance to win some great prizes for their school/college.

Pupils are asked to concentrate on one area of employment and develop ideas for one of the following:

- The journey from school to employment
- Focussing on different jobs
- A journey of a professional sports person
- The development of a career
- The progression of a career
- Focussing on a job sector
- The key challenges to becoming an entrepreneur

Check out some of the fantastic submissions we've had through ▶▶▶





@Oak_Academy taking on the NCW Job Journey App Competition



@OATChadwick sharing their jam-packed NCW2019 Plan



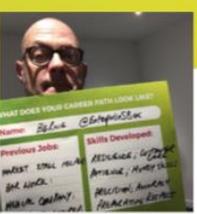
@PrestonCollege displaying their 'I want to be...' frames



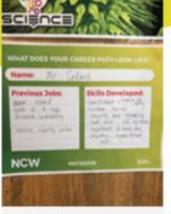
Stephanie Crane Personal, Social, Welfare and Behaviour Manager @wrrcollege showing her support



@DarwenAcademy students thinking about future aspirations



Our Enterprise Director, Bernie @EnterpriseSBox sharing his career path



@SVC_Careers displaying previous jobs and skills developed



@Health_Academy scaling the frames down to show off 'my important skills' on their lanyards



@maletambert students working on entries for the NCW Job Journey App Competition



@ncpontefract staff and students showing off their NCW frames



@careersinracing staff showing their job journeys



@UTCReading with a great display of different career paths



@WoodlandEstates delivering a careers talk with the NCW PPT at Isleworth & Syon Boys School



@eggarscommunity staff completing their career path door signs



@ColchesterInst getting fully involved with careers week



Our ambassador @f4rheen showing off her pledge for NCW



@Founders4School delivering an aspirations session at Harlow Green Primary School



Christine Hodgson @CareerEnt with her NCW pledge



@WestholmeSchool delivering an assembly with the employability skills presentation



@WestholmeSchool making use of the skills suitcase resource with students

Resources in action

It was fantastic to see the NCW resources being put to good use and shared across social media!



@EwellCastleUK with a fantastic display of completed NCW resources



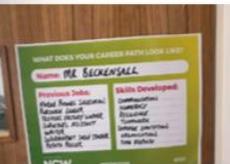
@HaybrookCollege celebrating student involvement with the NCW certificates



@BourneAcademy displaying staff career paths



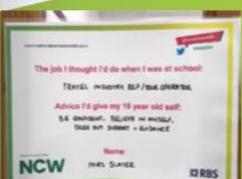
@EBP_UK highlighting key skills they have developed with the career path resource



@wrhs1118_CBIAG sharing their career path signs at Whalley Range



@SelworthySchool displaying the primary sector posters in their windows



@TrentCareers at Trent College with a great use of the NCW frames



@careers_inc taking a peek at year 7 aspirations at St. Plus X Catholic High School



@TrentCareers making use of the '1 want to be...' frames with their own fantastic background frame

We are continually growing our bank of resources, which anyone can access via the website. If you have an idea for a new resource that you'd like to share, let us know and if we transform it, we'll make sure to credit you!

 @CAREERSWEEK
#NCW2020

Try some Resources...

Tell US what YOU want for
#NCW2020

National Careers Week

NCW

4TH – 9TH MARCH 2019

Headline Partner

 **RBS**

We just wanted to say a big

**THANK
YOU**

for being part of our National Careers Week!

 @CAREERSWEEK

#NCW2020

National Careers Week

NCW

2nd – 7th March 2020

Headline Partner

 **RBS**

Natwest: Entrepreneurs and The Dream Big Initiative

Melissa Beckett, Entrepreneur Development Manager- Natwest



NatWest Entrepreneur Accelerator & NatWest Education Team

Melissa Beckett @Melissakaty



NatWest

Today I'm talking to you about...

- 1 • **Entrepreneurship & Education**
- 2 • **Funded Dream Bigger initiative**
- 3 • **Funded Money Sense programme**

Entrepreneurship Strategy 2019

We are determined to be the leading bank for entrepreneurs by powering UK businesses to start scale and succeed



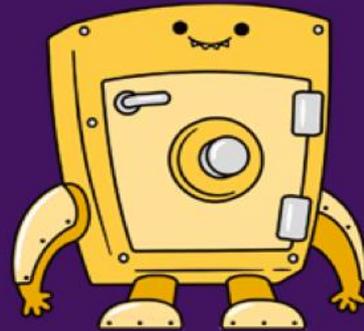


- **MoneySense – a free financial education programme for 5-18s**
- Resources, workshops and more for teachers, students, parents and bank employee volunteers

Teachers

Explore all the resources you'll need to teach your class about money, from lesson plans to activity sheets. Find out how to book a workshop too.

[Find out more](#)



Students

Make sense of money with the help of cool games and videos. You'll be a whizz in no time! Pick your age group to get started.



5-8

8-12

12-16

16-18

Employee volunteers

Make a difference in your community by sharing your expertise through our schools volunteering programme.

[Find out more](#)



Parents

Money skills can equip your child for life. MoneySense is here to give you all the help, know-how and inspiration you need.

[Find out more](#)





NatWest

Dream Bigger

Programme Overview



NatWest

NatWest Dream Bigger is a programme aimed at creating a generation of strong, empowered women of the future by inspiring girls aged 16 - 18 years to understand their potential and to strive to achieve in their chosen area of interest.

Closely aligned to Gatsby Benchmarks this fully funded initiative created by the NatWest Entrepreneurship Team is designed to bridge the gap between education and the workplace, supporting students to build future skills and capabilities, founded in Entrepreneurship.

As an organisation, NatWest recognises that the future of work is changing and we have an opportunity to share our experience with young girls, giving them an introduction into some of the future skills that we successfully use within the [NatWest Entrepreneur Accelerator](#), supporting businesses start, scale and succeed.

Programme Aims

1 Developing future skills and capability in young students, leading to increased confidence and resilience

2 To develop awareness, understanding and self-reflection of themselves and others

3 To broaden career horizons and develop awareness of entrepreneurship as a possible future career

4 Bridge the gap between education and the workplace, preparing young students for the future world of work

5 Support educators to deliver and evidence the Gatsby Career Benchmarks



Gatsby Benchmarks Links



NatWest

A stable careers programme

Supporting schools to deliver an alternative and fully funded career intervention to support students, teachers and parents develop an awareness of future knowledge, skills and behaviours

Learning from career and labour market information

Driving awareness and sharing industry insights taken directly for our Entrepreneurship programmes to challenge traditional career paths and highlight future opportunities

Addressing the needs of each student

Developing self-reflection, confidence and resilience to remove barriers and empower young students to find their own chosen path

Linking curriculum learning to careers

Supporting students to identify, use and continue to develop their knowledge, skills and behaviours throughout education and future pathways

Encounters with employers and employees

Supporting students to identify and develop future transferable skills and capabilities to support their chosen career path

Experiences of workplaces

Enabling students to experience and hear first hand from Entrepreneurs in the workplace (in hub proposition)

The Dream Bigger programme, can be delivered by teachers using our self-service teacher lesson plans and teaching resources for ages 16- 18yrs, or through our live events delivered by the Dream Bigger deliver team in school or at one our 12 Entrepreneur Accelerator hubs spaces across the UK.

Please contact the team for further information.

*** Our most popular option**



Lesson Plans & Teaching resources

AGE: 16-18 yrs.

LESSON DURATION:

90 min session

TOPICS COVERED:

- Introduction to Entrepreneurship
- Purpose
- Mindset
- Self-Awareness
- Leadership
- Creativity & Innovation
- Communicating Effectively

RESOURCES:

Lesson plan
PPT Slide deck
PDF exercise sheets
Training video
Start/ End of lesson survey

Live Events

AGE: 16 18 yrs.

EVENT DURATION:

2hrs

TOPICS COVERED:

- Introduction to Entrepreneurship
- Mindset

LOCATION:

Schools can choose for the 2 hour event to be delivered in school or hosted in one of our 12 Accelerator hubs across the UK

MIN NUMBERS:

Minimum requirement 2 groups of 30 delivered across a full day

AGE: 16 18 yrs.

EVENT DURATION:

3hrs (AM or PM)

TOPICS COVERED:

- Introduction to Entrepreneurship
- Mindset
- Self-Awareness

LOCATION:

Schools can choose for the 2 hour event to be delivered in school or hosted in one of our 12 Accelerator hubs across the UK

MIN NUMBERS:

Minimum requirement 2 groups of 30 delivered across a full day

AGE: 16 18 yrs.

*** EVENT DURATION:**

5hrs (9am-3pm)

TOPICS COVERED:

- Introduction to Entrepreneurship
- Mindset
- Self-Awareness
- Creativity & Innovation
- Communicating Effectively

LOCATION:

Schools can choose for the 2 hour event to be delivered in school or hosted in one of our 12 Accelerator hubs across the UK

MIN NUMBERS:

Minimum requirement 1 group of 60 for a full day event



NatWest



Take Part

If you would like to take part or understand more about the Dream Bigger programme, please contact the team at:

dreambigger@natwest.com



If you'd like us to come to your school to deliver a Money Sense or Dream Bigger session, get in touch

Melissa.beckett@natwest.com
@Melissakaty



NatWest

HMRC: opportunities and experiences

Marc Gill, Regional Change Lead Newcastle – HMRC

Chris Tait, Director of Debt Management and North East Senior Sponsor – HMRC

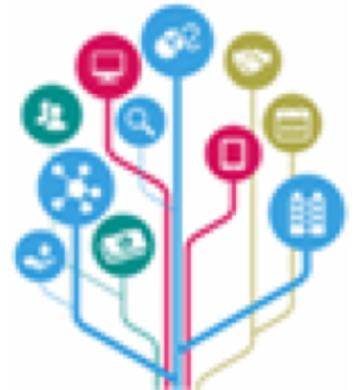
Kerry Roffe, Regional Tax Facts Lead – HMRC



HMRC North East

How can we play our part?

29 November 2019





Marc Gill
Director, Debt Management



Chris Tait
Regional Change Lead



Kerry Roffe
North East Tax Facts Lead

The difference we made in
2018-19

£627.9bn

3.6% increase on 2017-18 revenue
Generated for UK public services and other government priorities

£34.1bn | **93.5%**

Additional tax generated by tackling
avoidance, evasion and non-compliance

Self Assessment tax returns filed online



19m
Customers signed up for
Personal Tax Accounts since launch

0.9m
Online tax credits renewals

£576m
Total sustainable cost savings

3.3m
Families received tax credits

80.4%
Customers satisfied or very
satisfied with our digital service

£24.4m
National Minimum Wage
arrears identified and recovered
on behalf of workers

90,000+
Help to Save accounts opened

£2.9bn+
Raised from tackling offshore tax initiatives

13
The number of regional centre sites
we've now secured

42.7m
Phone calls to our customer services

16%
Cut in emissions from our estate
and business travel



Video



Benefits of working in HMRC

Applying for an apprenticeship?



gov.uk/personal-tax-account



*A Brilliant
Civil Service*



Working in partnership...



Work experience, job shadowing and workplace visits. What works?

Video

Thank you for listening!

The North East Primary Pilot

Phil Graham and Louise Liddle, Primary Facilitators - North East LEP



Overview

- North East Ambition's Career Benchmarks: Primary Pilot
- Project involves 70 Primary Schools from across the North East
- Two year project 2019 - 2021
- Funded by the European Social Fund and the EY Foundation
- Aiming to test a framework of Good Career Guidance Benchmarks across a wide variety of primary settings

Why?



**Education and
Employers (2018)**

Drawing the Future

Created by @ImpactWales

MORE THAN A JOB'S WORTH
Making Careers Education Age-Appropriate

Copyright © 2019

Children & young people's career education should entail:

from research by @LKMCo

lkm^{CO} founders4schools

UNIVERSALITY



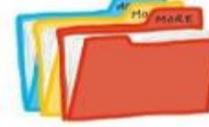
AUTHENTICITY



PROGRESSION



'MORE IS MORE'



OPEN-MINDEDNESS



SCHOOLS & COLLEGES SHOULD:

- Appoint a senior leader to take responsibility for careers education
- Ensure curriculum & middle leaders work with their teams to identify opportunities for age-appropriate & sequenced careers learning.
- Work with parents from the beginning of primary & throughout schooling.
- Use labour market information to help align the setting's provision.

GOVERNMENT & CAREERS ORGANISATIONS SHOULD:

- Provide funding for transport costs.
- Signpost to existing guidance, resources & support for practitioners.
- Augment existing digital brokerage services & platforms
- Tailor existing support & guidance so that it is age-appropriate.
- Commission research that compares the impact of different careers interventions on each age-group.

Andreas Schleicher

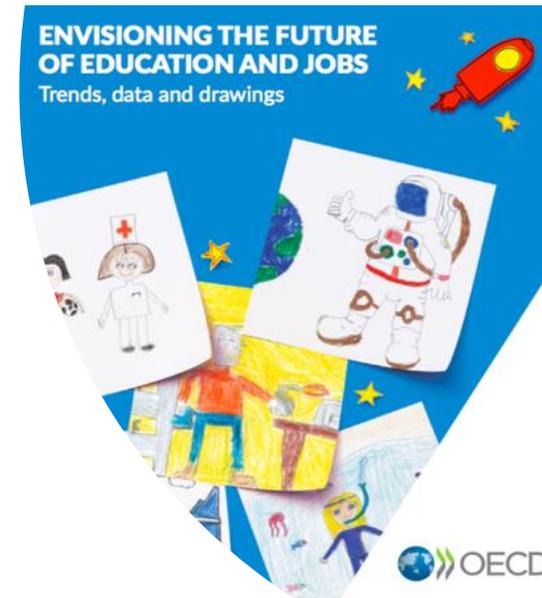
Director of Education and Skills

Organisation for Economic Co-operation and Development (OECD)

“

We're not saying seven-year-olds have to choose their careers now – but we must fight to keep their horizons open. We cannot afford to waste talent from children as young as seven ruling out options if they are convinced their choices are limited by their gender, ethnicity or class. It's a question of social justice and common sense to tackle ingrained assumptions as early as possible or they will be very tough to unpick later on.

”





If young people and their families know more about the range of careers open to people with the right skills and qualifications, they will have a clearer idea of the routes to better jobs.

Aims and objectives

- To **embed** the **primary** 'Good Career Guidance Benchmarks'
 - To **test the benchmarks in action**, documenting the conditions, support and capacity needed by schools.
-
1. Build **capacity**
 2. Test the **impact**
 3. Identify **barriers** and **solutions**
 4. Create a **sustainable approach**.

Structure of the Project



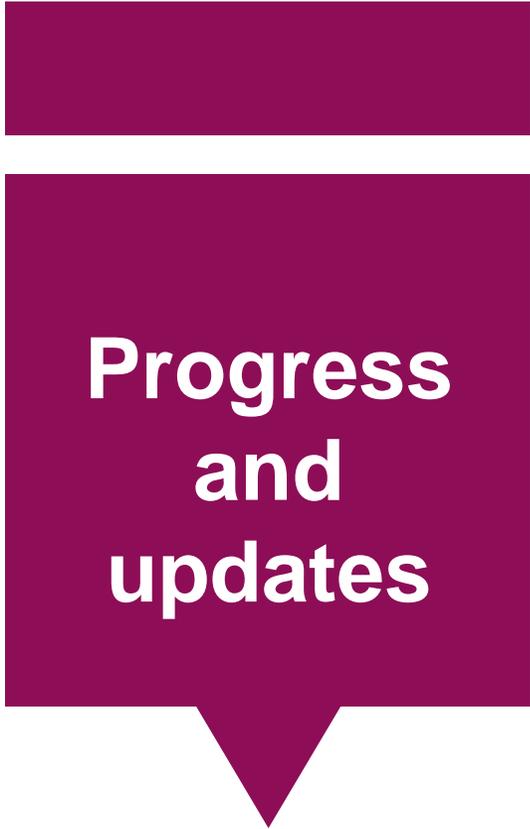
Audit of Provision



Action Planning



Repeat



**Progress
and
updates**

- **Regional analysis - initial audits**
- **Individual school meetings**
- **Cluster and network meetings**
- **Opportunities newsletter.**

Regional analysis – initial audits

%	1	2	3	4	5	6	7	8
Fully	7%	4%	7%	32%	10%	12%	14%	5%
Partially	26%	33%	32%	39%	31%	34%	31%	22%
Not	67%	63%	61%	29%	59%	54%	55%	73%

1. A stable careers programme
2. Learning from career and labour market information
3. Addressing the needs of each pupil
4. Linking curriculum learning to careers
5. Encounters with employers and employees
6. Experiences of workplaces
7. Encounters with further and higher education
8. Personal guidance.

Case studies




North East Ambition's Career Benchmarks: Primary Pilot
Case Study of Practice

Date: 22.10.19.....

ORGANISATION DETAILS

Name of School:

Address:

Local Authority Area:

Name and Job Title of Lead Person:

Email Address of Lead Person:

RATIONALE

Case study title: The role of the travel agent

Focus / Aim: To generate more of an understanding of jobs in the travel and tourism industry and an understanding of the skills needed

Intended Outcomes: Children will understand the job that a travel agent does, the range of jobs available in the travel and tourism sector, the skills and qualifications needed and the possible pathways into this work







Benchmark(s) Addressed:

- 2 - Learning from Career and Labour Market Information
- 4 - Linking Curriculum Learning to Careers
- 5 - Encounters with Employers and Employees
- 6 - Experience of Workplaces

OUTLINE AND IMPACT

Description of the Activity / System / Approach:

During a topic in Computing, the children were planning a holiday abroad using the site Rome2Rio. As part of this activity, the idea of using a travel agent to book a holiday versus booking yourself a holiday online was discussed. We talked about the role of the travel agent and this broadened into the jobs available in the travel sector – the children talked about jobs such as pilot, cabin crew, resort hosts etc. They were shown the government careers website, which listed the skills and qualifications needed for such a role then highlighted the various pathways available to achieve a career as a travel agent such as vocational courses, apprenticeships etc. It was quite a timely activity, as it happened days after the collapse of Thomas Cook so they were knowledgeable about that and able to discuss the possible factors behind this. Children suggested things such as more people booking their own holidays etc. They also weighed up the benefits and drawbacks of booking their own holiday as opposed to paying someone else to do it for you and at the end made a judgement of which they preferred.

As part of the activity, I contacted two local travel agents (via email) with the idea that they might like to come in and talk to the class about their job role and what it involves. I was also hopeful that we might be able to arrange for groups of children to visit their offices (which are within walking distance) to see what happens there. Unfortunately, neither replied to my email. This meant that it did not address Benchmarks 5 and 6 as I had originally hoped.

The next week, in my lesson, one child asked if they could look at the careers website I had shown them. Thinking it had generated excitement about looking for jobs, I agreed. Unfortunately, they searched for a Careers involving their favourite pastime – riding a scooter – which returned no results!







Key Stakeholders / Delivery Partners / Collaborations: None, although we hope to engage with local travel agents next year.

Evidence of Impact:

- A greater understanding of some of the jobs involved in the travel and tourism sector and the skills required.
- Recognising that the government website of Careers exists, which can guide them in searching for their job interests.

Associated Costs: Cost neutral

SUSTAINABILITY

Top Tip (Step by Step Guide) for replicating event/activity: The children were keen to talk about and explore the different roles they saw in the travel and tourism industry, but we could have expanded this further e.g. hotel staff (in all their roles). Be prepared that the discussion will emerge from them and might take a direction you hadn't considered. In other words, be flexible and let them lead but have questions ready to generate discussion if they are not so forthcoming or don't know much about the industry.

In our case, it was entirely accidental that it timed with the collapse of Thomas Cook but news items could be a great way to link with things of which they are already aware. Of course, this also makes it real for them as they can see the link to things going on in the real world. This did then generate lots of discussion about whose holiday had been ruined and how much it was costing them etc. Again, be aware that the conversation might go off on a tangent!

The government's careers website: <https://nationalcareers.service.gov.uk/> is a great site, which includes a wealth of information regarding job roles, skills and qualifications needed and pathways to achieving a job. It also includes salary ranges, typical working hours and whether shift work is needed. By introducing it to the children, it would also allow them to look at different jobs they might be interested in in the future.

Barriers and how they were overcome: For me, the biggest barrier was the lack of engagement by the travel agents themselves. In hindsight, it might have been better to visit the shop and discuss what I hoped to achieve face to face as it's less easy to ignore somebody that way! This is something,






“It’s been fantastic to visit Unipres today and the pupils have learned so much about the work that happens here, from accountancy to engineering, and the skills you need to do those jobs.

Hands-on learning opportunities like this really excite and inspire the pupils, and I know they’ve all really enjoyed today’s visit, as well as gained a huge amount.”

Laura Carr, Careers Lead, Bexhill Primary Academy

Future planning

- Tracking activity
- Continued Professional Development
- Transition projects
- Careers in Initial Teacher Education (CITE) Project

nustem

Staying in touch





Questions and Answers

Panel



Summary and reflections

Denis Heaney, Enterprise Coordinator- North East LEP



Dates for diary

Regional Careers Leaders Network Meetings:

- Friday 14 February 2020
- Friday 10 July 2020



Thank you

