



Introductions

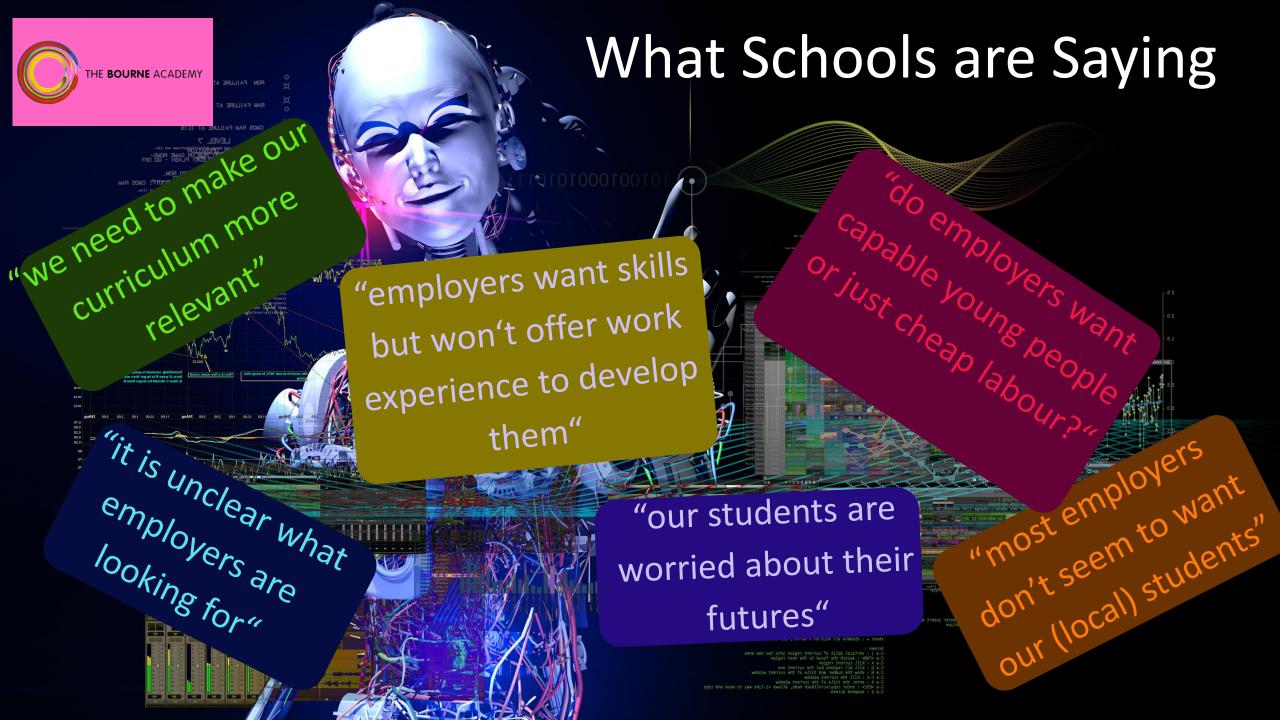
Andrew Roberts-Wray Deputy C & A Lead



- Deputy Careers Lead at The Bourne Academy
- Founder and Director of Future Thinkers Consulting (FTC)
- GC Index Consultant
- Careers Advisor at The Bourne Academy
- Ex-School Principal for 17 years
- CDI, Level 6 Careers Advisor & Level 7 Careers Leader
- Director of Advertising Agency in London
- Set up and run two businesses myself







Education Business Partnerships





Benefits to Business

- Build brand/organisation/CSR awareness in local market
- Find best local recruits before competitors - long term plan
- Influence what students know at school e.g. case studies
- Save money on recruitment



- Prepare students for later life e.g.
 OFSTED requirement
- Encourage students to aim high
- Liven up teaching e.g. real case studies
- More motivated students
- Less NEET students







Area of Help	Industry Role	Who Education Needs
Advisory Panel	Advising on: • Employability skills • Curriculum/ strategy • Parental engagement • General careers tips	Business LeadersSchool GovernorsSenior LeadersCareers Leaders
Mentors	 Conduct school visits Assist with staff projects Employer site visits Teacher work experience 	 Professionals and Industry experts e.g. middle managers HR managers
Ambassadors	 Advising on: Industry & university,ApprenticeshipsCareers pathwaysWork experienceVolunteering/shadowing 	 Professionals and Industry experts e.g. junior managers or apprentices HR training managers



RAM FAILURE AT IC13

By engaging with education...

- Free market research
- Know future employees, save recruitment costs & reduce staff turnover
- Win brand loyalty & increase sales
- Training costs offset by recruitment savings & increased sales