



New EC Training

11 September 2018

Welcome and introductions

Session objectives



Demonstrate the skills and expertise that exist within the network



Stimulate peer to peer learning and help build consistency in how you deal with 'real life' challenges

Have fun and network!



Allow you to review resources and consider how they can be used in your day to day role



Provide feedback and guidance from key specialists from industry, education and the wider CEC team

Scenario 1 - Employer value proposition

You have been contacted by an employer who is interested in finding out about the EAN. They have requested a meeting and have asked you to deliver a short presentation to their senior management team. The employer has just launched their new CSR policy and is keen to develop relationships with local schools. Your presentation should last between 8-10 minutes.

You will have an additional 5 minutes for Q&A

Your presentation will be scored on the following;

1. Clarity of proposition
2. Use of CEC resources and data
3. Delivery/ability to keep to time
4. Involvement of all team members
5. Ability to overcome objections

Scenario 2 - School and EA match resolution

*You have taken over a caseload of schools and EAs. One of your matched schools has raised some concerns around the quality of their EA. Several pre-arranged meetings have been cancelled by both parties. The careers coordinator (lead contact) doesn't see the value of the EA, she has asked the EA numerous times to deliver sessions to their students but feels he is reluctant to support. The careers coordinator has also made negative comments at public events about the EAN. **What steps would you take to resolve this issue? Develop an action plan and outline the risks and your course of action.** Present this back to the group. You can present this back in any format you choose e.g. creative performance, PowerPoint presentation. Your presentation should last between 8-10 minutes.*

You will have an additional 5 minutes for Q&A

Your action plan and presentation will be scored on the following;

1. Detail within the action plan and ability to resolve key risks
2. Use of CEC resources
3. Involvement of all team members
4. Creativity, presentation delivery and ability to keep to time
5. Ability to overcome objections

Scenario 3 -MP presentation

You have recently been contacted by the researcher of a local MP who is keen to know more about the CEC.

*Using the information provided and your own knowledge, prepare a short 8-10 minute presentation on the Enterprise Adviser Network and the wider CEC remit. **What are the benefits to schools, colleges and businesses in their constituency?** You are welcome to localise the message to a specific constituency.*


You will have an additional 5 minutes for Q&A

Your presentation will be scored on the following;

- 1. Clarity of proposition*
- 2. Use of CEC resources and data*
- 3. Involvement of team members*
- 4. Presentation delivery and ability to keep to time*
- 5. Ability to answer questions and overcome objections*

Agenda and timings

14:45

Scenario based activity – presentation planning (35 mins) 

15:20

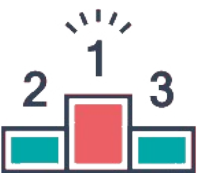
Presentations (45 mins) 

16:05

Panel deliberation for feedback (10 mins) 

16:15

Feedback from panel and announcement of most accomplished presentation (15 mins)



16:30

Close and refreshment by 

**Scenario based activity –
presentation planning (35 mins)**

14.45-15.20

Presentations (45 mins)

15.20-16.05

Quick break (10 mins)

16.05-16.15

Feedback from panel

16.15-16.30

**Thank you for being
part of the network**

