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# Competition Handbook and Judging Criteria - 2018/19

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## About the competition

Part of the Welsh Government's Youth Entrepreneurship programme - **Big Ideas Wales** - the **Enterprise Troopers National Primary School Competition** aims to develop entrepreneurial skills in children in a fun and interactive way.

All you have to do is develop and implement a business idea within teams in your school. This can be a brand new idea or current enterprise activity within your school. As long as it takes place between 1 January 2018 and 10 May 2019, it's eligible. You can showcase your pupils achievements through 2 categories of competition namely, the Foundation Phase and/or Key Stage 2.

The Enterprise Troopers are a team of superhero characters who epitomize entrepreneurial behaviour that we know exists in young people in Wales. They are based on our model of Entrepreneurship ACRO: Attitude; Creativity; Relationships and Organisation. This is the basis of the competition criteria.

## Stages of the competition

There are 4 stages to the competition – Each stage is judged independently by a judging team of experts and entrepreneurs.

1. **First stage: Be an 'Enterprising School'**. All you have to do for this stage is tell us about the enterprise activities that you do in your school already, or that you have planned for the future. You can send us photos or even a short video and we will add you to our '**Gallery of Enterprising Schools**' on the Enterprise Troopers website. We will email your Entry Pack along with a **Digital Badge** and **Certificate** to print and display in your school in recognition of this. You might even win one of our **monthly spot prizes**.

2. **Second stage: Entry Submission**. If you would like to have the chance to be part of one of the Regional Final events you just need to give us a bit more information about your enterprise activity and fill in the rest of the simple online competition entry form. It doesn't take long and schools attending these events before say they are such a rewarding and positive experience for the children to be a part of. Each school is invited to submit one entry for the Foundation phase and / or one entry for Key stage 2.

All submissions must be entered by **4pm on Monday 13 May 2019**. Judges scores given in the first round are not carried forward to the Regional Finals.

**3. Third stage: Regional Finals.** The judges will score and select the best entries to progress to one of the Regional Finals. Schools not gaining a place at one of the Regional Finals will win a **Bronze Award**.

The Regional Finals will take place across Wales between **10 and 21 June 2019**. For entries from the Foundation Phase this will be their final. All schools attending the Regional Finals will win a **Silver Award**.

**4. Fourth stage: Welsh National Final.** The National Final will be a prestigious and fun occasion to celebrate the achievements of primary school children in their entrepreneurship activity. The top entries from the Regional Finals from Key Stage 2 will progress to the National Final. This will be held in early **July 2019** at a venue to be confirmed. All schools attending the National Final will win a **Gold Award**. The schools who receive Awards at the National Final will win a **Platinum Award**.

We want to recognise pupils and schools at every stage of the journey in the competition. As outlined above schools will gain Enterprising School, Bronze, Silver, Gold or Platinum Awards in the form of a Digital Badge, certificate and recognition on the Enterprise Troopers 'Gallery of Enterprising Schools' as well as certificates for pupils participating at the Regional and National Events. Schools attending the Regional and National Finals will be photographed at the events by a professional photographer - these photographs are displayed in the competition Flickr pages.

In addition to the Bronze, Silver, Gold and Platinum Awards, at the Regional and National Finals we will present the following awards. These will recognise specific elements and strengths of teams:

- Team Spirit Award
- Display Stand Award
- Business Engagement Award (Regional only)
- Curriculum Links Award
- ECO / Environmental Award
- Star Trooper Award – Outstanding individual
- Foundation Phase Regional Winner and Runners Up (Regional only)
- Key Stage 2 Regional Finalists (Regional only)
- Presentation Award (National only)
- Teacher Trooper Award – Head teacher nominated (National only)
- National Winner and Runners Up (National only)



## Competition Entry

To get started all you need to do is enter your school details on the Enterprise Troopers website - if you tell us about your enterprise activities at this stage we will showcase you as an 'Enterprising School'. The closing date for completing your full entry is **4pm on 13 May 2019**. If you have difficulty entering via the website please send us an email at **hello@EnterpriseTroopers.com**

Once we've received your initial registration your school will be emailed an entry pack. This pack will include support and promotional materials to get you started.

Consider how you currently run enterprise within the school; what age group participate and what you feel would make a good entry into the competition. Remember you can submit 2 entries – one for Foundation Phase and one for Key Stage 2.

If you run enterprise across the school curriculum and in a number of year groups you may need to run a competition in school to identify and select your winning entry. Why not get local business people involved to help judge the entries!

Due to space restrictions only 4 pupils and 2 teachers will be invited to the Regional Finals. But there are no restrictions on how many can take part in the enterprise in school. If you are successful in gaining a place at the National Final you will be able to bring along more children to be part of the event although only 4 children will be allowed to be interviewed by the judges and present their idea.

The **www.EnterpriseTroopers.com** website is full of resources to help you develop your enterprise programme within school. There are also examples of projects schools entered in the competition in previous years.

**The deadline for entry is 4pm on 13 May 2019.**

Entries can be uploaded online. You will be able to return to amend / add to your submission as many times as you like. When you have completed your initial registration you will receive an email with the link to do so. If you experience any problems please email to let us know at **hello@EnterpriseTroopers.com**

Alternatively you can download an entry form from the website or we can email the form to you. The completed entry form can then be returned by email. If this is not possible then it can be posted or hand delivered to:

**Enterprise Troopers**, c/o Prospects Cazbah, 2nd Floor, East Wing Ivor House, Bridge Street, Cardiff, CF10 2EE

## Judging process

The table below shows what is required of you at each stage of the judging process



and what % of scores will be awarded for each element.

**Entry submissions** will be judged using the criteria below and you will be notified of whether your entry has progressed to one of the Regional Finals by **24 May**

| Scoring matrix                | Entry Submission | Display stand and interview | Presentation |
|-------------------------------|------------------|-----------------------------|--------------|
| First Round: Entry Submission | 100%             |                             |              |
| Second Round: Regional Final  |                  | 100%                        |              |
| Third Round: National Final   |                  | 90%                         | 10%          |

**2019.**

If successful your entry will be taken forward to one of the Regional Finals to be judged independently. Remember, the marks from the first stage will not be carried forward to the Regional Finals.

At Regional Finals 4 pupils, accompanied by 2 adults, will be invited to attend events and showcase their work. At the National Final there will be the opportunity to bring additional children to the event however only 4 children will be able to take part in the judging and deliver a two minute presentation. All children will have the chance to take part in activities throughout the day.

The **Display Stand and Interview** will be an opportunity for pupils to showcase their work. Each team will be provided with a 6 panel display board and Velcro pads to fix items to panels - 1874mm high x 2063mm wide, an electric socket and table.

The judges will visit each display stand and interview the team members to find out more about their entry and score the entries against the criteria detailed below.

The focus will be on learning and enjoyment, without unnecessary pressure placed on the pupils. During the day pupils will have the opportunity to visit each other's stands, take part in enterprise related workshop activities and the Enterprise Troopers will be on hand to ensure the pupils are engaged throughout.

At the National Final (Key Stage 2 only) participants will be asked to deliver a two minute presentation to the judges, invited guests and other teams participating at the final.

Equipment will be provided for showing video, audio and Powerpoint presentations if required. Other visual aids may also be used if preferred.

The pupils' presentation should outline what enterprise activity took place, why they chose this activity, what skills they learnt and developed and what went well



and what didn't go so well.

At each stage of the competition marks will be awarded against the criteria given below. Please answer all the areas in your initial entry to maximise your score at this stage. These marks do not carry forward to the Regional and National Finals - each stage is judged independently.

For schools gaining a place at the National Final there is an opportunity for the Headteacher to nominate a teacher for the "Teacher Trooper Award". This is a written piece of no more than **300 words** to highlight the contribution of an individual teacher to developing the entrepreneurial spirit within the school. Evidence their achievements through examples and outcomes. This will be assessed Nationally and awarded at the National Final.



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| Key ACRO behaviours   | Topic areas / example questions<br>How will this be assessed?   | Marks awarded at each stage |                |                |
|---|---|-----------------------------|----------------|----------------|
|   |   | Entry Submission            | Regional Final | National Final |
| <p><b>Attitude</b><br/>Evidence of pupils understanding of self, strengths and motivations. Demonstrating following behaviours:</p> <ul style="list-style-type: none"> <li>• Self knowledge, belief and confidence</li> <li>• Motivation</li> <li>• Aspiration</li> <li>• Determination</li> <li>• Competitiveness</li> </ul> | <ul style="list-style-type: none"> <li>• How did the pupils stay motivated?</li> <li>• How did the pupils cope with difficult situations?</li> <li>• How did the enterprise develop pupils confidence and self awareness?</li> <li>• How did the pupils set out what they wanted to achieve?</li> <li>• How did the team improve their understanding of entrepreneurial activity during the activity?</li> <li>• How did the team's values for the environment, community and business shape their decisions?</li> <li>•</li> </ul> | /20                         | /15            | /15            |



| Key ACRO behaviours  | Topic areas / example questions<br>How will this be assessed?  | Marks awarded at each stage |                |                |
|--|--|-----------------------------|----------------|----------------|
|  |  | Entry Submission            | Regional Final | National Final |
| <p><b>Creativity</b><br/>Evidence of the ability to generate fresh ideas, solve problems and spot new opportunities. Demonstrating following behaviours:</p> <ul style="list-style-type: none"> <li>• Problem solving</li> <li>• Lateral thinking / ideas generation</li> <li>• Spotting and creating opportunities</li> <li>• Innovation</li> </ul> | <ul style="list-style-type: none"> <li>• How did the team choose their product or service?</li> <li>• Is the product or service innovative, and if so how?</li> <li>• How was the product or service promoted to attract customers?</li> <li>• How did they sell their products or services? Any innovative sales techniques?</li> <li>• How did the team solve the biggest problem they faced during the activity?</li> <li>• Did the team communicate the quality of their product or service effectively, and how?</li> <li>• Does the enterprise make a positive environmental change to team's school and wider community?</li> </ul> | /20                         | /15            | /15            |



| Key ACRO behaviours   | Topic areas / example questions<br>How will this be assessed?   | Marks awarded at each stage |                |                |
|---|---|-----------------------------|----------------|----------------|
|   |   | Entry Submission            | Regional Final | National Final |
| <p><b>Relationships</b><br/>It's all about people, the ability to communicate effectively, expressing your own views and ideas, appreciating others' viewpoint and working co-operatively. Demonstrating following behaviours:</p> <ul style="list-style-type: none"> <li>• Working with others</li> <li>• Managing difficult situations</li> <li>• Negotiation, persuasion and influence</li> <li>• Presentation</li> <li>• Communication</li> </ul> | <ul style="list-style-type: none"> <li>• How did the team seek partnerships with local business, parents and others to support their business?</li> <li>• How well did team members work together?</li> <li>• How did all team members understand their roles in the business?</li> <li>• How did the business communicate with customers and partners and was it effective?</li> <li>• Did the team listen to views of others members and those outside the team?</li> </ul> | /20                         | /15            | /15            |



| Key ACRO behaviours  | Topic areas / example questions<br>How will this be assessed?   | Marks awarded at each stage |                |                |
|--|---|-----------------------------|----------------|----------------|
|  |   | Entry Submission            | Regional Final | National Final |
| <p><b>Organisation</b><br/>Making informed decisions and fulfilling your objectives by planning and managing situations, resources and risk. Demonstrating following behaviours:</p> <ul style="list-style-type: none"> <li>• Planning</li> <li>• Managing resources</li> <li>• Decision making</li> <li>• Research and understanding the environment</li> <li>• Managing risk</li> <li>• Vision and goal setting</li> </ul> | <ul style="list-style-type: none"> <li>• How did the team plan their enterprise? Were there clear aims for the business?</li> <li>• Did the team carry out market research and use it to develop their business?</li> <li>• How did the team allocate roles and responsibilities?</li> <li>• How did the team raise funds to start and manage their money?</li> <li>• Did the team make a profit? What did the team learn about managing money?</li> <li>• Quality of submission. Is it engaging and well presented?</li> </ul> | /20                         | /15            | /15            |



| Key ACRO behaviours        | Topic areas / example questions<br>How will this be assessed?  | Marks awarded at each stage |                |                |
|----------------------------|--|-----------------------------|----------------|----------------|
|                            |  | Entry Submission            | Regional Final | National Final |
| <b>Overall</b>             | <ul style="list-style-type: none"> <li>Tell us why you think your school deserves to win the Enterprise Troopers Primary competition</li> </ul>  | /20                         |                |                |
| <b>Business</b>            | <ul style="list-style-type: none"> <li>How did the team identify and actively engage with business partners</li> <li>How well was business involved in the overall approach to enterprise</li> </ul> |                             | /10            |                |
| <b>ECO / Environmental</b> | <ul style="list-style-type: none"> <li>Does the enterprise make a positive environmental change to team's school and wider community?</li> </ul>   |                             | /10            | /10            |
| <b>Curriculum Links</b>    | <ul style="list-style-type: none"> <li>How did the competition help the team with other school work and curriculum links?</li> </ul>   |                             | /10            | /10            |



| Key ACRO behaviours  | Topic areas / example questions<br>How will this be assessed?  | Marks awarded at each stage |                |                |
|----------------------|--|-----------------------------|----------------|----------------|
|                      |  | Entry Submission            | Regional Final | National Final |
| <b>Display stand</b> | <ul style="list-style-type: none"> <li>Does the display promote the enterprise activity in a creative and innovative manner</li> <li>What is the quality of products produced?</li> </ul>  |                             | /10            | /10            |
| <b>Presentation</b>  | <ul style="list-style-type: none"> <li>Is the presentation well planned and structured?</li> <li>Is the presentation engaging and fun?</li> <li>Does the presentation demonstrate pupils learning and enthusiasm for their enterprise</li> </ul> |                             |                | /0             |
| <b>TOTAL</b>         |  | <b>100</b>                  | <b>100</b>     | <b>100</b>     |



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