

# THE POWER OF THREE

THREE ACTIONS FOR ENTERPRISE LEARNING  
AND SKILLS IN THE UK

# OUR VISION FOR ENTERPRISE SKILLS

Most weeks there is an article or report, which outlines the challenges that individuals looking to start a business or owner-managers of existing businesses face in moving from idea to action. One of the often-cited challenges relates to learning and skills development. However, we know that this challenge is not new. This may reflect that organisations, initiatives and programmes come and go and, as a result, there is a lack of collective or institutional knowledge, which can be used to shape enterprise learning and skills. This is an essential part of our quest to making a difference for individuals looking to start a business or owner-managers of existing businesses.

Our vision is that everyone in the UK has the opportunity to develop and refine their enterprise skills and to discover their entrepreneurial potential. We believe that enterprise skills are the foundation of growth for individuals, organisations and the economy as a whole. We are talking about enterprise skills in their broadest sense. We speak for everyone who is interested in developing their entrepreneurial mind-set, from those thinking about starting their own business to experienced owner managers to the enterprise-focused manager. We believe

that enterprise is the key to unlocking growth across careers and businesses.

In developing our recommendations we've concentrated on three, easy to articulate actions which we believe will place enterprise at the core of economic growth. They form the foundation for a practical roadmap to ensure enterprise skills are a mechanism for positive change. As an organisation we will use them as our guiding principles for the year ahead and will encourage our partners and wider network to do likewise.

# ABOUT US

The Institute of Enterprise and Entrepreneurs is for anyone who is thinking about starting or already running their own business, those who support them and those employed in innovative and entrepreneurial businesses.

Our purpose is to support our members in developing and continuously improving their enterprising skills allowing them to maximise both their personal potential and their wider contribution to the growth and success of UK PLC.

We have more than 30,000 members from across the spectrum of enterprise activity – students who have yet to start a business, entrepreneurs in the early stages of running their business, business owners looking to grow their business, managers working in an enterprising way, mentors and support professionals, and recognised learning providers.

We offer enterprise related training and qualifications, enterprise events and enterprise resources working with a range of private and public sector partners and delivering through a network of Centres of Enterprise Excellence and Enterprise Academies.

The IOEE is part of SFEDI Group, the government-recognised Sector Skills Body for Enterprise and Enterprise Support.



ENTERPRISE FOR  
EVERYONE.

SUPPORTING  
ENTERPRISE  
LEARNING AND  
SKILLS.

# 1.

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# EDUCATION

## ESTABLISH ENTERPRISE AT THE HEART OF EDUCATION

Offer enterprise opportunities throughout education. Promote enterprise at every stage of learning. Beginning at school and all the way through to higher and vocational training, by establishing enterprise at the root of educational practice we can create a culture that promotes the benefits of enterprise in all its forms. By threading enterprise throughout the learning experience we can give people the skills and resources to achieve their life ambitions.

# 2.

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## INVEST

### INVEST IN ENTERPRISE SKILLS

In order to realise point 1, we will need to collectively invest in enterprise skills. We can do this as organisations, as communities and as a country. This may be the investment of money, time or voice. By committing to the investment in enterprise skills and the benefits therein we can develop an enterprise ecosystem founded on transferable, meaningful skills.

# 3.

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## RESEARCH

### PROMOTE RESEARCH INTO ENTERPRISE EDUCATION AND SKILLS

By investing in cutting edge research into enterprise skills and learning we can identify what works and share that learning. Research is an important source of knowledge and expertise delivering both economic and social benefits. Innovation must be central to enterprise research. Collaboration with businesses and knowledge exchange are also important priorities. An investment in enterprise research will see a fundamental positive change in both policy and practice.

# SFEDI GROUP

## OUR GROUP OF COMPANIES



Originally the Small Firms Enterprise Development Initiative, the founding company SFEDI is now focused on raising the quality of enterprising skills by identifying and delivering programmes of support which increase start up and survival rates amongst small and micro business communities.

## SFEDI® AWARDS

THE AWARDING ORGANISATION  
FOR ENTERPRISE

SFEDI Awards is the UK's only specialised awarding organisation developing and delivering enterprise and enterprise support qualifications through its network of delivery centres. Its qualifications are built on extensive research and are designed for those who wish to start and grow their own business, and the business support professionals who work with them.



SFEDI Solutions works with a diverse range of organisations in the public, private and third sector to provide enterprising solutions for the challenges and opportunities faced in understanding and supporting enterprise learning and skills development. Its core services are standards setting and research, development and delivery of best practice enterprise learning and skills development solutions and advocacy.



The IOEE is the first learning institute dedicated to developing and recognising the skills of enterprising people. It respects and recognises everyone who takes the risk to control their own destiny by starting and running their own business. It also supports enterprise professionals in developing their skills and knowledge to a high standard to provide outstanding enterprise support.



# ADVISORY COUNCIL AND PARTNERSHIPS

We are delighted to have the support of our Advisory Council comprised of representatives from national enterprise and enterprise support membership organisations, government, financial institutions, policy influencers and private sector businesses.

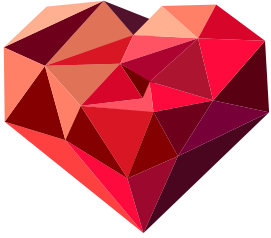
The current Advisory Council includes:

<b>ACCA</b>	<b>Enterprise Rockers</b>	<b>Lloyds Banking Group</b>
<b>BBA</b>	<b>FPB</b>	<b>NBWN</b>
<b>BIS</b>	<b>FSB</b>	<b>NEN</b>
<b>CBI</b>	<b>IAB</b>	<b>PRIME</b>
<b>COSLA</b>	<b>ICAEW</b>	<b>Skills CFA</b>
<b>CREME</b>	<b>IFA</b>	<b>Winweb</b>
<b>Enterprise Educators UK</b>	<b>LANTRA</b>	<b>Young Enterprise</b>

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We are proud to work with a range of partners who help bring our standards to life through the development of specialised enterprise related programmes, qualifications and learning resources. Current partners include:

<b>Anglia Ruskin University</b>	<b>Farming Community Network</b>	<b>Newcastle University</b>
<b>BBA</b>	<b>Government Equalities Office</b>	<b>North East LEP</b>
<b>British Bankers Association</b>	<b>Ingeus</b>	<b>Policy Research Group, St Chad's College, Durham University</b>
<b>Business Mentors South West</b>	<b>Institute of Professional Will Writers</b>	<b>Real Ideas Organisation (RIO)</b>
<b>Climate Change NE and SE</b>	<b>Institute of Supply Chain Management (IOSCM)</b>	<b>Skills CFA</b>
<b>Dept for Business innovation and Skills</b>	<b>Liverpool LEP</b>	<b>Start Up Loans Company</b>
<b>Enterprise Educators UK</b>	<b>Lloyds Banking Group</b>	<b>SureTrax</b>
<b>Hewlett Packard</b>	<b>National Apprenticeship Service</b>	<b>Toni &amp; Guy</b>
<b>InnovateUK</b>		<b>Waitrose</b>



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# AT THE HEART OF ENTERPRISE

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THE UK'S FIRST, DEDICATED LEARNING INSTITUTE FOR ENTERPRISE

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