

# SELECT A SECTOR



Select a Sector offers schools the opportunity to provide their pupils a highly focussed work related learning and enterprise education experience carefully linked to specific curriculum or subject specialisms they offer - for example leisure and tourism, health and social care, or business and retail.

With schools identifying their preferred sector, the overall aim of Select a Sector is to make pupils aware of the plusses of the sector under focus including career available and progression opportunities. Basics communicated to pupils include:

- Qualification requirements
- Key employability skills - team work, communication, leadership
- The high emphasis on good customer care skills.

Select a Sector targets Year 8 pupils in the run up to their GCSE option selection - with the aim of them realising the relevance of potential 'options' to the sector - and Year 9 pupils who have just begun their Key Stage 4 study programme (supporting their academic/vocational learning). EBC is guided by schools over which pupils to work with.

Several of the activities delivered through Select a Sector events include ones customised from those currently delivered by leading businesses as part of their own staff induction and development programmes. These focus upon:

- Team building.
- Creative thinking.
- Customer services.
- Finance and cash handling.
- General Health and Safety.
- Loss prevention.
- Mixed gender working.

A full day programme, Select a Sector provides between 50 and 80 pupils at a time with an in-depth insight into the sector under focus.

Pupils learn through experience and the range of activities during the event offer:

- Adaptation of a range of industry-standard resource materials currently used by businesses in recruitment into relevant learning opportunities.
- 'What's my line' - aimed at breaking down various stereotypes.
- Memory maps - linked to production lines, company hierarchies, or decision making processes within a company.
- Step ladders of qualifications and career progression.
- The life cycle of a product/service with the focus on jobs involved in all stages of the production process.
- Dealing with confrontation in the workforce - and from customers.
- Golden Codes of Conduct.
- Loss prevention, stock control or people and resource management.
- Problem solving on product/service pricing.
- Customer Service: "The customer from hell" and "The ideal customer."

All activities strengthen pupils' key employability skills as they work in teams selected to ensure that they are given the extra challenge of working with either a stranger from another school, someone of the opposite gender or a pupil from their school with whom they do not closely associate with - adding an additional challenge to the group dynamics whilst recreating what happens in the real workplace.

Education Business Connection provides:

- Recruitment of businesses to deliver activities.
- Practical advice and guidance to business partners to develop suitable activities which provide an insight into the sector under focus.
- Integration of key employability skills and enterprise education across all activities.
- Hands on opportunities to develop both key skills and the 12 employability skills.
- Full event organisation, including arrangements for venues, transport, and all related housekeeping aspects.
- Full post-event evaluation.