

Hampshire primary schools resource directory for financial education

Stall at Christmas fair

Courtesy of Oliver's Battery Primary School



An enterprise activity working with the local secondary school.

This activity has aspects that will support schools seeking to meet the requirements of:

- community cohesion
- enterprise education
- learning outside the classroom manifesto.

Through follow up discussions the activities have the potential to support schools in the work in connection with:

- *Every child matters*
- education for sustainable development.

This resource can also be used to support several areas of the curriculum, the clearest opportunities being:

- mathematics
 - solving real life problems by using/selecting a range of calculation strategies
 - estimating outcomes by applying probability to money equations
- art/design and technology
 - plan and develop ideas considering intended purpose and aesthetic quality of a design, test prototypes to see if they meet social, environmental and economic needs.

Introduction

In this project pupils from the primary school were given the opportunity to work away from their normal school environment and to interact with the wider community by working with their local secondary school (in this case King's School, Winchester) towards a joint enterprise project. Through the enterprise hub they had access to the specialist software and printers in the design and technology department as well as being given access to the specialist advice of the design and technology staff and the opportunity to work with older children.

The products made in the enterprise activity were then sold from a stall at the secondary school's Christmas fair. The secondary school works with several primary schools in this way. This of course brought the advantage to all schools of significantly increasing the *foot fall* through the fair with several schools vigorously promoting the fair.

Although this pack focuses principally on products made and/or advertised with the Eduprint software, the concept of working with secondary school staff and pupils to tap into their specialisms and run a joint venture can be applied in other areas and has benefits on both sides. Website links are given at the end to support primary schools seeking to make similar contacts.

The objectives for this activity included, pupils to develop:

- increased awareness that all materials cost money
- skills to be discerning in seeking value for money
- enhanced understanding that a limited budget means that not all *wants* are attainable
- improved physical handling of money in terms of counting out correct amounts and giving change,

Activities

- Pupils worked in groups to design and make products. A range of products was planned which could be produced using the specialist printing equipment, eg: banners, postcards, calendars.
- Groups used a planning sheet (*Resource 1 – Planning sheet*) to work out what equipment and materials were

needed and the likely costs. An example of a sheet completed by one of the pupils taking part in this activity is given as *Resource 2 – Example planning sheet*.

- Where materials available in school were to be used, eg: paper, card, a price list had been drawn up and pupils had to take account that even those materials would incur a cost.
- Pupils decided on a price to charge and there then asked to compare the prices they with prices in the shops. This could be done through:
 - an Internet shopping site, eg: *Tesco, Amazon*
 - personal research at the shops
 - A catalogue, eg: *Argos*
 - asking friends, parents, staff.
- Brief research among peers, family and friends was carried out to confirm that the prices they had set would find a market.
- The goods were sold at the joint Christmas fair run by the secondary school.
- All pupils were involved on a rota in the exchange of money during the

Profits from the project were put towards making more products for the next event.

Opportunities for discussions to enhance pupils' financial literacy

- *Why did groups make the choices they did when deciding on materials to use?*
- *Why did the school need to charge for the materials pupils used?*
- *Where does the school get the money to pay for the materials it buys?*
- *Why do goods generally cost more in the shops than something made at home or school?*
- *What potential was there for using recycled materials?*

- *What is the advantage of shopping around when looking for goods?*
- *What strategies are open to people if they don't have enough money to buy all the things they would like on a shopping trip?*
- *Why is it important that people selling goods give the right change?*
- *What would they do if they were given the wrong change in a shop?*

Website links

- Hampshire Enterprise Learning Partnership (HELP!)
www.hantsenterprise.co.uk/ .
- The Schools' Enterprise Education Network (S'EEN) is a network of business and enterprise colleges providing support and continuing professional development (CPD) for all secondary schools in England.
www.enterpriseinschools.org.uk/enterpriseinschools/index.php .
- Specialist Schools and Academies Trust seeks to give more young people access to a good secondary education by building networks, sharing practice and supporting schools.
www.specialistschools.org.uk/ .

Follow up work and/or extension opportunities

Pupils to find out about the manufacture of similar product to one they have marketed at the Christmas fair. This could lead to Internet research, discussions and links with an overseas developing country. Children could compare and contrast its workforce and financial status with their own recent experiences in the *marketplace*.