"The Peter Jones Foundation plays a key role in supporting the development of entrepreneurial and enterprise skills which are crucial to the future growth of our economy and I am proud to be their Patron," HRH The Duke of York KG

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WELCOME from our Founder and CEO

I am delighted that you are interested in finding out more about the school and college programmes of the Peter Jones Foundation for Enterprise (FFE).

The FFE is the largest division of the Peter Jones Foundation. We believe that with the right mix of support and opportunity, every young person has the potential to achieve great things and the right to a brighter future. We run a range of successful programmes that support young people around the world, but we set up the FFE as we know that good enterprise education can significantly improve the life outcomes of a young person, whatever path they choose.

From primary to further education, the FFE offers a broad range of opportunities for students across the United Kingdom. We give every young person we support the experience of setting up and running a business through the FFE’s flagship enterprise competition, Tycoon. Recently relaunched on an innovative digital platform, Tycoon now provides teachers with more resources and flexibility than ever before and provides students with a solid foundation to progress to an FFE vocational course and attain a globally recognised qualification.

We start the 2019/20 academic year with 28 Peter Jones Enterprise Academies (PJEA) across the UK, offering our fully resourced programmes of Level 2 and Level 3 study in Business and Enterprise and including the most comprehensive package of support that we have ever put together. It is our goal to establish a network of 50 PJEAs, which will act as centres of excellence for Enterprise and Entrepreneurship education.

Graduates from our courses have access to our Enterprise Alumni programme, the links students to a broader network and exclusive suite of resources. Through this scheme, we are working to offer all our graduates support into work, to start a business or an offer of a place at University.

Through these three stands the FFE encourages, educates and empowers the entrepreneurs and business leaders of tomorrow. Never is the impact of the FFE’s work more apparent than at our annual celebration of enterprise, EntFest. The Foundation’s free one day festival brings FFE beneficiaries of all ages together with our supporters and a broad network of entrepreneurs, investors, business leaders and educationalists. It is a special day of learning, networking and a showcase of enterprise in all forms.

I hope to meet you and your students at EntFest or one of our other events before too long and I am delighted that you are considering our offer.

Best wishes,

Peter Jones CBE
Founder and Chairman
Peter Jones Foundation

Jonathan Sobczyk Boddington
CEO
Peter Jones Foundation

About The Peter Jones Foundation
The Peter Jones Foundation was founded in 2005 by successful entrepreneur and star of Dragon’s Den, Peter Jones CBE. We believe that with the right mix of support and opportunity, every young person has the potential to achieve great things and the right to a brighter future. To achieve this we structure our activities through two charity divisions, the Foundation for Enterprise (FFE) and the Foundation for Children (FFC). The FFE delivers a suite of world-class enterprise education initiatives and the FFC philanthropically supports some of the most disadvantaged young people within the UK and across the world. This brochure relates to the work of the FFE. For more information on our other activities please visit our website.

Peter Jones Enterprise Academy

Tycoon Enterprise Competition schools

>12k young people supported into starting a business

>4.5k young people graduated with Level 3 qualifications

>500k given in start-up funding

Peter Jones Enterprise Academy

Tycoon Enterprise Competition schools
The Peter Jones Foundation for Enterprise (FFE) exists to improve the socio-economic outcomes for young people by equipping them with enterprise skills that will improve their life chances, whatever path they choose. We do this through encouraging, educating and empowering the young people we serve.

"It has been a pleasure to work with smart, determined young entrepreneurs, who have clearly benefitted hugely from their time at the PJECA and have the commitment and grit needed to ride the entrepreneurial rollercoaster."

Dean Richmond, Founder and CEO, Pets Corner

2022 strategic goals

Supporting more than 50,000 people

We will support over 50,000 young people to start and run a business, making over £2.5m of start-up funding available to schools and colleges.

>50%

of the young people we support will be from disadvantaged backgrounds

2022 strategic goals

Supporting more than 50,000 people

We will support over 50,000 young people to start and run a business, making over £2.5m of start-up funding available to schools and colleges.

>50%

of the young people we support will be from disadvantaged backgrounds

>90%

of students completing our courses will be in employment, higher education or starting a business within a year of graduating

We will support 50 Peter Jones Enterprise Academies across the UK, establishing a network of centres of excellence for Enterprise and Entrepreneurship education.

Our Programmes

Encourage

We encourage learners from 6 to 19 to become the most enterprising version of themselves through:

> Our flagship Tycoon Enterprise Competition
> Taster enterprise challenges available for all ages
> EntFest, our annual festival of enterprise

Educate

We educate learners from 14 to 18 through world-class courses in business, enterprise and entrepreneurship including:

> BTEC Level 2 and 3 qualifications
> A Level Business
> A Level Economics
> GCSE Business

Empower

We empower learners who have completed our courses supporting them as "Peter Jones Enterprise Alumni" into one of 3 successful outcomes:

> University
> Employment or Apprenticeship
> Starting their own business

The Peter Jones Foundation for Enterprise (FFE) exists to improve the socio-economic outcomes for young people by equipping them with enterprise skills that will improve their life chances, whatever path they choose. We do this through encouraging, educating and empowering the young people we serve.
OUR THEORY OF CHANGE

The Problem

Research has shown that young people need to be more enterprising to succeed in a world of fast-changing jobs and skills needs.

67% of hard-to-fill vacancies are caused, at least in part, by a lack of skills, qualifications and experience among applicants. (Source: UK Employer Skills Survey (ESS), DfE, August 2018)

26% of disadvantaged young people were NEET, compared to 13% of their better-off peers. (Source: Establishing the Employment Gap, Impetus April 2019)

16-year olds have never undertaken an enterprise activity. (Source: Youth Voice Census Report 2019, Youth Employment, May 2019)

Outcomes Framework

Our programmes are designed to help young people develop as enterprising, entrepreneurial individuals, developing skills to realise their full potential and significantly improve their life chances. These core enterprise skills are outlined below along with the experiences that young people on our core programme, Tycoon and the Peter Jones Enterprise Academy, benefit from.

Enterprise Skills

1. Communication
2. Creative and Innovative
3. Digital Skills
4. Financial Skills
5. Leadership
6. Problem-solving
7. Self-Management & Resilience
8. Teamwork

Experience Programme

PJEA Tycoon

Forming a team
Market research
Business planning
Brand creation
Budgeting
Launching an enterprise
Buying
Production and quality assurance
Selling
Project Management
Reporting
Evaluating Business Performance
Articulating self-development and growth
Managing people
Pitching
Employer interaction
Developing Personal Brand
Networking
Gaining a L2 or L3 qualification

Destinations

Higher Education
Employment and Apprenticeships
Business start-up

"UK policymakers and businesses need to take decisive action to build future skills, accelerate digital transformation, improve access to finance and business collaborations, and encourage investment and exports."

Source: The Alison Rose Review of Female Entrepreneurship, March 2019

Our Solution

The FFE delivers meaningful enterprise experiences from primary school through to sixth form and beyond. We believe all young people deserve a brighter future and the FFE helps them reach their potential through a range of pioneering educational activities that champion entrepreneurship.

We do this through our three programme strands which work to increase the economic, social and educational outcomes for young people using defined impact metrics to monitor success. The FFE ensures that the students we serve will develop enterprise capabilities, experience and knowledge which will help improve their life chances.

“Experimenting with entrepreneurship may help individuals to develop skills that are applicable if and when they transition back into the workforce.”

Source: Future Founders Report, Octopus Group, August 2019
At the FFE we believe passionately that the best results come from collaborating with providers who share our belief in the importance of enterprise education at all levels.

We want as many young people as possible to have the experience of setting up and running a business in schools through our Tycoon platform. Where this sparks an interest in business and entrepreneurship, we provide the courses for students to go one stage further and gain a Level 2 or Level 3 qualification, graduating with the ongoing support of our Foundation through our Enterprise Alumni scheme. We work with schools, provider partnerships and Multi-Academy Trusts (MATs) to develop bespoke Enterprise pathways (with an example below that can take a student on journey from the age of 6 through to post-18 with the support of the FFE throughout).

**Working with Multi Academy Trusts (MATs) and school partnership groups, we have begun to see the impact our Enterprise Pathway can have. Through our Tycoon platform MATs or partnership groups can set up their own Tycoon leader board, creating an exciting local league for student teams to take part in, alongside the main national competition.**

Where this is done well, older students from the local PJEAs can be challenged with mentoring younger students doing Tycoon at a lower key stage, developing core leadership and project management skills in the process. In this way our programmes can support collaboration between primaries and secondaries and increase opportunity for enterprise education.

**ENCOURAGE PROGRAMME**

**Tycoon Enterprise Competition**

**Tycoon: Learning by doing**

Tycoon is the Foundation’s flagship school and college-based competition and was developed in response to the Prime Minister’s pledge to support every school in England to run its own business at the launch of StartUp Britain in March 2011.

**What is Tycoon?**

Tycoon is a free national enterprise competition, which aims to encourage the nation’s budding entrepreneurs to get involved in business by giving them a start-up loan of up to £3,000 per team to set up and run a business at school or in college. Teams from across the UK compete, and the top students’ businesses are invited to a prestigious annual celebration event at Buckingham Palace.

The programme is delivered through an innovative Tycoon platform, powered by Sage, that allows students to submit business plans and trading updates as well as access exclusive content and learning opportunities provided by the FFE. At its most advanced level, Tycoon can underpin and count towards FFE vocational qualifications.

**An Example Enterprise Pathway**

<table>
<thead>
<tr>
<th>KS2</th>
<th>KS3</th>
<th>KS4</th>
<th>KS5</th>
<th>Post-18</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Tycoon 750</strong></td>
<td><strong>Tycoon 1K</strong></td>
<td><strong>BTEC L2 (pre-16)</strong></td>
<td><strong>Peter Jones Enterprise Academy</strong></td>
<td><strong>Enterprise Alumni scheme</strong></td>
</tr>
<tr>
<td>Learning the importance of enterprise. A young person’s first experience of setting up and running a business</td>
<td>With option to run closed MAT competition</td>
<td>Tech Award in Enterprise Counting towards Progress 8</td>
<td>Delivering L3 BTEC in Enterprise and Entrepreneurship and/or A Level Business and standalone courses</td>
<td>Giving your students ongoing support into HE, employment or starting a business</td>
</tr>
</tbody>
</table>

**The Tycoon Cycle**

- Register
- Submit business plan & receive loan
- Trading competition starts
- Follow up & Impact Report
- Teams submit their business evaluations
- Category shortlist announced and invited to Buckingham Palace
- Progression to higher level on Tycoon

**Category**

- Progression to higher level on Tycoon
- Submit business plan & receive loan
- Trading competition starts
- Teams submit their business evaluations
- Category shortlist announced and invited to Buckingham Palace
- Follow up & Impact Report
- The Tycoon Cycle

**Register**

- Progression to higher level on Tycoon
- Submit business plan & receive loan
- Trading competition starts
- Teams submit their business evaluations
- Category shortlist announced and invited to Buckingham Palace
- Follow up & Impact Report

**An Example Enterprise Pathway**

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</tr>
</tbody>
</table>
The table below gives an overview of the programme requirements for the four different versions of the Tycoon competition.

<table>
<thead>
<tr>
<th>Tycoon Enterprise Competition</th>
<th>Tycoon 750</th>
<th>Tycoon 1K</th>
<th>Tycoon 2K</th>
<th>Tycoon 3K</th>
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</thead>
<tbody>
<tr>
<td>Basic Business Plan</td>
<td>Level 2 Business Plan</td>
<td>Level 3 Business Plan</td>
<td>Level 3 Business Plan</td>
<td></td>
</tr>
<tr>
<td>Cost and profit outline</td>
<td>&gt; Cost and profit outline</td>
<td>&gt; Individual student log ins</td>
<td>&gt; Individual student log ins</td>
<td>&gt; Up to £3K goodwill loan - exclusive to Peter Jones Enterprise Academies</td>
</tr>
<tr>
<td>&gt; Up to 22 weeks trading</td>
<td>&gt; Opportunity to have digital mentor</td>
<td>&gt; Opportunity to have digital mentor</td>
<td>&gt; Opportunity to have digital mentor</td>
<td></td>
</tr>
<tr>
<td>&gt; Pitch video</td>
<td>&gt; Up to 22 weeks trading</td>
<td>&gt; Up to 22 weeks trading</td>
<td>&gt; Up to 22 weeks trading</td>
<td></td>
</tr>
<tr>
<td>&gt; My Tycoon Journey video</td>
<td>&gt; Pitch video</td>
<td>&gt; Pitch video</td>
<td>&gt; Pitch video</td>
<td></td>
</tr>
<tr>
<td>&gt; Opportunity to blog</td>
<td>&gt; My Tycoon Journey video</td>
<td>&gt; My Tycoon Journey video</td>
<td>&gt; My Tycoon Journey video</td>
<td></td>
</tr>
<tr>
<td>&gt; Opportunity to blog</td>
<td>&gt; Opportunity to blog</td>
<td>&gt; Opportunity to blog</td>
<td>&gt; Opportunity to blog</td>
<td></td>
</tr>
</tbody>
</table>

Key Stage
1/2 3/4 5 4/5 (BTEC L2 or L3)

Maximum Goodwill Loan
£750 £1,000 £2,000 £3,000

Time frame
Competition can be run in autumn and/or spring terms

Cost
Free

To find out more, please visit www.tycoon.com or get in touch by emailing tycoon@pjfoundation.org

Tycoon Impact
Since we started the competition in 2012 we have partnered with over 700 schools, lending over half a million pounds to enable 12,000 students to start a business whilst in education.

We are very proud that over 90% of Tycoon businesses are profitable whilst evaluation of our programme highlights that students show significant development of their skills in a number of areas including: communication and teamwork skills, financial awareness and communication skills. 90% of students would recommend Tycoon to a friend and 9 in 10 students indicate that they feel more employable as a result of taking part in the programme.

Whilst there are a handful of other charities supporting young people to start a business, our Tycoon competition is unique in that we provide this programme and resources free of charge as well as the money to run it (through our goodwill loans). This means that we can work with disadvantaged students and special needs children, including several deaf schools, that might not otherwise be able to run the programme.

84% of students felt that the competition had helped them develop their creative skills

90% of students felt that the competition had increased their financial awareness

90% of students would recommend Tycoon to a friend

85% of students felt that the competition had helped them develop their teamwork skills

84% of students felt that Tycoon had made them more employable

74% of school students said the competition had encouraged them to set up their own business in the future

91% of students felt that Tycoon had made them more employable
MEET OUR TEAMS
Successful Tycoon graduates

Tycoon 750
Business Name: Little Prickles
School Name: Robert Arkenstall Primary School
Original loan: £117
Profit Made: £1569.28
The children developed so many important skills during the course of the competition, not just relating to creating, implementing and adapting plans, but also more holistic life skills: effective teamwork, delegation, diffusing confrontation, problem solving, supporting and encouraging one another.

Tycoon 1K
Business Name: Control ID
School Name: New Mills School & Sixth Form
Original loan: £246
Profit Made: £640.10
Control ID from New Mills School and Sixth Form in Derbyshire made personalised skins for computer game controllers and reached out to local businesses and invited them to use the skins as a promotional tool.
This opportunity had been truly life changing. We strongly believe that this competition will change other young people’s lives as well.

Tycoon 3K
Business Name: That Purpose
School Name: Queen Anne’s School
Original loan: £555
Profit Made: £787.85
After recognising the need for sustainable and practical alternatives to the plastic lunch-bag, That Purpose, a team of two from Queen Anne’s School, created a re-usable lunch-bag that could be personalised and could fold down to fit inside a wallet.
Tycoon was an amazing opportunity and I learnt so much that will help me in all aspects of my future career. I improved my communication skills and my resilience in particular; the product development and production were especially challenging, but well worth the effort.

Tycoon with special educational needs and disability
Business Name: We Cann Do Gifts
School Name: Cann Bridge School, Plymouth
Original loan: £380
Profit Made: £2,794
We Cann Do Gifts, a team of eight young people aged fourteen to sixteen, attend Cann Bridge School for young people with severe and complex learning needs.
We have improved links with the wider community and encouraged a greater awareness of what our young people can achieve. On a personal level students have developed higher self-esteem and worked as a team, increasing their learning and functional skills while developing work skills. This will hopefully equip them with skills to increase opportunities in later life.
“I have been involved in a vast array of enterprise challenges and activities over the years but always hoped that there would be full-time courses which truly prepared our young people for the world of work. In my opinion that is what the Peter Jones Foundation provide with their range of BTEC courses. The students I teach enjoy the course as much as I do. There are the natural entrepreneurs in the group but also academic students who have taken Business Studies at GCSE. The transferable skills and entrepreneurial characteristics that they develop are invaluable!”

Kathryn Loughnan, Director of Sixth Form, Avonbourne College

The Educate Programme includes our full suite of sector leading vocational courses and qualifications in Enterprise and Entrepreneurship. This offer includes the flagship Peter Jones Enterprise Academy (PJE A) package, where colleges and schools can host and run their own Enterprise Academy and have full access to our resources, competitions and employer links, delivering either level two or level three qualification.

All of our pioneering courses have been developed in conjunction with education and industry experts and alongside a Pearson (Edexcel) Level 3 BTEC qualifications, we now offer an A Level in Business (across all main exam boards). Our courses ensure that our students not only achieve an accredited qualification, but also the necessary experience and skills that are vital to progress to university, gain employment or to run their own business.

“Choosing the PJE A was the best decision I’ve made in life so far. I chose the Academy because of the hands on experience it allows you to have along with all the opportunities and doors it opens.”

Hassan Iqbal, PJE A Alumni

“The nature of the course isn’t purely academic so PJE A students are doing things that other students don’t ordinarily do, which in turn gives them self confidence, self belief and good communication skills.”

Victoria Greaves, PJE A Tutor, Dudley College

Peter Jones Enterprise Academy

<table>
<thead>
<tr>
<th>Peter Jones Enterprise Academy Programmes</th>
<th>GLH</th>
<th>UCAS Points</th>
<th>Perf Tables</th>
<th>First Teaching</th>
</tr>
</thead>
<tbody>
<tr>
<td>BTEC Level 3 Enterprise &amp; Entrepreneurship including: National Certificate (NC), National Extended Certificate (NEC), Foundation Diploma (FD), Diploma (D) and Extended Diploma (ED)</td>
<td>NC: 180</td>
<td>Yes</td>
<td>Yes</td>
<td>Sep 2017</td>
</tr>
<tr>
<td>A Level Business Studies</td>
<td>360</td>
<td>Yes</td>
<td>Yes</td>
<td>Sep 2017</td>
</tr>
<tr>
<td>A Level Economic B</td>
<td>360</td>
<td>Yes</td>
<td>Yes</td>
<td>Sep 2017</td>
</tr>
<tr>
<td>BTEC Level 2 (Post-16) Technical Certificate in Business Enterprise</td>
<td>240</td>
<td>NA</td>
<td>Yes</td>
<td>Sep 2017</td>
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<tr>
<td>BTEC Level 1/2 (Pre-16) Tech Award in Enterprise</td>
<td>120</td>
<td>NA</td>
<td>Yes</td>
<td>Sep 2017</td>
</tr>
<tr>
<td>GCSE Business Studies</td>
<td>120</td>
<td>NA</td>
<td>Yes</td>
<td>Sep 2017</td>
</tr>
</tbody>
</table>

*Specialist providers (e.g. for vulnerable adults, disadvantaged communities) can request access to PJE A resources.

Full pricing available on request.

“Choosing the PJE A was the best decision I’ve made in life so far. I chose the Academy because of the hands on experience it allows you to have along with all the opportunities and doors it opens.”

Hassan Iqbal, PJE A Alumni

“The nature of the course isn’t purely academic so PJE A students are doing things that other students don’t ordinarily do, which in turn gives them self confidence, self belief and good communication skills.”

Victoria Greaves, PJE A Tutor, Dudley College

“Choosing the PJEA was the best decision I’ve made in life so far. I chose the Academy because of the hands on experience it allows you to have along with all the opportunities and doors it opens.”

Hassan Iqbal, PJEA Alumni
The Peter Jones Enterprise Academy (PJEIA) is our flagship programme for schools and colleges.

Running a PJEIA involves delivering our extended programme of Level 2 or Level 3 study to your students, and includes the most comprehensive package of resources and support that we have ever put together, all at the lowest price we have ever offered. Through committing to our school and college partners, and working hard at our own fundraising efforts, we are able to subsidise the PJEIA programme offer. We have worked hard to add value and maximise the learning experience for students, including the addition of our range of exciting flash challenges.

The main benefits of becoming of becoming a PJEIA are as follows:

### Programme benefits, overview, and costs

#### PETER JONES ENTERPRISE ACADEMY

The Peter Jones Enterprise Academy (PJEIA) is our flagship programme for schools and colleges.

Running a PJEIA involves delivering our extended programme of Level 2 or Level 3 study to your students, and includes the most comprehensive package of resources and support that we have ever put together, all at the lowest price we have ever offered. Through committing to our school and college partners, and working hard at our own fundraising efforts, we are able to subsidise the PJEIA programme offer. We have worked hard to add value and maximise the learning experience for students, including the addition of our range of exciting flash challenges.

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<tbody>
<tr>
<td>Level 2</td>
</tr>
<tr>
<td>Level 3</td>
</tr>
<tr>
<td>Teaching any of our pre-16 L2 courses</td>
</tr>
</tbody>
</table>

All PJEIA Marketing Assets including:
- Exclusive branding and marketing materials to use in your college
- Local press and PR support from our in-house PJEIA team
- A school/college video message from Peter Jones to use for your marketing purposes
- Exclusive PJEIA Merchandise

### Resources and Opportunities

All teaching resources - schemes of work, lesson plans, hot topics etc.

- 6 L2 Flash Challenges
- 15 Microlearns
- 2k Goodwill loan for Tycoon
- PJEIA Alumni Scheme
- PJEIA Newsletter
- PJEIA Business Blast
  - Graduation at EntFest with class graduation photo with Peter Jones CBE
  - Tycoon Mentor
  - Encounters with Employers
- 20 L3 Flash Challenges
- 30 Microlearns
- 3k Goodwill loan for Tycoon
- PJEIA Alumni Scheme
- PJEIA Newsletter
- PJEIA Business Blast
  - Graduation at EntFest with individual graduation photo with Peter Jones CBE
  - Tycoon Mentor
  - Encounters with Employers
- PJEIA National Entrepreneur of the Year Competition
- PJEIA Enterprise Skills Award
- Discount on L2 PJF course fees
- Discount on post-18 course fees

### PJEA SPECIFICATIONS

#### BTEC and A Level programmes at a glance

The tables below give an overview of the course and contents of our PJEIA programmes of study.

**Level 3 Peter Jones Enterprise Academy specification**

<table>
<thead>
<tr>
<th>FFE BTEC Level 3 Nationals in Enterprise and Entrepreneurship</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unit</td>
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<tr>
<td>------</td>
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<tr>
<td>0.5 A Levels</td>
</tr>
<tr>
<td>-------------------------------------------------------------</td>
</tr>
<tr>
<td>1</td>
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<tr>
<td>2</td>
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<td>3</td>
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<td>11</td>
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<td>12</td>
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<tr>
<td>13</td>
</tr>
</tbody>
</table>

* M = Mandatory  O = Optional  *Unit content can be covered through taking part in Tycoon programme
PJEA was set up with a mission to train and motivate young people, unleash entrepreneurial talent and create opportunities for young people to realise their potential.

Feedback from our 2017 graduates gives us the conviction that we are achieving this goal with over 98% indicating that they had developed enterprise and leadership skills whilst on the course. The PJEAs programme equips young people with the capabilities, experiences and knowledge that businesses are looking for (over 90% graduates indicated that they felt more employable as a result of the programme) but, more than that, we believe that we are nurturing the wealth-creators that will generate jobs and positively impact our economy in the years to come; over 40% of our graduates had already set up a business whilst on the programme and an impressive 80% indicated that they would like to start a business in the future. As we look to the 2019/20 academic year and giving every PJEAs student a goodwill loan so they can experience setting up and running a business through the Tycoon platform, we believe that PJEAs will go from strength to strength as a springboard for enterprise and entrepreneurship.

### GRADUATE FEEDBACK

- **4,500 young people have graduated from the PJEAs**
- **95% of students stated that the course met or exceeded their expectations**
- **98% of students found the course enjoyable, very enjoyable or loved it**
- **95% of graduates indicated that they had a positive experience of the programme**
- **80% of graduates planned to start a business one day**
- **86% of students found the course enjoyable, very enjoyable or loved it**
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### BTEC Level 2 (Post-16) Technical Certificate in Business Enterprise

<table>
<thead>
<tr>
<th>Unit Title</th>
<th>GLH</th>
<th>Assessment</th>
<th>Certificate (240)</th>
</tr>
</thead>
<tbody>
<tr>
<td>The Business Enterprise Environment</td>
<td>60</td>
<td>External</td>
<td>M</td>
</tr>
<tr>
<td>Researching a concept for a new or revised product or service</td>
<td>60</td>
<td>Internal</td>
<td>M</td>
</tr>
<tr>
<td>Promoting an enterprise idea*</td>
<td>60</td>
<td>Internal</td>
<td>M</td>
</tr>
<tr>
<td>Planning and pitching an enterprise idea</td>
<td>60</td>
<td>Internal Synoptic</td>
<td>M</td>
</tr>
</tbody>
</table>

M = Mandatory

### BTEC Level 2 Tech Award (Pre-16) in Enterprise

<table>
<thead>
<tr>
<th>Unit Title</th>
<th>GLH</th>
<th>Assessment</th>
<th>Certificate (240)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Exploring Enterprises*</td>
<td>36</td>
<td>Internal</td>
<td>M</td>
</tr>
<tr>
<td>Planning for and pitching an enterprise activity*</td>
<td>36</td>
<td>Internal</td>
<td>M</td>
</tr>
<tr>
<td>Promotion and finance for business</td>
<td>36</td>
<td>External and Synoptic</td>
<td>M</td>
</tr>
</tbody>
</table>

M = Mandatory

### Pearson Edexcel Level 1/Level 2 GCSE (9-1) in Business

<table>
<thead>
<tr>
<th>Unit Title</th>
<th>GLH</th>
<th>Assessment</th>
<th>GCSE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Investigating Small Business</td>
<td>60</td>
<td>External – Paper 1</td>
<td>M</td>
</tr>
<tr>
<td>Building a Business*</td>
<td>60</td>
<td>External – Paper 2</td>
<td>M</td>
</tr>
</tbody>
</table>

M = Mandatory

### A Level Business Studies

#### Edexcel Business A Level

<table>
<thead>
<tr>
<th>Unit Title</th>
<th>GLH</th>
<th>Assessment</th>
</tr>
</thead>
<tbody>
<tr>
<td>Marketing and people*</td>
<td>90</td>
<td>External – Paper 1 &amp; 3</td>
</tr>
<tr>
<td>Managing business activities*</td>
<td>90</td>
<td>External – Paper 2 &amp; 3</td>
</tr>
<tr>
<td>Business decisions and strategy*</td>
<td>90</td>
<td>External – Paper 2 &amp; 3</td>
</tr>
<tr>
<td>Global business*</td>
<td>90</td>
<td>External – Paper 1 &amp; 3</td>
</tr>
</tbody>
</table>

*Tycoon programme can support delivery of these units

Edexcel units are shown above; AQA and OCR A level Business Studies can also be delivered through FFE resources and Tycoon programme

### A Level Economics B

#### Pearson Edexcel A Level in Economics B

<table>
<thead>
<tr>
<th>Unit Title</th>
<th>GLH</th>
<th>Assessment</th>
</tr>
</thead>
<tbody>
<tr>
<td>Markets, Consumers and Firms</td>
<td>90</td>
<td>External – Paper 1 &amp; 3</td>
</tr>
<tr>
<td>The wider economic environment</td>
<td>90</td>
<td>External – Paper 2 &amp; 3</td>
</tr>
<tr>
<td>The global economy</td>
<td>90</td>
<td>External – Paper 2 &amp; 3</td>
</tr>
<tr>
<td>Making markets work</td>
<td>90</td>
<td>External – Paper 1 &amp; 3</td>
</tr>
</tbody>
</table>

95% of students stated that the course met or exceeded their expectations

95% of graduates indicated that they had a positive experience of the programme

80% of graduates planned to start a business one day

86% of students found the course enjoyable, very enjoyable or loved it

98%
As an entrepreneur myself, I know how much value should be placed on a supportive network that says ‘you can do it’. When panel judging FFE students, I have seen first-hand the benefits of real-life business experience and how that helps young people to think through problems and their career options. Being involved with the students at the Foundation for Enterprise in a great way to give back”. Dean Richmond, Founder and CEO, Pet’s Corner

The Peter Jones Foundation aims to continually develop and nurture relationships with a broad network of supporters, from education providers and businesses, to philanthropic individuals or organisations, whose interest and passion for supporting young people aligns with ours.

Enterprise Ambassadors enable us to develop and deliver a programme that is rich in educational value, informed by the needs of the current job market and infused with the experiences and knowledge of successful business leaders and entrepreneurs.

What do our Partners say?

“We’re over the moon to be working with the Peter Jones Foundation as our Charity Partner in 2019/2020. The Foundation’s vision to empower the young people of Britain, particularly those from disadvantaged backgrounds, in achieving their potential is one we believe wholeheartedly in. We look forward to working with them to empower the next generation of business leaders. Gigi Foyle, Founder, Bag & Bones

The Be Your Own Boss (BYOB) Programme sits in our Educate programme stream and has been developed in partnership with Malvern Business Academy. The aim of BYOB is to raise the confidence of young vulnerable adults, who are typically care-leavers or homeless, increasing their sense of self-worth and connection with the world of work and enterprise.

Being 18-24 years of age, with no qualifications, motivation or family support, is a tough and bleak place to be. Through a bespoke 14-week enterprise and entrepreneurship Level 2 BTEC Certificate programme, we aim to offer multiple opportunities to these young people until they find their preferred path to a positive future. Through this process there is improvement in self-esteem, group work, communication skills as well as English, Maths and ICT. Outcomes for our BYOB graduates include full-time employment, apprenticeships, ICS volunteer overseas programme, further education at college, voluntary work and an improvement in mental health.

After the programme, all BYOB graduates are invited alongside our mainstream graduates to our national graduation event and will meet our Founder, Peter Jones CBE, and receive a certificate from him. BYOB graduates will then have access to our mainstream alumni programme. In addition, BYOB graduates will get bespoke post programme mentoring over the next eight months, including facilitation in job seeking and networking. We aim to engage with all graduates until they have found further education or employment.

Kearnie Yates was named the 2019 PJEA Inspirational Student. Overcoming partial sight, she achieved her BTEC 2 Certificate in 2017 and found employment. Within months she was promoted to a supervisory position. Following an accident which left her paralysed, she returned to complete the BTEC 2 Diploma in 2019, regaining independence in her life, discovering and overcoming the myriads of obstacles that are now a normal part of her daily life. Travelling 20 miles each day just to get to the programme and always having a smile, taking an interest in others and helping them on, making little of her own challenges, Kearnie inspires all around her to achieve that bit more.
Bringing learning to life

Tycoon.com
As well as being the platform for our flagship enterprise competition, Tycoon.com is also the home for a wealth of resources exclusive to our course providers.

These include our unique Flash Challenges, our video-based micro-learns and all the schemes of work, lesson plans and teaching resources to support course delivery. Many of these have been co-created with our network of businesses and business founders, bringing their expertise and experience into the classroom.

Digital Mentoring
As part of our partnership with the Sage Foundation, we are delighted to be able to provide an Ambition Mentor to student businesses within the Tycoon Enterprise Competition.

We believe that by having the support of real business men and women in developing their business plan and pitch video, getting support and guidance as they trade, and receiving feedback at the end of their journey, our students will develop an even broader, and deeper, set of enterprise capabilities.

The Tycoon Ambition Mentors will provide feedback on the students’ business plans, comment on blog posts and financial updates, and the evaluation report at the end of the competition.

“Our RESOURCES

I’ve done mentoring most of my life and this has been one of the best experiences I have had. It’s superb to work children of this age and see the ideas that they have come up with.”
Sabby Gill, Managing Director, UK & Ireland, Sage

Flash Challenges
Each of our courses come with access to our unique set of Flash Challenges, with our Level 3 PJEAs providers having access to the full suite of over 20 challenges, including a dedicated challenge for each of the 13 units in the extended diploma programme. Most challenges are for students on a certain course, however, a couple are available to all learners in a school or college, if centres choose to use them in that way.

To do list:
- Research
- Discuss ideas and opportunities
- Develop concept
- Present your idea

Need to know:
- Links to Unit 4 PJEAs L3
- Team size: 1-3 students
- Time: 1 week

Teaching Resources
All our courses come with a full set of resources including schemes of work, lesson plans, assessments and editable PowerPoints giving teachers all they need to deliver the specification with the maximum degree of enterprise and learning by doing.

Microlearns
Working in collaboration with a broad range of businesses as well as entrepreneurs, we have developed a set of video-based micro-learns on a number of topics that support the delivery of our courses as well as the Tycoon business journey. Our PJEAs benefit from the the full range of 30 microlearns whilst Level 2 providers can access 20.
EntFest is The Peter Jones Foundation for Enterprise’s inaugural festival of enterprise and entrepreneurship. Hosted by the University of Buckingham, the free one-day festival brings together students, emerging and established entrepreneurs, business leaders, investors and innovators to network, learn and champion enterprise in all its forms.

As well as the PJEA Graduation and the much anticipated Dragon’s Den style final of our National Entrepreneur of the Year competition, the festival boasts an exciting agenda with opportunities for students to meet and learn from some of the UK’s best known and emerging entrepreneurs and business leaders, alongside panel debates, competitions, future-tech activations and skills-based workshops.

Set against a festival backdrop, which includes music, entertainment, a youth market and incredible food, the EntFest agenda builds up to the prize-giving and end of festival celebrations. The event is more than a celebration of the success of our students and alumni; it brings together a broader community of businesses, entrepreneurs, investors and educationalists and ultimately, it is our vision that EntFest becomes a cornerstone in a movement towards a more enterprising culture.
MEET OUR GRADUATES

Empower – Alumni
Katie Buckingham, PJEA Alumni 2012
Business Name: Altruist Enterprise
Katie has been campaigning to raise awareness of mental health since she was just 17. During her time at the PJEA she set up Altruist Enterprises, a company that provides training courses to organisations and schools to help them prevent and identify stress in the workplace and offer the correct support to those affected.

Since graduating, Katie has won various awards from the New Entrepreneurs Foundation, Entrepreneurial Spark’s and the Birmingham Mail and also worked closely with organisations such as Young Minds, Time to Change and NAHT.

My time at the PJEA taught me that anything is possible. It gave me the confidence to pursue my passion and start a business.

Empower – Alumni
Emma Sivess, PJEA Alumni 2016
Business Name: Vanity Decay
Since graduating from the PJEA Emma has gone on to study Marketing and Management at the University of Sussex. Alongside her studies, Emma runs her business and blog, Vanity Decay, which she set up during her time on the course. The idea for Vanity Decay came to Emma when she spotted a gap in the market for makeup storage.

I’ve always had an entrepreneurial instinct and I chose the PJEA to expand on this. It’s definitely allowed me to pitch in situations that I wouldn’t have been able to before and studying at the Academy has allowed me to bring so many aspects together – like accounting and marketing – to improve on the skills that I already had to actually start a business.

Empower – Alumni
Lorenzo Luiso, PJEA Alumni 2013
Since graduating from the PJEA, Lorenzo has seen the original business he started at the Academy morph many times. He is currently the Founder & Digital Marketing Specialist at Brick Digital, a company that specialises in helping small-medium sized businesses make waves online through SEO, Digital PR, and Pay-Per-Click advertising.

The PJEA was the driving force behind me starting my own business, so it did more than impact my decision. The PJEA exposed me to the fact that it was possible to start and run a business, and this exposure came from so many people who had done so and were at different stages. So that had a big impact on my own self-belief and the skills that I learnt whilst at the PJEA gave me the confidence to know that I was as ready as anyone really could be at that age to start a business.

Empower – Alumni
Ross Bailey, PJEA Alumni 2009
After graduating, Ross spotted an opportunity during the Queen’s Diamond Jubilee to open a pop-up shop on Carnaby Street selling rebellious t-shirts of the Queen. Having had difficulties finding shop space he decided to create an online marketplace for listing and booking short-term space, making booking a shop as easy as booking a hotel room. Fast forward to today, Appear Here, has offices in three cities worldwide, has over 100,000 global brands, retailers and creative entrepreneurs signed up to use the service, and over 10,000,000 square foot of rental space. An impressive range of brands have used the spaces, including, Apple, Nike, Made and Spotify.

The practical element of the PJEA was important to me. One thing I took from the Academy, which has impacted my life greatly, was how to spot an opportunity and then focus on it – staying true to what the brand is about and not overcomplicating things with diversions.

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EMPOWER PROGRAMME  
Peter Jones Enterprise Alumni Scheme

We are currently building our alumni programme for students who come through our Encourage and Educate streams: The Peter Jones Enterprise Alumni Scheme.

Our commitment is to support graduates of our programme into one of three specific pathways:

- Starting a business
- Securing a job or apprenticeship
- Securing a place on an HE or FE programme of study

We will offer graduates support through our Alumni platform, where they will be able to stay in touch, access mentoring and advice as well as use our graduate-only resources. For graduates of our PJEA, we offer a fantastic and unique package and if students perform well enough they will have the opportunity to be rewarded with one of the following:

- A guaranteed place at university on an enterprise and/or business course
- A guaranteed final round interview with an apprenticeship provider
- A guaranteed chance to pitch for start-up money and office space

FFE Alumni already form a talented and motivated network of skilled young people that will support each other and the next generation of graduates. The Alumni will also offer a creative talent pool for our partner network, expanding opportunities for collaboration and innovation.

Empower – Alumni

Jacob Knowles, PJEA Alumni 2013
Jacob Knowles graduated from his PJEA with a Dual distinction * in BTEC Level 3 in 2013. After graduating, Jacob went straight into business and felt that his time in the PJEA had provided him with the practical enterprise skills required to do so. He is now the Business Director of Empine Print, a company that works with clients both within the UK and internationally, to deliver high quality print solutions across three main categories: Empine Educational Print, Empine Commercial Print and Empine Print Management.

When I came across the PJEA, I was attracted to the fact that the course was designed around setting up a business and regardless of whether you take that forward, the experience of doing it is invaluable.

Empower – Alumni

Hassan Iqbal, PJEA Alumni 2015
Hassan started his first business at 13 and now runs CreativePixels, a creative agency which specialises in helping businesses stand out through branding, design and web development with clients such as Unicef University of Greenwich and Unltd. Hassan is also a key advocate for enterprise and entrepreneurship as an ambassador for the Institute of Directors and a PJEA and TEDx Alumni.

In the current climate we’re in, young people’s voices and young entrepreneurship is needed more than ever. I’ve been lucky to have received a lot of support from several organisations and I want to make sure that other young people get the same support I did, as I know first-hand how much of a positive impact it can have on their future.
OUR PARTNERS

- sage
- brandpath™
- Pets Corner
- Canon
- JESSOPS
- Pearson
- data select
- Softcat
- ICB Group
- bag & bones
- EVERYTHING BRANDED
- INVESTMENT GROUP
"The younger we get people thinking and believing that they can create their own business the better, because that way we can create a generation of entrepreneurs who can make their own jobs." Professor Bob Cryan, Vice-Chancellor and Chief Executive, University of Huddersfield

CONTACT DETAILS

For further information on the Peter Jones Foundation please get in touch.

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