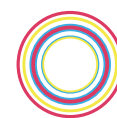




On a learning journey Creating social change together



school for
social
entrepreneurs

The School for Social Entrepreneurs (SSE) supports people using entrepreneurial approaches to tackle complex social problems. Our vision is of a fair and equal society where the potential of all people is fully realised.

SSE invests in individuals from all backgrounds who have practical ideas for change. We support people to start, sustain, and scale social enterprises, charities and community projects.

We run learning programmes and courses, provide advice and support, give grants, build partnerships, and share our evidence and insights.

**By supporting individuals
on a learning journey,
we create social change
together.**



We do learning differently

Nearly everyone sees the world's problems and wishes things were different. From issues such as poverty and inequality through to unemployment, homelessness, social isolation, poor health, environmental degradation, and more.

Whilst many of us have creative ideas to address these issues, sadly most of us never get the opportunity to bring our ideas to life, tending to believe the job of changing the world 'is not for someone like me'.

At SSE we believe everybody has the capacity to be remarkable. We run practical learning programmes and courses to support people from all backgrounds to realise their potential and bring about lasting social and environmental change.

We mobilise the experience of enterprising people

who have identified an unmet social need and support them to use entrepreneurial approaches to create a sustainable solution to address this issue.

We promote entrepreneurial approaches to complex social problems.

We support:

- social entrepreneurs who are looking to get a new idea off the ground
- social entrepreneurs who want to grow or scale their impact
- leaders of established social enterprises and charities, and their staff, who want to become more enterprising or develop skills in specialist areas

We build diverse and enduring connections.

We work hard to continue to connect people to advice, mentoring and networking opportunities on an ongoing basis.

We recognise that achieving social and environmental change is often a long-term goal. This is why when our programmes come to an end, our support doesn't.

SSE Fellows - learners who graduate from our programmes - remain an important part of our community.

**“Everybody has the capacity to be remarkable”
Michael Young, Founder of SSE**

A global network

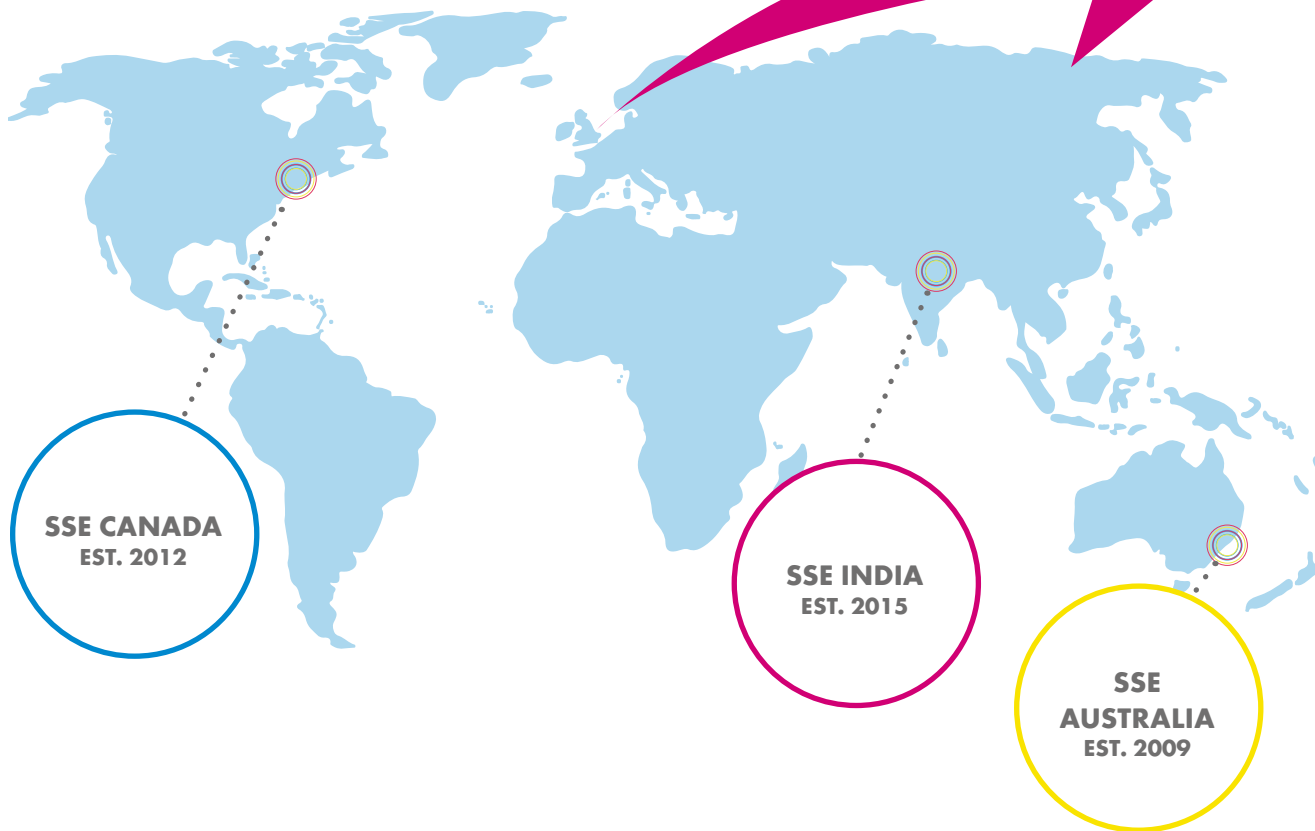
The School for Social Entrepreneurs was founded in East London in 1997 and has since grown to become a global network. SSE now operates in 12 locations across the UK and has schools in Canada, Australia and India.

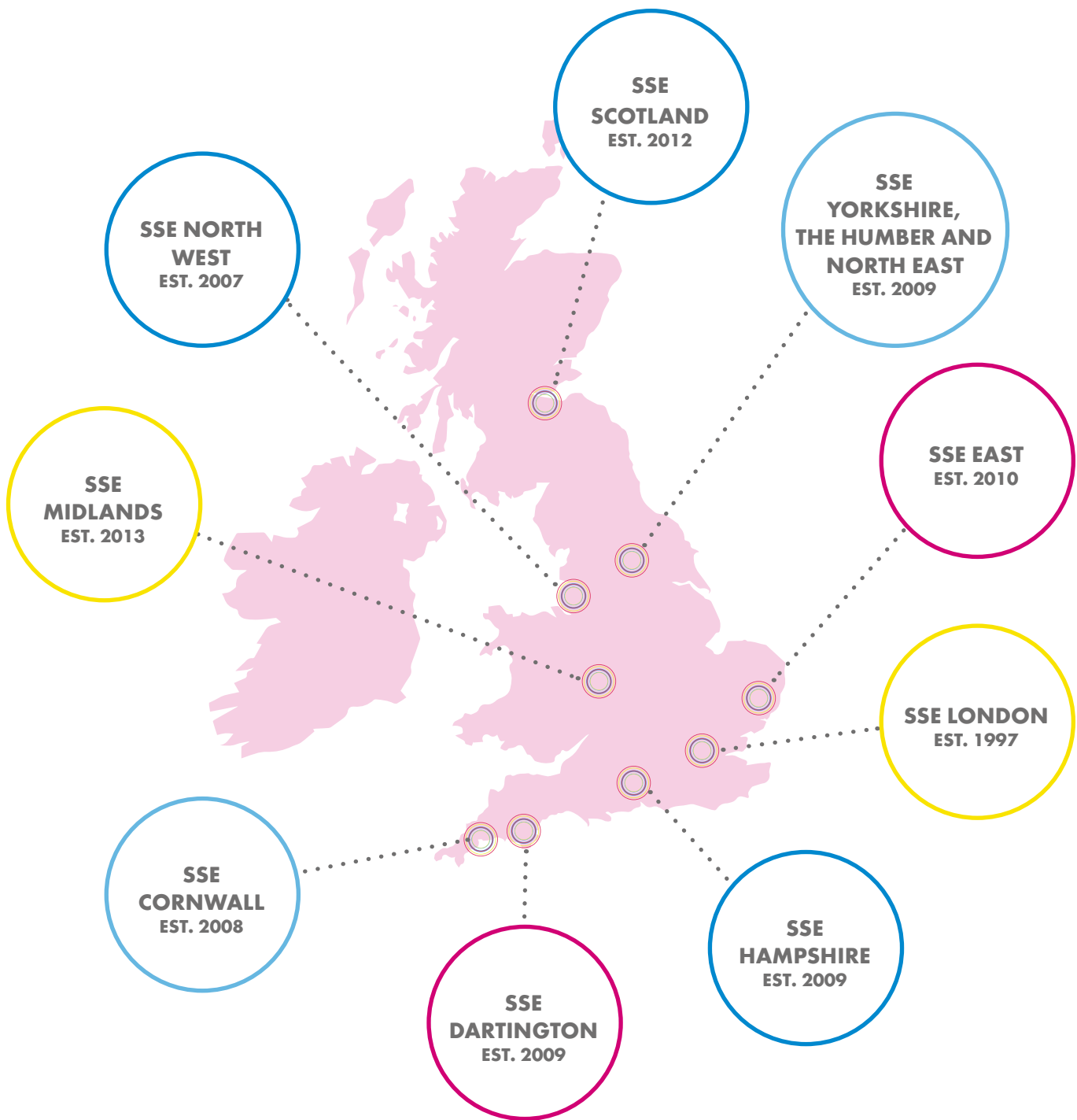
SSE operates a social franchise model. Each school is independently constituted and governed and all are led by people who understand the local context and what is needed to bring about social and environmental change in the place in which they operate.

This keeps our focus on the grassroots and means we only establish new schools when local people and communities approach us.



UK SCHOOLS







Sunny Forsyth, Abundant Water SSE Australia, Accelerator Programme

The beginnings of Abundant Water came while Sunny Forsyth was working as an Australian Government Youth Ambassador in aid and development where he witnessed firsthand the lack of safe drinking water in rural communities worldwide. Motivated to make a difference, Sunny began to work on developing a low-cost option to provide remote communities with the means to make and sell their own clay pot water filters.

To date more than 7,000 people in Laos have benefitted from the filters; saving communities hundreds of hours of dead end labour gathering and burning firewood to purify water. Their work has been recognised with a nomination for a UN Global Best Practice Award and Sunny is now looking to have further impact by replicating the project in Nepal and is armed with ambitions to start future projects elsewhere in the world.

**Clean water
for 7,000
people**



“I started work as a social entrepreneur not knowing it was a thing or that there were specific skills that I needed to know. SSE gave me access to targeted learning, experienced mentors, and a community of social entrepreneurs to connect and share lessons with. SSE also introduced me to Action Learning, a skill that I now use daily and expect to use for the rest of my career.”



Abundant Water's clay-pottery water filter is low cost, durable, easy to make, simple to assemble, easy to adapt to different conditions and lifesaving.

Providing the support people need to change the world

SSE provides a wide range of learning and development opportunities, ranging from 1 day workshops to 12 month programmes. Here's a few examples of what we do...



Scaling social impact

REPLICATION AND SOCIAL FRANCHISING

3 month learning programme run by SSE London to support social entrepreneurs looking to grow their impact through replication and/or social franchising



Getting new ideas off the ground

BACK TO YOUR FUTURE

A programme run by SSE East to support young mums into enterprise or employment

LLOYDS BANK SOCIAL ENTREPRENEURS PROGRAMME – SCALE UP

12 month programme helping established social enterprises to grow, includes a business mentor from Lloyds Bank and a £15,000 grant from Big Lottery Fund. Delivered by SSE London and SSE North West

INCUBATOR PROGRAMME

9 month programme targeting early stage social entrepreneurs, who are generally at concept stage. The programme offers the opportunity to validate, refine or pivot and includes study days, ALS and mentoring. Run by SSE Australia

COMMUNITY BUSINESS GRANTEE SUPPORT PROGRAMME

A programme of 1 and 2 day workshops to support community businesses in receipt of grant funding from Power to Change. Delivered by SSE London and SSE Yorkshire, The Humber and North East

ACCELERATOR PROGRAMME

Run by SSE Australia in Melbourne and Sydney involving expert days with speakers and eyewitnesses, ALS and mentoring, run over 4 months

TRANSITION TO TRADING

6 day learning programme delivered over 3 months to support charities and social enterprises looking to develop their trading activity, delivered by SSE London

YOUNG ENTREPRENEURS PROGRAMME

Delivered by SSE Hampshire this programme includes ideas generation to develop entrepreneurial knowledge and skills among 6th form students

SOCIAL INTRAPRENEURS FELLOWSHIP

4 month programme delivered by SSE Canada to support social intrapreneurs who are change agents working within the context of existing organisations such as large corporations, government agencies and non-profits

POWER UP

9 month programme for start up and scale up social entrepreneurs setting up or leading social enterprises that support young people who are affected by gang culture in London and Liverpool, run by SSE London and SSE North West

WORKSHOPS AND SHORT COURSES

A series of specialist short courses and workshops to develop skills in key areas including Writing Successful Bids, Social Impact Measurement, Action Learning Facilitator Training, Leadership Development, and Unlocking Social Investment

FELLOWSHIP PROGRAMME

Start up support for people looking to get a new idea off the ground, with study sessions, ALS and mentoring. Run by SSE London and SSE India (9 month programme) and SSE Canada (6 month programme)

SOCIAL CHANGE 101

Delivered by SSE Australia a place based programme where SSE works closely with local partners to identify and support local social enterprise development and growth. Currently running in Mildura (Victoria), Wollongong (NSW) and Bankstown (NSW)

LLOYDS BANK AND BANK OF SCOTLAND SOCIAL ENTREPRENEURS PROGRAMME — START UP

12 month start up programme supporting people with new ideas for social impact organisations. Includes a business mentor from Lloyds Bank or Bank of Scotland and a £4,000 grant from Big Lottery Fund. Delivered in 12 UK locations

LEADERSHIP AND SUSTAINABILITY

5 month learning programme to support organisations in receipt of grant funding from Lloyds Bank Foundation to lead and grow their charity in challenging times, run by SSE London

THE ENGINE ROOM

A partnership programme delivered by SSE Cornwall providing support for fledging and start-up businesses in Cornwall and the Isles of Scilly that have a social purpose. Fully funded through the European Regional Development Fund (ERDF) involving 1:1 business coaching, events and workshops

**Promoting
entrepreneurial
approaches and
developing
skills**

COALFIELDS REGENERATION SCHOOL

A programme run by SSE Scotland in partnership with the Coalfields Regeneration Trust to create an enterprising culture among trustees, employees and volunteers working in former coalfield communities

DEVON SOCIAL ENTREPRENEURS PROGRAMME

Delivered by SSE Dartington a 3 month development programme to support leaders and changemakers in social enterprises and third sector organisations to identify and take advantage of new opportunities

What we do

The School for Social Entrepreneurs invests in individuals so that they are better equipped to establish and sustain organisations that create positive change for people and communities.

Our Theory of Change is based on:

- what we do - the activities we undertake to support individuals on a learning journey, what we think of as within SSE's 'sphere of control'
- what we enable - the conditions we create to enable students to improve the lives of people and communities and achieve social change together, what we think of as within SSE's 'sphere of influence'

We start by mobilising the experience of enterprising people. We look for individuals who have an understanding of the social issue they aim to address, gained either through direct experience or deep exposure to that issue.

Our learning methods differ from others. We follow a 'learning by doing' approach and ensure individuals have a practical project idea or existing venture within which they can apply their learning.

We use Action Learning Sets (ALS), to encourage our students to ask open questions and use reflection to get to the root of the issue or challenge they are facing. This helps them to identify what they don't know and to gain the skills, networks, and knowledge to fill any gaps.

We bring together cohorts of students, enabling them to support and challenge each other as part of their learning journey.

We frequently match our students with a mentor, often from our corporate partners, to help provide a valued source of one-to-one support.

We work across sectors. Rather than use traditional teaching methods we invite people who are leading their own social enterprise, charity, private business or public sector organisation to share their stories of successes and failures with our students. We refer to these people as 'witnesses'.

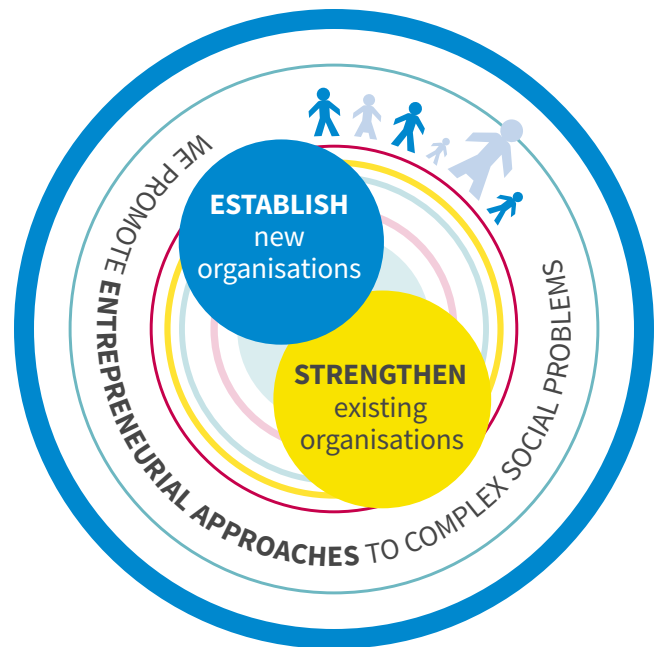
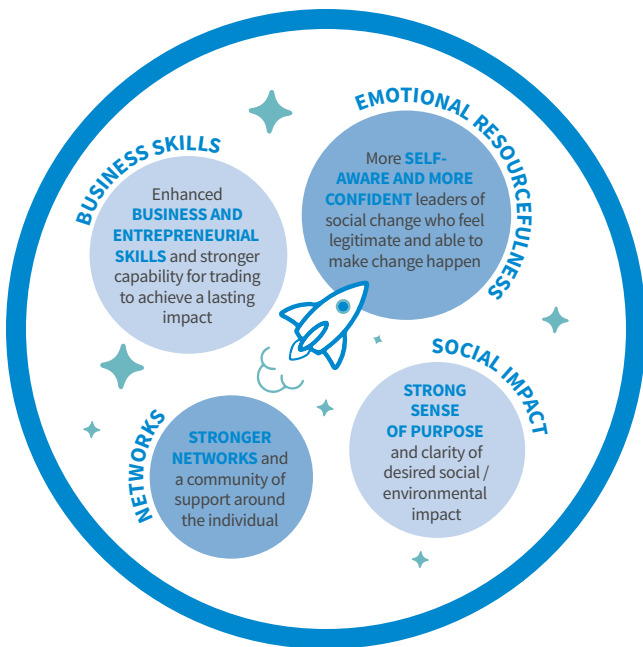
Our programmes and courses support students to achieve four main outcomes, all of which are crucial foundations for enabling individuals to start, grow and sustain organisations which improve people's lives and benefit communities:

1. Emotional Resourcefulness
2. Social Impact
3. Business and Entrepreneurial Skills
4. Networks



“Having a mentor has been a massive advantage, someone to talk things through, to listen, to prompt and above all just be on your side.”

Matt Kitson, Driftwood Cinema



A flexible and responsive approach

Tackling complex social problems, and finding a business model that can sustain lasting social impact, is no easy task. SSE supports social entrepreneurs and social leaders to deal with the inevitable challenges they will face along the way.



BALANCING TENSIONS

Our experience suggests social entrepreneurship is inherently challenging, as is leading any social sector organisation. Striking the right balance can be tricky between trying to set up your venture whilst earning enough income to meet your living costs, between generating enough income to sustain your activities whilst continuing to pursue your organisation's social mission, or between implementing tried and tested approaches versus trying out new ideas and innovations. SSE's approach is designed to support students along the way, with practical problem solving during ALS playing a particularly important role.

DIP IN MOTIVATION

Students at SSE are encouraged to take responsibility for their own learning. As students learn they will often reach a point where they become more self-aware and, alongside recognising their strengths, realise what they don't know. This can lead to self-doubt, reduced confidence and at times a loss of motivation. SSE's cohort based approach plays a key role at this stage, with peers playing a supportive role and helping the student to regain their confidence and motivation. Mentors often play a similarly important role at this point.

REALITY CHECKS

As students test their ideas and skills during a programme or course they may realise that their plans need to change. This can be as significant as putting a halt to a new venture or changing the direction of an established charity or social enterprise. This "reality check" may happen at any point and can be incredibly challenging for those involved, both personally and professionally. SSE focuses on building students' long-term potential for leadership and social impact ensuring they are well placed to contribute to society no matter what path they choose.

What we enable

Through our support we help individuals to establish new social enterprises and organisations, and sustain or scale existing ones, so that they create sustainable solutions to address unmet social needs.

At SSE we believe it should be the leaders of these organisation who determine the specific outcomes they will achieve for people and communities, not us. We support them to identify:

- how their work will improve people's experience and quality of life

- how their work will improve the social wellbeing, economic prosperity and/or environmental sustainability of communities

Alongside our support to individuals we work to build a community of social entrepreneurs, social intrapreneurs, and social sector leaders.

We help prove and improve how change happens.

By bringing people together and sharing insights and practice we build momentum and the critical mass needed to create a better society.



“Participating in the SSE programme has enabled me to grow as a social entrepreneur; refine my business model and gain new networks for trading and support.”

Melanie Glass, Devenishgirl

90% of Fellows positively attribute their impact on beneficiaries and local communities to the SSE programme



Claire Cook, Employability Solutions
SSE North West, Scale Up: Lloyds Bank and Bank
of Scotland Social Entrepreneurs Programme

Employability Solutions is a Social Enterprise working across Liverpool and West Yorkshire providing a full time Alternative Education Provision for young people aged 14 - 19. Since 2012 they have empowered over 400 young people to take responsibility for their own development and unleash their potential.

Through Employability Solutions young people who are not in education or employment become engaged in credible positive activity that leads to nationally recognised qualifications, work experience and community civil participation. Local business and social entrepreneurs are then connected with young people who have newly-acquired skill sets and are eager to work. Every educational module on offer involves the local business community, from multi-nationals such as Nandos and Tesco to small local entrepreneurs who want to get involved with the community.

**Over 400
young
people
empowered
to reach their
potential**



“The support, inspiration and guidance from SSE has propelled me to develop the business, forge new relationships and partnerships. There’s been so many great collaboration opportunities and moments where we’ve joined together to create new dimensions to our enterprises including joint projects, joint bids, sales pitches, and shared space.”



Local community members can access free or low cost activities in Employability Solutions sustainable enterprise hubs including a community ‘Can Teen’, run by young people who are studying cookery and a Hair Salon run by young people training to become fully qualified hairdressers.

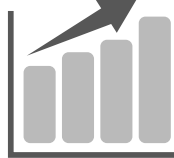
The difference we make

ACROSS SSE'S GLOBAL NETWORK IN 2015



478

start up social entrepreneurs supported



389

social entrepreneurs supported to grow or scale an existing organisation

212

social sector leaders and social intrapreneurs supported

996

places taken up on specialist training courses and workshops

Over

£1,400,000

distributed in Big Lottery Fund grants to students on the Lloyds Bank and Bank of Scotland Social Entrepreneurs Programme (over £4.4m since the start of the programme)



543

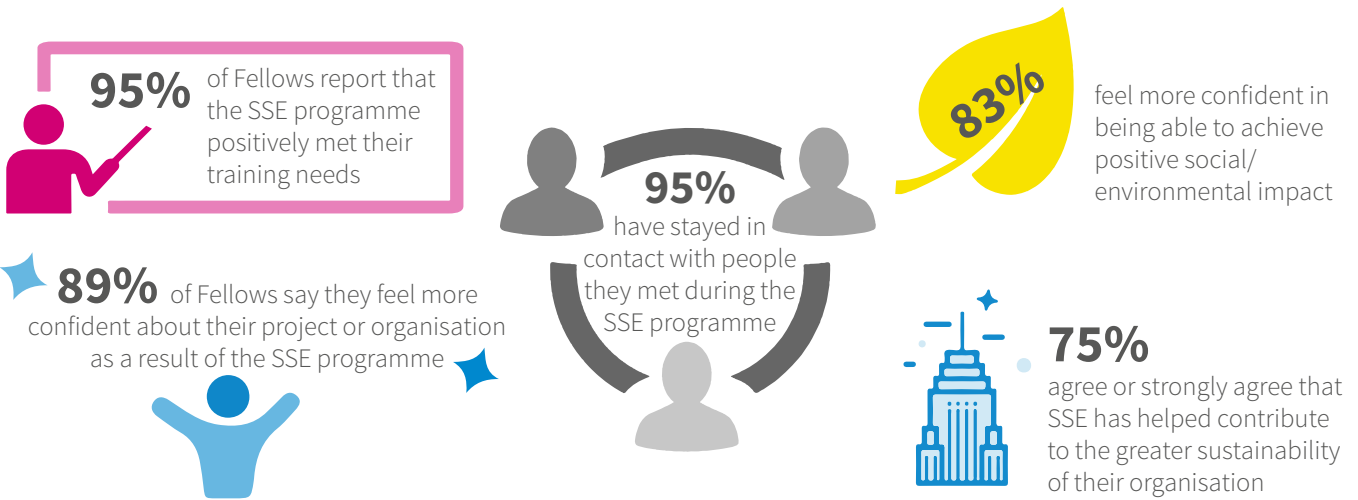
corporate mentors from partner organisations supporting SSE students



744

experts and witnesses speaking on SSE programmes and courses

SUPPORTING PEOPLE ON THEIR LEARNING JOURNEY



CREATING CHANGE FOR PEOPLE AND COMMUNITIES



Data based on the first 3 years of the UK based Lloyds Bank and Bank of Scotland Social Entrepreneurs Programme, a 5 year partnership between SSE, Lloyds Bank, Bank of Scotland, and the Big Lottery Fund supporting 1,300 social entrepreneurs. Source: Social Impact Review (March 2016), Investing for Good and CAN Invest and Interim Evaluation (May 2015), Middlesex University.



Cemal Ezel, Change Please and Old Spike Roastery

SSE London, Fellowship Programme

Change Please provides homeless people with the skills, equipment and speciality beans they need to become fully-fledged baristas and run their own coffee carts. With the support and power of The Big Issue the organisation has launched coffee carts across London providing coffee that tastes good and does good too.

“Without the SSE I would still be at concept stage, without a shadow of doubt. The knowledge, guidance and support we have received are inextricably linked to the growth of our project. SSE tripled my motivation and gave me all of the tools I needed to ultimately be where I am today.”

**Changing
homeless
people’s
lives with
coffee**



Join our community

The School for Social Entrepreneurs works in partnership with individual philanthropists, grant giving trusts and foundations, corporates and other businesses, governments, and the voluntary, community and social enterprise sector.

Our partnerships help us to reach people with practical ideas for change, leverage a wide range of skills and experience to benefit our students, and provide vital funding to ensure people from all backgrounds are able to access our programmes and support.

We also generate income by trading and selling places on our specialist short courses and workshops.

We work collaboratively to create social change and welcome opportunities to work with additional partners to support our inspiring and growing community.

“Once again we have had a great year with SSE and we have seen some brilliant innovative projects coming through.”

Louise Smith, Global Community Manager, Linklaters

“Social entrepreneurs are playing a very crucial role in our society today by fostering much needed innovation at the grass roots level.”

Mr Deepak Kapoor, Chairman PwC India

WE WOULD LOVE TO WELCOME YOU TO THE SSE COMMUNITY...

Share your story

Do you have an interesting insight from the world of business, social enterprise, government or the non-profit sector to share? By becoming an SSE ‘witness’ you will help us to deliver practical learning opportunities for our students, helping them to learn from your real-life experiences and challenges.

Mentor a student

Are you a corporate looking to find opportunities to engage and develop your staff? Or an individual keen to donate your time to a good cause? Many of the students on our learning programmes are matched with a mentor who help to provide valuable advice, guidance and support throughout their learning journey.

Support our work

The SSE Network is made up of registered charities and social enterprises and works with the support of individuals, businesses, trusts and foundations, and governments.

Partner with us

We regularly work with a range of partner organisations, whether to help reach into communities to find inspiring individuals who can benefit from our support or to develop new programmes and courses in collaboration with others.

Attend one of our courses

Have an idea you are passionate about and want to get off the ground? Or an existing social enterprise or charity you want to take to the next level? We would be pleased to welcome you to one of our learning programmes or courses.

Find out more by visiting global.the-sse.org or contact supportus@sse.org.uk

The School for Social Entrepreneurs would like to thank the many inspiring individuals, volunteers, partners, and funders who help make our work possible.

We have some great people at SSE so if you would like to give us a call or drop us an email, please do. You can contact us at office@sse.org.uk or find your nearest school at global.the-sse.org

 **Poached Creative**

Designed by Poached Creative, a social enterprise communications agency and Fellow of the School for Social Entrepreneurs.



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Driving growth in social enterprise

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