

# WORK INSIGHT & SKILLS WEEK

**20  
23**



# ABOUT SMBP

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A volunteer-led charity, SMBP is a collaboration of 170 commercial organisations, professional services firms and professional sports teams working in towns and cities across the U.K. All are committed to supporting students from low income backgrounds in their pursuit of a career in business.

Since 2014, SMBP has grown from offering opportunities to 20 students in London, to over 500 student places across the UK in 2022 through our award winning Work Insight & Skills Programme.

Our programmes are designed with the Gatsby Career Benchmarks in mind. Research from the Education and Employers Taskforce shows that a young person who has four or more meaningful encounters with an employer is **86% less likely to be unemployed or not in education or training and can earn up to 22% more during their careers.**

As such, our Work Insight & Skills Week will give you the opportunity to **meet and interact with professionals at a range of high-profile firms.** You will take part in creative business-like tasks and learn about a day-in-the-life of a variety of business leaders. You may also receive a tour of the office and further networking opportunities - all of which will help you build your employability confidence.

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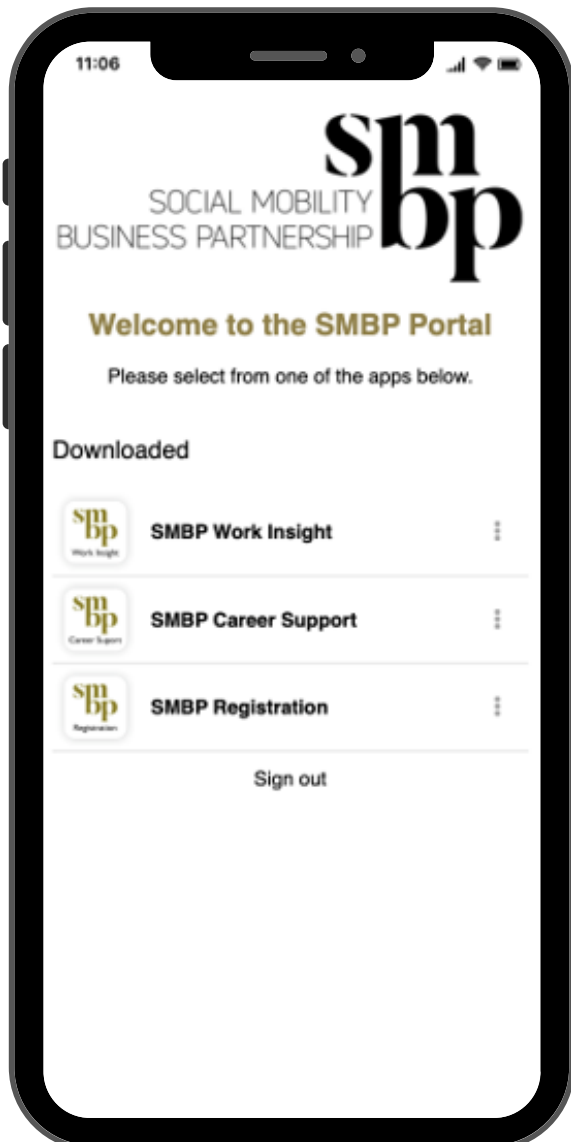




# WORK INSIGHT & SKILLS WEEK

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## SMBP APP



Our programme is completely free to attend, with lunch provided every day and travel costs covered.

You benefit from visiting four different businesses in a week. You will meet a range of professionals and learn through interactive business games. You will spend the fifth day at a professional sports club and learn about the psychology of resilience.

You will also be invited to an Intro Webinar the week prior to the Programme where the SMBP Team will help you prepare for the week ahead.

You will also gain access to the SMBP App, gaining an Agenda for the week plus access to additional career support, our skills zone, information on student finance and much more.

# WHAT WILL YOU GAIN?

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**1** Develop key competencies to boost your personal statement and applications:

- Teamwork & Leadership
- Resilience & Goal Planning
- Communication
- Creativity & Problem Solving

**2** Multiple high-profile corporate brand names to include in your Personal Statements and CVs to make them stand out

**3** Assistance along each step of your career journey on the SMBP online career mentoring platform where you can message professionals for personalised support

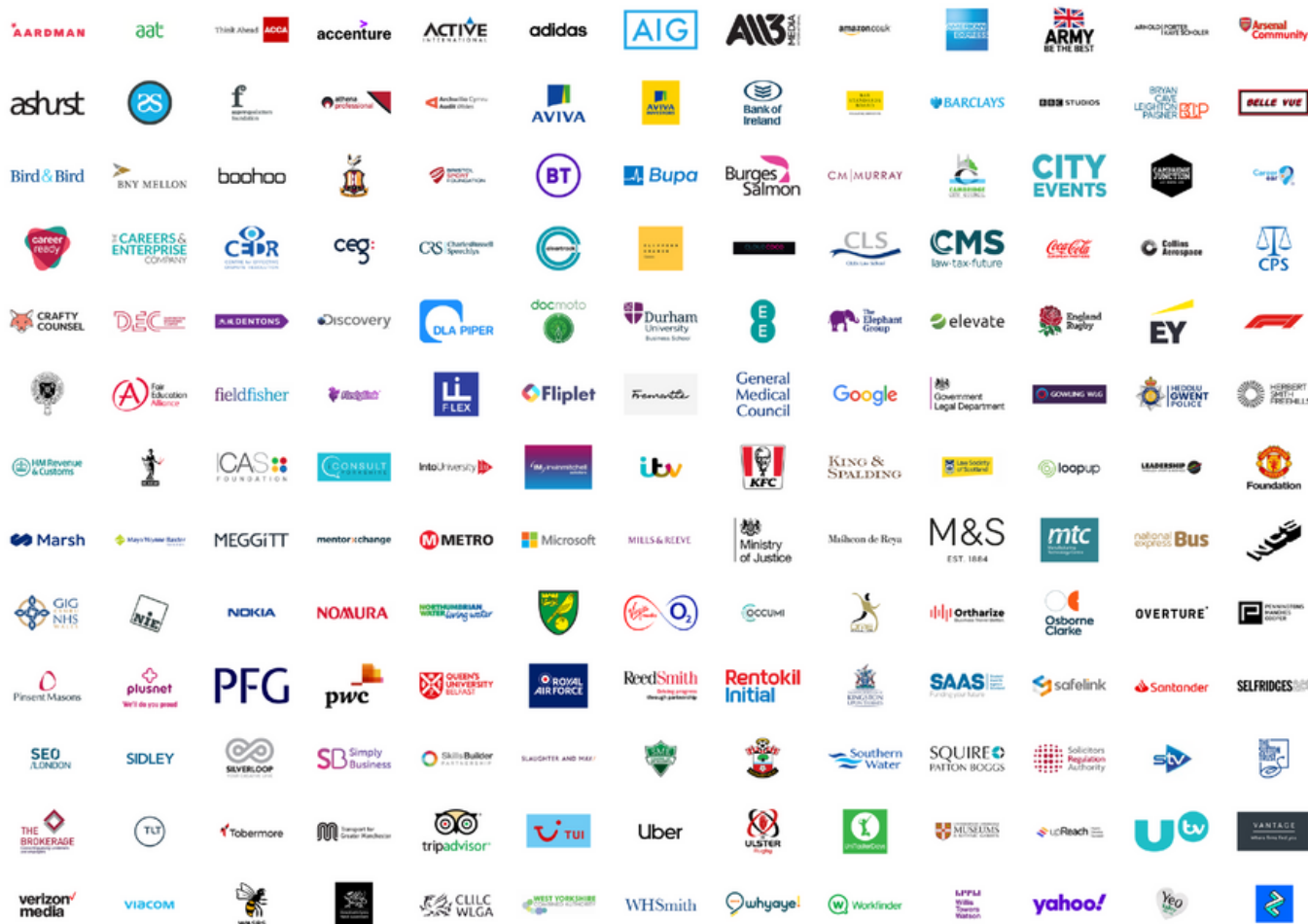
**4** Excellent networking opportunities and the option to be first to know about career opportunities from our partners, including Apprenticeships and jobs and bursaries

A smartphone screen displaying a 'Daily Skills Log' form. The form is titled 'Daily Skills Log' and includes a back arrow and a menu icon. Below the title is a paragraph of instructions: 'Each day, you can use this form to reflect on what you have learned and any key points you want to remember. Once submitted, your responses will be emailed to you for you to refer back to.' Below this is a section for 'Required fields' with several input fields: 'Which hosted partner hosted your session today?' (text input), 'Which competency did you develop?' (dropdown menu with '-- Select one' and a green arrow), 'Describe the task you were given' (text input), 'Describe what you did' (text input), 'What was the end result?' (text input), and 'What would you have done differently?' (text input). The phone's status bar at the top shows the time 15:26 and signal strength, Wi-Fi, and battery icons.

# OUR PARTNERS

We collaborate with businesses, universities, charities and individuals to create our unique programmes, using their insight and expertise to make sure you will gain an invaluable experience.

Below are all the organisations we worked with in 2022.



SMBP are proudly rated Impact Level 4 by SkillsBuilder

This means our programmes combine the chance for individuals to reflect on their essential skills before and after applying them, with content specifically targeted on steps of progress.



# FURTHER SUPPORT

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After taking part in one of our Work Insight & Skills Weeks or our National Online Week, students will receive the following ongoing support:

## 1. Access to SMBP's Career Mentoring Platform

Here students can receive ongoing assistance with:

- creating Personal Statements and CVs
- completing application forms
- preparing for interviews

## 2. Receive SMBP Recruitment Bites

Students can receive recruitment opportunities from our 170+ participating businesses, including apprenticeship opportunities and graduate roles.

## 3. Apply to join our Ambassador Programme

Students on our Ambassador Programme spend a year building their presentation skills and communication confidence by presenting to their peers about their experience with SMBP. They will be allocated an SMBP Buddy (a member of our Alumni Advisory Committee) who will support them in monthly development meetings.

# WHO CAN APPLY?



In England or Wales, students applying must:

1. Be in Year 12 or Year 13 or 16 - 18 years old at college
2. Have attended a state-funded, non fee-paying school/college
3. Live within an hour's commute of the cluster area.

We prioritise places to students who:

4. Have five A\*-C grades or five grades 4-9 in GCSE
5. Are first generation to attend university in their family; or  
Have been eligible for free school meals in the last 6 years; or  
Be from a low-income household\*

\*a low income household is defined as such if the total household income is less than the areas average household expenditure. The table details the average household expenditure by area:

Region	Average Weekly Household Expenditure	Average Yearly Household Expenditure
North East England	£544	£28,300
North West England	£578	£30,040
Yorkshire and the Humber	£578	£30,035
East Midlands	£618	£32,138
West Midlands	£572	£29,768
East England	£662	£34,444
London	£766	£39,852
South East England	£761	£39,597
South West England	£672	£34,949
Wales	£559	£29,077

If you aren't sure whether you meet this criteria, you should still complete an application form. The SMBP Team can then get in touch to provide further guidance.

WHEN DO OUR  
PROGRAMMES RUN?

# OUR 2023 DATES AND LOCATIONS

DATES	PROGRAMME LOCATION
10th – 14th April	National Online Week (all of UK)
3rd - 7th July	Belfast
24th - 28th July	Birmingham Bradford Brighton Bristol Cardiff (Public Sector Focus) Derby Leeds North East* North West England† Norwich Reading Rugby & Coventry Wrexham
31st July - 4th Aug	London
23rd - 27th October	Dorset
TBC	Glasgow Cambridge (Creative Industry Focus)

\*Days delivered in Sunderland area

†Days delivered in Blackpool and Manchester area



# HOW TO MAKE AN APPLICATION

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Complete an application form via the SMBP website:  
<https://smbp.org.uk/students/>

This will take 15-30 minutes. You may want to prepare answers to the following before you begin your application:

- In no more than 100 words, explain why you are applying for this programme.
- In no more than 100 words, explain what skills you currently have, and what skills you need to gain for you to be successful in your dream career.

Please add "info@smbp.org.uk" and "team@smbp.org.uk" to your safe-senders list as we will email you the outcome of your application. If you do not hear from us within 7 working days, please get in touch at info@smbp.org.uk.

If you are offered a place on one of our programmes, you will be asked to register on our SMBP App to confirm your placement.



# TENISHIA'S EXPERIENCE

## SMBP AND BEYOND

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When I first started my SMBP journey I was the beginning of exploring my interest in Law. I did not know the differences between a barrister or a solicitor and neither did I know that in-house lawyers existed. SMBP helped me gain insight, exposure and skills that set me apart from an early stage in my applications. I was able to visit places like ITV, Barclays, Deutsch Bank and receive sessions on personal development from the Wasps Rugby Football Club.

Now I am going into my final year of university, I am in the top ten for undergraduate students of the year and now I am involved with Aspiring Black Lawyers looking to help address the underrepresentation of Black and mixed-race students within the legal sector.

Every student who completes the Work Insight & Skills Week will have experienced a form of growth. We want you to share that with others so you can keep growing and developing everything you have been taught.

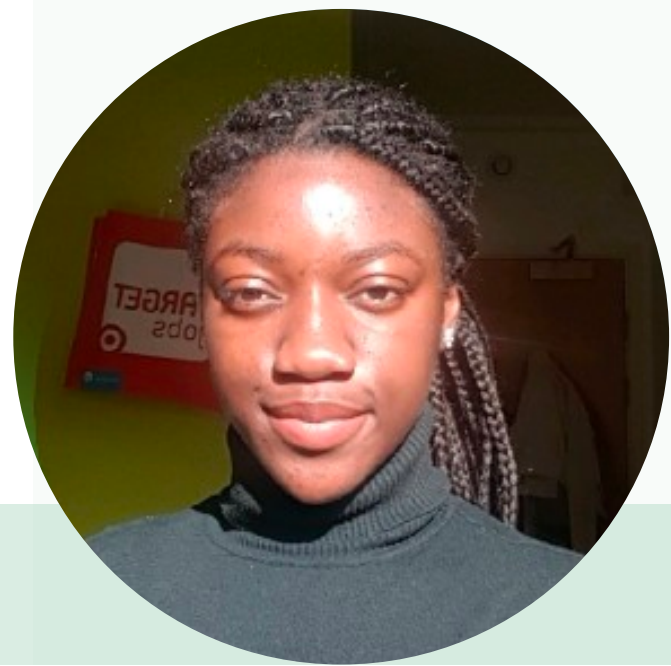
Your Insight Week may be over but the journey to the inspiration you are going to be has just started if you choose to pass the baton on.

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### TENISHIA PRAH

Tenishia completed the SMBP programme in 2018. She is now an aspiring Barrister dedicated to making change. She is a member of SMBP's Alumni Advisory Board.



# MEGAN'S EXPERIENCE

## SMBP AND BEYOND

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In 2020, I joined the SMBP programme. The crucial skills I developed carried me forward through to university, internships, and now, as a member of the charity's Alumni Advisory Board. I was pleased to continue representing SMBP to other students and really sharing the benefits of being involved in this experience.

I have shared my SMBP story in many ways. I wrote a piece for Provident Financial Group's social media and website celebrating International Women's Day where I detailed the Work Insight & Skills Week's impact. I filmed a video interview at a real filming studio that was played to represent SMBP at Crafty Fest legal festival. Most recently, I spoke as one of the hosts at my home city's Work Insight & Skills Week resilience session.

SMBP enriches your CV with skills including more confidence, public speaking, networking, mentorship and so much more.

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### MEGAN FISHER

Megan completed the SMBP programme in 2020. She is now finance, professional services and consultancy, and is studying Economics at University College London. She is a member of SMBP's Alumni Advisory Board.



# MUHAMMAD'S EXPERIENCE

## SMBP AND BEYOND

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Upon completion of the scheme, I vowed to keep in touch with the businesses. In the Summer of 2017, I took the initiative to contact them and organise work experience for myself with two; Landsec and AIG. Both were extremely open, supportive and eager to make it happen, epitomised by the passion with which they encouraged and supported me to take an active role in my time there, thus making my time extremely beneficial.

I have been able to share my SMBP experience with large groups of people, namely at Legal Geek and at the launch of the Employers Social Mobility Alliance (ESMA), which involved me talking about the personal growth and development I achieved through the exposure of so many professionals; the passion and awareness for commercial law that I developed as a result of the fantastic time I had throughout and beyond my experience.

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### MUHAMMAD GANGAT

Muhammad completed the SMBP programme in 2017. He is now a Trainee Solicitor at Hogan Lovells and Head of Alumni at SMBP.





SOCIAL MOBILITY  
BUSINESS PARTNERSHIP

# smbp

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