

Enterprise Adviser Network Meetings

The Enterprise Adviser Network(EAN) meetings, are held by Enterprise Coordinators (ECs), three or four times a year. They are an opportunity for ECs to update Enterprise Advisers(EAs) on relevant careers and enterprise news, an opportunity to network with other EAs, as well as an opportunity to provide training.

Network meetings should normally be a minimum of 1.5 hours long. Agenda items can be suggested by EAs to ensure they become employer-led (as should times, venues, dates). It would be good practice to ask an employer to chair the meetings within the first 6 months of setting up the programme and you should seek to use your stronger or more experienced EAs to deliver some of the content; such as discussions or training. Below are some suggestions as to how you might structure your meetings over the first year.

We recommend that most network meetings include a mix of agenda items, including:

- An **update** – progress of the programme and wider context locally.
- A **discussion** – EAs need to be able to talk about their industry, their progress (or lack of) with their schools and build relationships with each other.
- **Training** – to increase EAs’ knowledge base and confidence.

Meeting	Content
1	<p>UPDATE – Overview of the local economy, priority sectors, issues facing employers, challenges for schools.</p> <p>DISCUSSION – EAs to discuss their experiences, recruitment issues, training issues, previous involvement in education (good and bad). EAs to raise awareness of their industries and the demands from the sector, EAs to get to know each other.</p> <p>TRAINING – The Enterprise Adviser Roadmap, aims and purpose, plus the processes and paperwork. Self-development to be continued via LinkedIn, Workplace, and recommended reading.</p>
2	<p>UPDATE – Progress of network, highlight impact already made, even if small, upcoming events (Big Bang, Skills Shows, open days in FE/HE, careers/apprenticeship fairs, national events).</p> <p>DISCUSSION – Key findings so far, common themes and issues (engaging their school’s SLT, completing Compass evaluation Parental engagement, teacher knowledge base, allocated staffing resource in schools, communication expectations).</p> <p>TRAINING and DISCUSSION – The region’s priorities (apprenticeships, key sectors, employability skills, business start-up/enterprise skills) What should be the key priorities for the region, how can the network influence them?</p> <p>TRAINING – Gatsby benchmarks, What good looks like, The Careers and Enterprise Company ‘What Works’ research, what case studies already exist</p> <p>TRAINING – Support for schools locally – NSC national contact centre, NCS inspiration agenda, NAS - amazing apprenticeship webinars, STEMNET</p>

	ambassadors, Founders 4 Schools, local EBP, Local Connexions type service etc), local provider catalogues
3	<p>UPDATE – Careers and Enterprise Company role and activities, Progress of network, agree soft targets for completing Compass and developing plans on Tracker, summary of common findings/themes, steering group purpose.</p> <p>DISCUSSION –EA’s progress to date, Careers and Enterprise Company updates and support.</p> <p>TRAINING – National programmes and the toolkit – Barclays LifeSkills, Tenner Tycoon, idea award, CEC grant recipients etc, the EA role in signposting for schools.</p> <p>TRAINING – Apprenticeship strategy, key facts and figures, impact of the Apprenticeship Levy introduced in 2017, T-Levels, Careers Strategy, Careers Guidance</p> <p>RESEARCH – Review the latest Careers and Enterprise Company research papers and webinars on their website</p> <p>INVESTMENT – Review latest funding rounds from Careers and Enterprise Company on their website</p>
	<p>UPDATE – Developing LEP strategy for employment and skills, integration with EA programme (could include marketing, communication with schools, working with partners, addressing key local issues). Introduce key indicators/monitoring process to ensure on track.</p> <p>DISCUSSIONS – outcome based, progress to targets, sharing best practise (engaging parents, teachers, governors)</p> <p>TRAINING – the school perspective – Ofsted, league tables, destination measures, curriculum changes, statutory guidance, quality awards</p>
5	<p>CELEBRATE / PLANNING AHEAD</p> <p>Celebrate impact/outcomes, thank the EAs, provide awards Could include school and EA rating themselves against the Gatsby benchmarks (Compass does this for them) Could include planning ahead, how do EAs/schools want to see the programme develop</p>

Based on the context of your local network:

- How would you adapt this proposed plan to meet the needs of your EAs?
- What would you add, take away or change based on what your EAs already know, or your local context?
- What are your additional training needs to be able to effectively deliver this training?