

# Professional Development Programme for Social Entrepreneurs

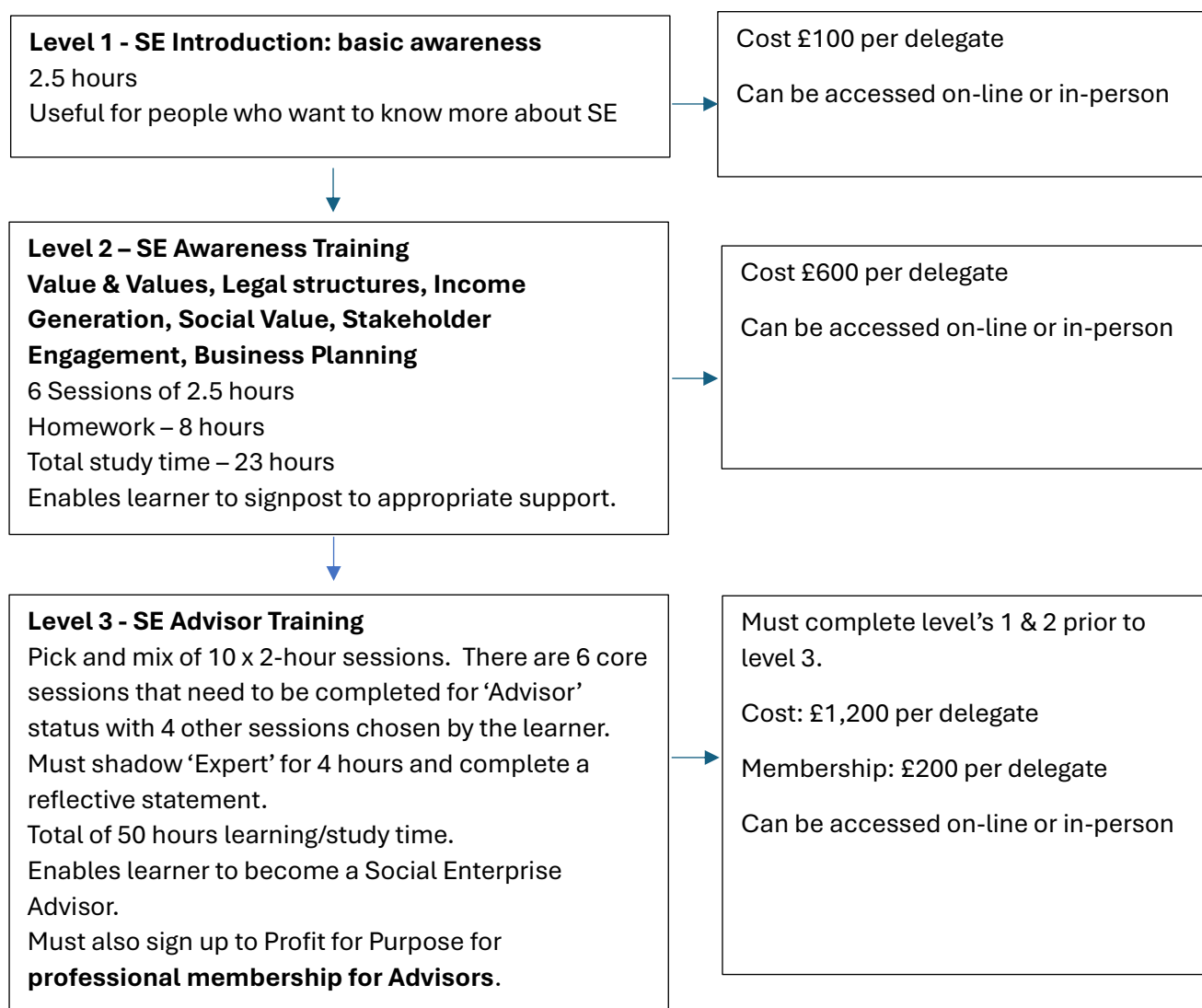
## Introduction

Social Entrepreneurship is a way of doing things, it's about achieving Social Value through Entrepreneurship and is a powerful tool for generating impact. If a Social Entrepreneur is driven by Social Impact and Value and trained in Accounting for Social Value, Income generation and Stakeholder Engagement, they will approach business in a different way. Through a multi-stakeholder approach, they will maximise value not just for those they work with directly but for the indirect and wider stakeholders too.

## The Programme

The Professional Development Programme for Social Entrepreneurs provides training courses across five different levels:

Learners can work to the level they choose within the programme depending on the needs of their role or professional development aspirations.



#### Level 4 - SE Consultancy Training

Must complete 8 x 1-day masterclasses in consultancy areas:

- Community Development
- Legal Structures
- Income Generation
- Start Up/Spinning Out/Scaling Up
- Social Accounting
- Business Planning
- Consultancy
- Training and development

Assignment to be completed after each Masterclass.  
80 hours learning/Study time.

Enables learner to become a Social Enterprise Consultant.

Must also sign up for **professional membership**.

Must also sign up for 12 months **Coaching and Mentoring Programme**.

**Professional Consultant Status (shared Logo)**

Next Stage of development from Level 3 – must have completed levels 1,2 & 3 first and evidence-based delivery of SE Advisor work.

Already has **Professional Membership** Advisor Level – to progress to Consultant Level.

On completion of course can become a trainer for levels 1, 2 & 3 – providing additional income. 12 months Coaching and Mentoring from PFP – half a day a month. Access to Consultancy resources and tools.

Cost per delegate:

Training	-	£4,000
Membership	-	£400 a year
Coaching	-	£300 a month

Can be accessed on-line or in-person

#### The Social Entrepreneur in Residence Training – Level 5

This is the highest level of accreditation for Social Entrepreneurs operating within a Profit for Purpose Business Model. It is the vision of Profit for Purpose to create Social Entrepreneur in Residence (SEIR) roles throughout the UK. Our motivation is to share learning, knowledge, and skills so that Social Entrepreneurship, as a practice is valued across all three sectors of the economy.

A Social Entrepreneur in Residence will have lived experience of designing, developing and delivering a Social Enterprise Business, has completed or is engaged in the Profit for Purpose, Social Entrepreneur in Residence training programme and will require ongoing support from Profit for Purpose for a period of three years.

Following the 3-year professional development programme, the SEIR will become an associate member of the Profit for Purpose Network which will provide a supportive structure for continued professional development, peer support and opportunities to connect with experts in the field.

The aim of the role is to inspire and motivate Social Enterprise activity within the host organisation in which they are placed. This can include:

- Corporate Social Responsibility
- Social Enterprise spin out/start-up/scale up
- Accounting for Social Value
- Research and Development
- Income Generation

- Business development and support
- Income generation support
- Sector specific experience and support (NHS, Local Authority, Universities, education, etc)
- Learning and development programmes

Eligibility for this role:

- Must have completed levels 1,2,3 & 4 of the Professional Development for Social Entrepreneurs Programme or holds a similar professional qualification.
- Must have Consultancy Level Professional Membership.
- Can demonstrate successful consultancy work over a 3-year period via Case Studies.
- Application process to include two professional references, one academic/learning reference and one personal reference.
- Applicant to provide a personal statement on 'why they want to engage with the SEIR programme'
- If application is successful, applicant must provide a 'Personal and Professional Development Proposal' – detailing what learning they would like to achieve during the SEIR residency.

Learning is undertaken through 100 hours of coaching and development sessions with Profit for Purpose.

### **Professional Membership – Profit for Purpose Professional Network**

The learner must sign up to the Profit for Purpose Network as a 'Professional Member' which will provide:

- Professional Advisor status (shared logo).
- Mentoring and coaching from 'Experts'
- Resources/Tool Bank.
- Professional/sector-based learning updates.
- Commitment to attend 'refresher' training throughout the year.
- Membership to be renewed every year via completion of a Continued Learning Record (how they have continued to learn during the year).
- Annual Conference
- Access to events and training from partner organisations (with discount).

Cost of Membership:	Advisor level: £200 per year
	Consultancy Level: £400 per year
	SEIR Level: £1000 per year

Individual and organisation membership can also be developed.