

LionHeart *Challenge*

THE LIONHEART CHALLENGE CONTINNUM PROGRAMME
'IN-SCHOOL CHALLENGE '

FAIRFIELD HIGH SCHOOL FOR
GIRLS

Thursday 3rd December 2009



EVALUATION FEEDBACK REPORT



LionHeart *Challenge*

A SELECTION OF FEEDBACK FROM THE **JUDGES**

'IN-SCHOOL LIONHEART CHALLENGE'

Mr. Ian Johnson

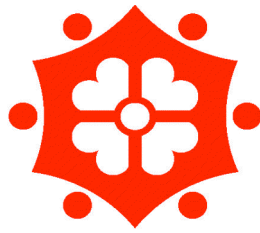
Head of Careers, Fairfield High School for Girls

"An Excellent day again in many ways. The pupils enjoyed it whilst achieving high standards of work. By putting them in this business type framework, pupils develop a range of skills not usually available in a class environment. "

Ms. C Davidson

Supply Teacher, Fairfield High School for Girls

"It was very interesting to be involved in such a professional, efficient project. Well focused tasks aided by Business Coaches and their expertise, especially keeping to deadlines and team skills. "



LionHeart

Challenge

EVALUATION REPORT FROM THE PUPILS

'IN-SCHOOL LIONHEART CHALLENGE'

FAIRFIELD HIGH SCHOOL FOR GIRLS

3rd December 2009



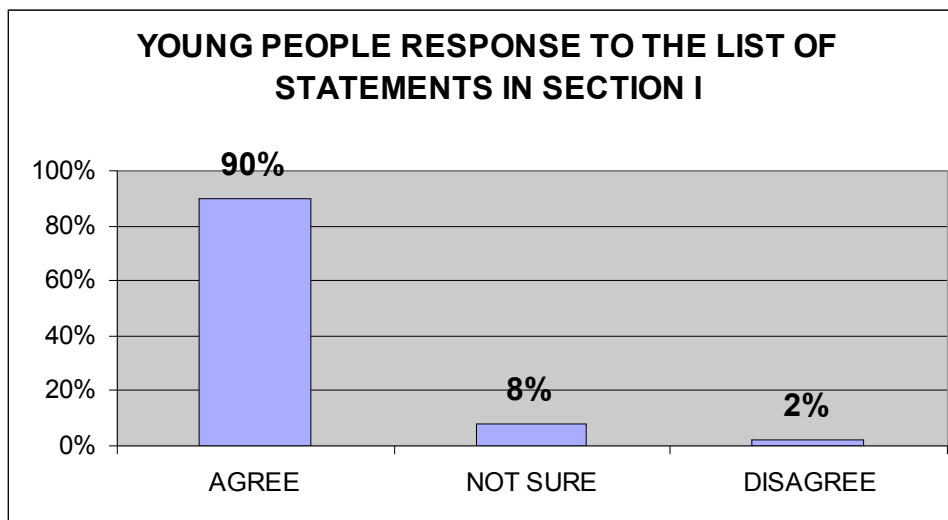
LionHeart Challenge

FAIRFIELD HIGH SCHOOL FOR GIRLS

TOTAL NUMBER OF FORMS RETURNED BY PUPILS = 177

SECTION 1: OF STUDENT PROJECT DIARY:

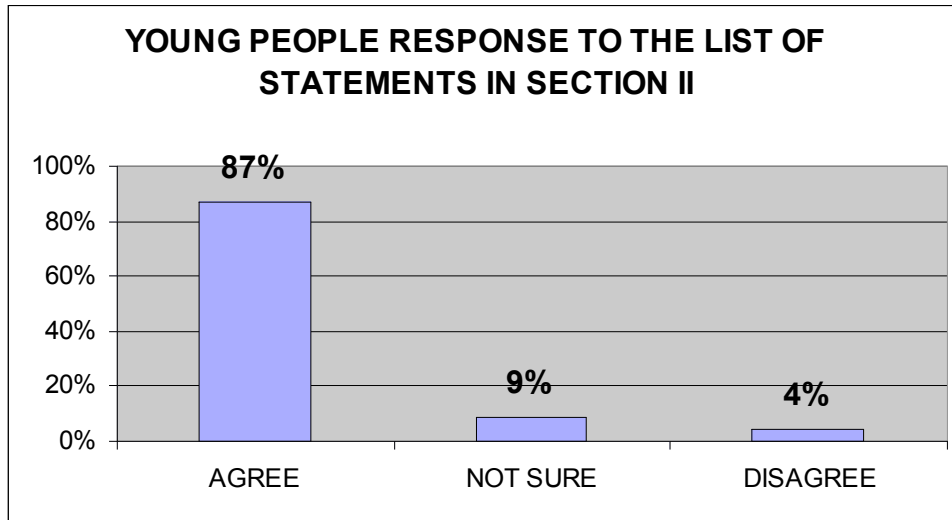
Creating and Developing New Ideas for a Product or Service



The Statements in Section 1 were:

1. I enjoyed working as part of The Team;
2. I felt I was able to contribute to the discussions and tasks carried out by The Team;
3. I was able to come up with a few ideas for Customer Top Ten Needs;
4. I took part in the Group Brainstorming Session to come with some Ideas for a Product or Service;
5. I was able to think about and compare the pros and cons for alternative Ideas for our Team's Product or Service and then after discussions, agree to the Final Chosen Product or Service for our Team;
6. During the Session, I could work through the Questions being asked in the Project Diary;
7. I was able to use and apply 'The Needs Wheel' as a tool for analysing and assessing an Idea;
8. I understood the key elements of putting together a Final Selling Price for our Team's Product or Service;
9. Having the Project Diary helped take away some of the fear or uncertainty of taking part in the Workshop;
10. I felt that having gone through Section 1, I felt more confident to tackle Section 2 of the Project Diary, than I had at the start of the Challenge.

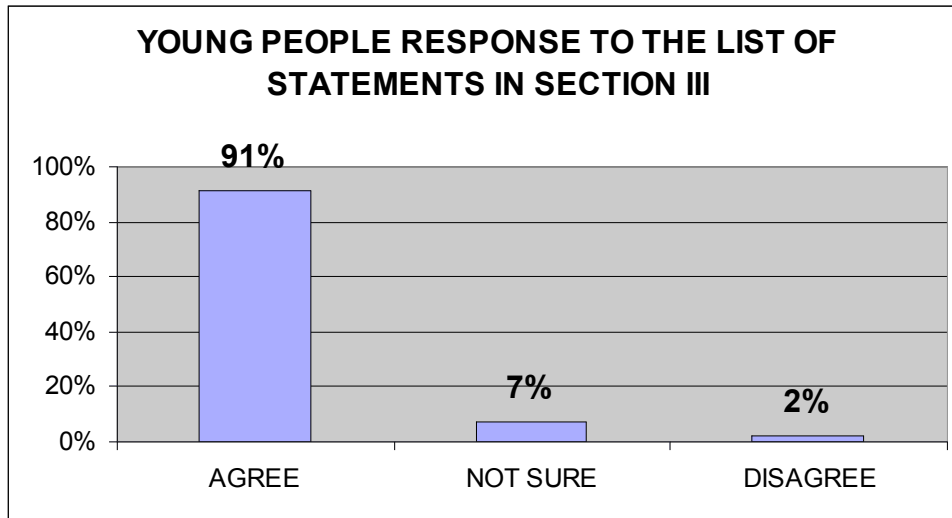
SECTION 2: OF THE STUDENT PROJECT DIARY: **Finance**



The Statements in Section 2 were:

1. Using the Project Diary, I was able to understand the concept of the profit and Loss Account and to Calculate a Profit and Loss account for our Team's Product/Service.
2. Using the Project Diary, I was able to understand the concept of a 'Balance Sheet'.
3. Following the Example. Showing how a Balance Sheet was made up , I was able to join in discussions about this and then input figures to produce a Balance Sheet Summary in the Project Diary.
4. Myself and Our Team felt a sense of responsibility and commitment to get our Final Outcomes Report completed.

SECTION 3: OF THE STUDENT PROJECT DIARY: **Marketing Your Product or Service**



The Statements in Section 3 were:

1. I felt that the information provided, helped to explain what 'Marketing' was about and show where it fits into the structure of a Business.
2. I learned about the concept: i.e. 'The 8 Ps of Marketing'.
3. I was able to take part in the discussions about the Unique Selling Point (USP) of our Team's Product or Service.
4. I was able to think about some ideas for a 'Promotions Mix' for our Product or Service and joined in some of the discussions about this.
5. I was able to understand the marketing concept of 'place' and some of the Pros and Cons associated with it.
6. I was able to join in discussions about the concept of 'Planet' and think about some of the positive or negative aspects of our product on the environment.
7. I enjoyed hearing the views and opinions of others during discussions and brainstorming.

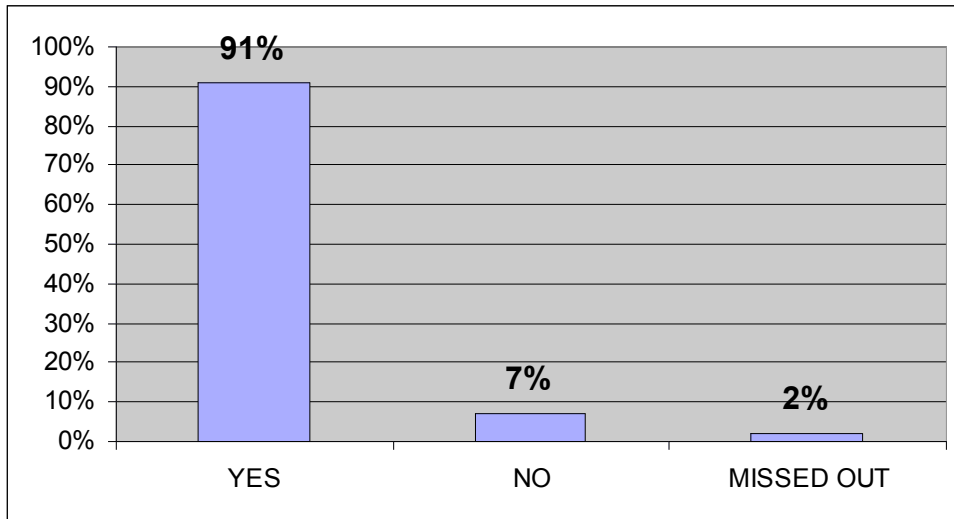
Question 4

Having used the 'Project Diary' as a Guide to undertaking the activities of the Workshop, did you feel it was of help to you?

91% YES

7% NO

2% Question Missed out



Some Comments given as reasons alongside Pupils answers to Question 4:

- Yes, the diary helped me to keep track of what was going on
- It kept track of our progress – writing things out made it clearer
- Yes – it made everything clear
- It gave us examples so we knew what we were doing was accurate
- It helped me whilst preparing the presentation
- The explanations were useful and easy to understand
- It made everything easier to understand
- Yes, it explained everything in detail and it was all done in simple steps
- Yes, it helped me along the way and helped me to think about how to set up a business
- It helped because we could jot down our ideas and remember them

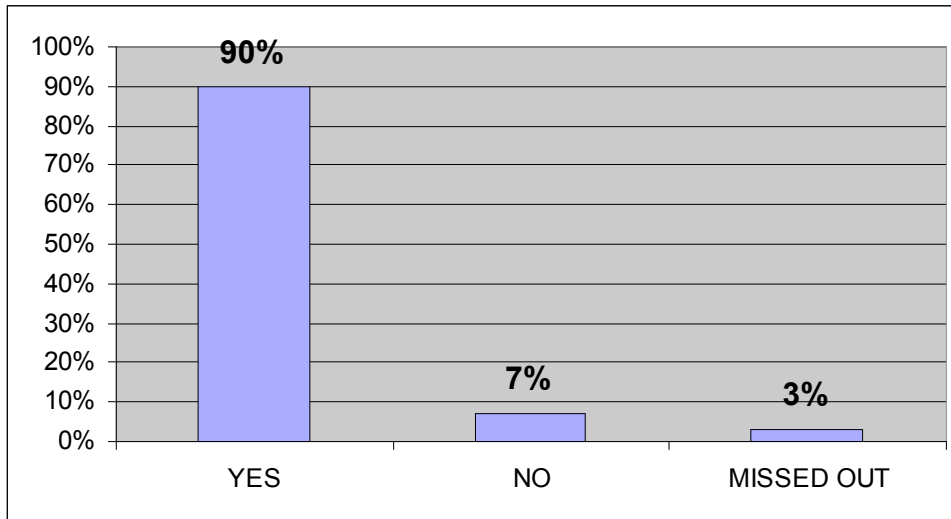
Question 5

Do you think most Young People would benefit from taking part at the LionHeart In-School Workshop?

90% YES

7% NO

3% QUESTION MISSED OUT



Some Comments given by Pupils in support of their response to Question 5:

- Because it teaches valuable skills for later on in life
- Yes, I learnt so much about business
- They will learn new skills and get a taster of the business world
- It was a good experience and it gave me a taster for future jobs
- It helps young people to get involved with working with others
- Because you learn to work better as a team, improve confidence and learn new skills
- This challenge teaches you about what business is really like
- It will give them a flavour of what it is like in the real world
- The challenge will give them an opportunity to feel what it is like to be a real business person
- It was fun and developed new skills

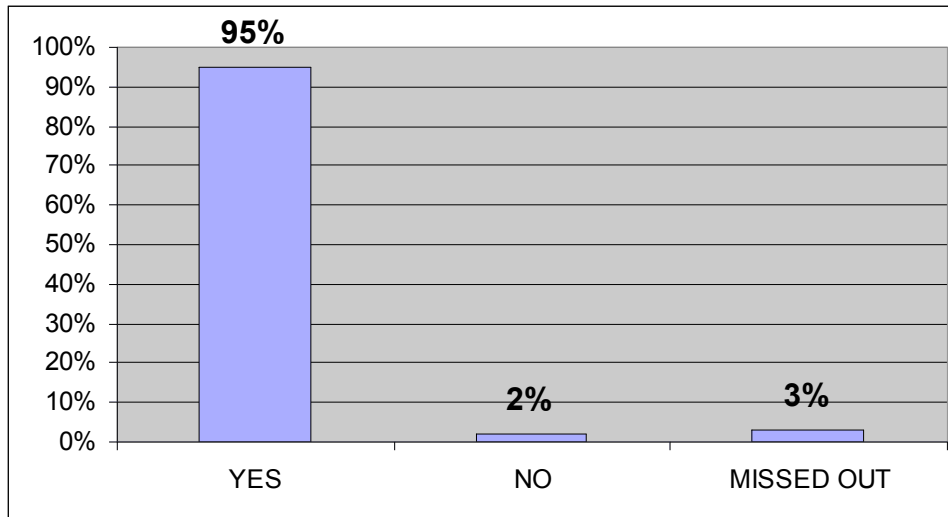
Question 6

Did you find it helpful to have your “Business Coach” there to guide and motivate Your Team with the Tasks?

95 %YES

2 % NO

3 % QUESTION MISSED OUT



Some Comments given by Pupils in support of their response to Question 6:

- Yes, it was great and kept us on track. I would not have understood if it wasn't for him
- He was extremely helpful and knew a lot about business
- They gave us helpful, good advice. They kept us on track and made sure we understood everything
- He helped us to work through each task
- She kept us on task and gave us reassurance if we needed it
- He helped us with everything, very good
- Yes, we needed that push
- She was very helpful!
- He had a lot of experience, it helped a lot

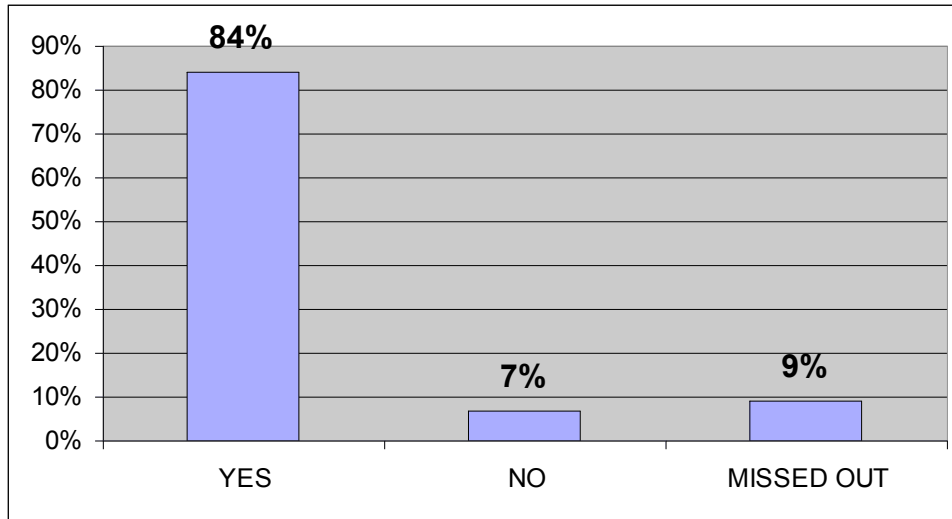
Question 7

Did you feel that working on this type of Project helps to give you a 'feel' for the kinds of Tasks you might be expected to do at work (after you leave School or College)?

84% YES

7% NO

9% QUESTION MISSED OUT



Some Comments given by Pupils in support of their response to Question 7:

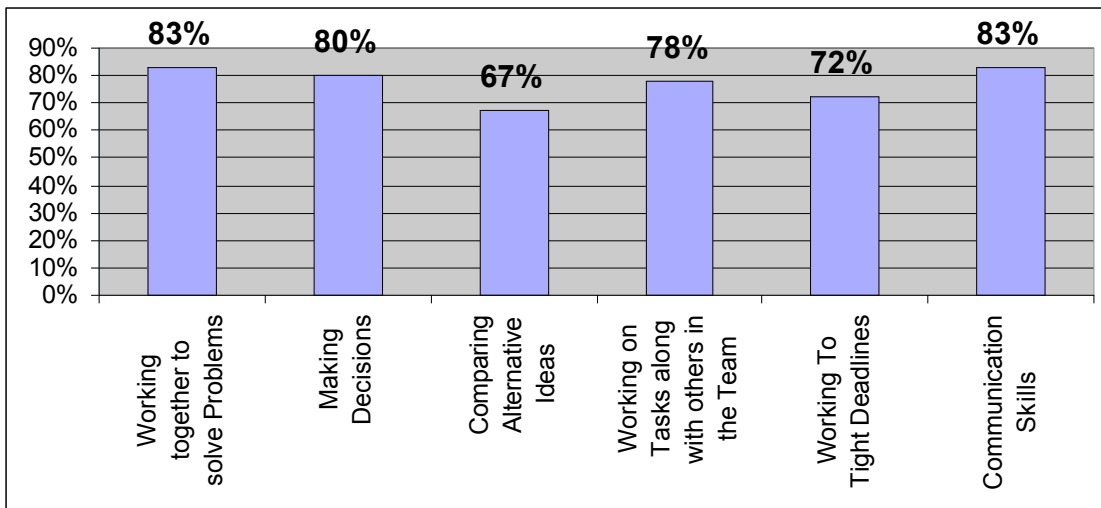
- I am now considering doing a job in business or taking it onto college
- The financial side definitely did
- I was considering work in finance in the future so this made everything clearer for me
- Yes it felt like proper work and it was very professional
- Because we worked more independently and this was more challenging than normal school work
- Yes because it has helped with our communication skills
- Yes, we were given independence and treated maturely
- The challenge helps business and communication skills and also builds confidence

Question 8

Enterprise Skills can include some of the following: i.e. *Problem-solving, Decision Making, Comparing Alternative Ideas, Working on Tasks along with Others in the Team, Working to Tight Deadlines, Communication Skills which include e.g. discussing, planning, explaining, brainstorming, agreeing, disagreeing.*

Please tick any of the Skills which you feel you have used or learned today.

(% of Pupils ticking the Category Boxes below):



Are there any other useful Skills which you personally feel you have used or learned today?

Useful Skills Learned (answers provided directly by Pupils):

- Yes, working with people we thought we didn't get on with
- Confidence
- Financial skills
- I have learnt how to make a good presentation
- Creativity
- Confidence in business
- Listening to others
- I used my maths skills

Question 9

Is there anything else you would like to say about your experience of today's In-School Lion Heart Workshop?

Some Comments given by Pupils in support of their response to Question 9:

- I really enjoyed it, thank you
- It was fun and we learnt a lot
- Yes, it was a very useful experience
- It was something different for us to do
- Thank you for this opportunity
- This was very, very good and a nice change!
- It was fun and we learnt skills we will use in the future
- I enjoyed it a lot and it was good to do something different.