



Cystadleuaeth Sgiliau Cymru
Skills Competition Wales

Competition Brief

Competition Title

Enterprise

Competition Overview

This is a team competition designed to challenge the entrepreneurial skills of all participants.

The scope of the competition enables learners to develop and put into practice a variety of skills that are required to be a successful entrepreneur.

Competitors taking part in this competition should, both individually and as part of a team, be able to:

- Generate ideas/Spot Opportunities
- Demonstrate creativity & innovation
- Develop appropriate strategies to problem solve and deal with difficult situations whilst working together
- Planning and managing resources
- Communicate effectively
- Working with others respectfully and effectively
- Demonstrate leadership skills (negotiation, persuasion and influence)
- Demonstrate self-confidence, self-belief and motivation
- Demonstrate digital competence
- Demonstrate numeracy skills and understanding of business finance
- Demonstrate presentation skills
- Identify and assess your individual and group strengths and weaknesses

Organisations can register 1 team online at www.inspiringskills.gov.wales between 21st November 2022 and 5th December 2022

The day will be split into a variety of tasks to allow each team to demonstrate their entrepreneurial skills, both individually and as a team, which will be judged by a panel of entrepreneur judges.



Entry Criteria

This competition is intended for teams who are studying a Level 3 qualification within a programme of study at a 6th form college, school or training provider in Wales.

Please note that this is a Welsh competition and it does not currently lead to a WorldSkills UK or international competition.

Entry capacity restrictions by organisation

Maximum of up to 1 team per organisation consisting of 3-5 team members. Centres can enter a maximum of 2 reserve competitors.

This is the maximum number of entries permitted by an organisation for this competition.

This is determined by 'location' and 'organisation'. 'Organisation' refers to the competitors' training provider/employer. 'Location' refers to a site where the competitor studies / is employed. For further guidance on these capacities, click [here](#)

Brief

Infrastructure List

Laptop/Chromebook, translation resources, paper/pens/calculators for group work, laptops with Microsoft office. .

Competition Rules

For full terms and conditions of entry and competition rules visit www.inspiringskills.gov.wales/terms-and-conditions

Conduct of competitors during the live competitions:

- All teams will participate in all tasks and questioning by the Judges.
- A member of staff will be required to attend a virtual breakout room to support student well-being.
- Competitors will start and finish work/tasks as instructed by competition organisers and/or judges.
- The use of offensive behaviour of language will not be permitted; competitors could be excluded from continuing in the competition.
- The panel's decisions will be quality assured by the ISEiW Team before winners are announced.

Generic competition rules

We are working on the premise that the competition will take place live in a physical setting in-house or at a designated location.

- Mobile phones can be used during the tasks for research purposes but are to be switched off during any presentations.
- Listening to music via headphones is not permitted during competition activity.
- Any questions during competition activity should be addressed to the competition lead.

- It is the responsibility of each group of competitors to arrive on time for each competition session. No additional time will be allowed if you arrive late.
- Technical failure of your equipment should be reported immediately to the competition lead. Additional time will be allocated if the fault is beyond the control of the competitor.

Marking and Assessment

Marking and judging of this competition will be done by a team of experts from Industry, Further Education or Training Provider, using a marking criteria and allocated marks to ensure consistency.

Competition Assessment criteria:

Heading	Performance indicators	Marks
Does the idea meet the brief and theme?	Yes/No	10
Concept (Idea)	<ul style="list-style-type: none"> • Originality • Creativity • Unique Selling Point • Realistic/achievable idea and finances 	15
Customers	<ul style="list-style-type: none"> • Target customers - Have they segmented their market? • Size of the Market – Have they determined whether it is a growing or declining market and made the correct decisions based on this? • How are they going to market the product/service? 	15
Competitors	<ul style="list-style-type: none"> • Have they identified who and where their competitors are? • Do they know what their competitors offer? • How are they going to be different/better than their competitors or have they discovered that there is room in the market for them? 	15
Contents	<ul style="list-style-type: none"> • Have they identified who is needed to run the business and what skills and roles they will need? • Have they identified where the business will run from, home, premises, online? 	15

	<ul style="list-style-type: none"> • What resources have they identified they need and is this sufficient to meet the needs of the business and how it will run. 	
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Cash	<ul style="list-style-type: none"> • Have much do you want to apply for from WG • Have they identified how this idea will make money? • Have they researched what needs to be spent and on what? 	10
Presentation & Response to questions	<ul style="list-style-type: none"> • Clarity and depth of responses • Realistic responses • Confidence and understanding 	20
Total		100

Feedback and Recognition

Individual and Group verbal feedback will be provided at the end of the competition.

No results or awards will be awarded on the day as marking will be quality assured.

All competitors will be issued with a Participation Certificate and invited to an online Celebration Event which will be held on 9th March 2022, where the First, Second and Third Awards will be announced. Further details will be communicated to competitors and their points of contacts by email.

Marksheets will be made available to competitors after the quality assurance process has been completed.

Competition Lead

Lead Contact:

Christine Bissex-Foster - C.Bissex@merthyr.ac.uk

Expert Contacts:

Christine Bissex-Foster - C.Bissex@merthyr.ac.uk

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Cystadleuaeth Sgiliau Cymru
Skills Competition Wales

Briff y Gystadleuaeth

Teitl y Gystadleuaeth

Menter

Trosolwg o'r Gystadleuaeth

Cystadleuaeth tîm yw hon a ddyluniwyd i herio sgiliau entrepreneuriaidd yr holl gyfranogwyr.

Mae cwmpas y gystadleuaeth yn galluogi dysgwyr i ddatblygu a rhoi ar waith amrywiaeth o sgiliau sy'n ofynnol i fod yn entrepreneur llwyddiannus.

Dylai cystadlewyr sy'n cymryd rhan yn y gystadleuaeth hon, yn unigol ac fel rhan o dîm, allu:

- Cynhyrchu syniadau / Gweld cyfleoedd
- Arddangos creadigrwydd ac arloesedd
- Datblygu strategaethau priodol i ddatrys problemau a delio â sefyllfaoedd anodd wrth gydweithio
- Cynllunio a rheoli adnoddau
- Cyfathrebu'n effeithiol
- Gweithio gydag eraill yn barchus ac yn effeithiol
- Arddangos sgiliau arwain (trafod, perswadio a dylanwadu)
- Dangos hunanhyder, hunangred a chymhelliant
- Arddangos cymhwysedd digidol
- Arddangos sgiliau rhifedd a dealltwriaeth o gyllid busnes
- Arddangos sgiliau cyflwyno
- Nodi ac asesu eich cryfderau a'ch gwendidau unigol ac mewn grŵp

Gall sefydliadau gofrestru 1 tîm ar-lein yn www.inspiringskills.gov.wales rhwng 22 Tachwedd 2021 a 5 Rhagfyr 2022.

Rhennir y diwrnod yn amrywiaeth o dasgau i ganiatáu i bob tîm arddangos eu sgiliau entrepreneuriaidd, yn unigol ac fel tîm, a fydd yn cael eu beirniadu gan banel o feirniaid entrepreneur.



UNDEB EWROPEAIDD
EUROPEAN UNION



Llywodraeth Cymru
Welsh Government

Cronfa Gymdeithasol Ewrop
European Social Fund

Meini Prawf Ymgeisio

Mae'r gystadleuaeth hon wedi'i bwriadu ar gyfer timau sy'n astudio gweithio tuag at gymhwyster Lefel 3 o fewn rhaglen astudio mewn coleg 6ed dosbarth, ysgol neu darparwr hyfforddiant yng Nghymru.

Sylwch mai cystadleuaeth Gymreig yw hon ac ar hyn o bryd nid yw'n arwain at gystadleuaeth WorldSkills UK na rhyngwladol.

Cyfyngiadau ar gapasiti mynediad yn ôl sefydliad

Uchafswm o hyd at 1 tîm i bob sefydliad yn cynnwys 3-5 aelod. Gall canolfannau roi cynnig ar uchafswm o 2 gystadluydd wrth gefn.

Dyma uchafswm y cynigion a ganiateir gan sefydliad ar gyfer y gystadleuaeth hon.

Mae hyn yn cael ei bennu gan 'leoliad' a 'sefydliad'. Mae 'sefydliad' yn cyfeirio at ddarparwr hyfforddiant / cyflogwr y cystadleuwyr. Mae 'lleoliad' yn cyfeirio at safle lle mae'r cystadluydd yn astudio / yn cael ei gyflogi. I gael arweiniad pellach am hyn, cliciwch [yma](#)

Brîff

Rhestr Seilwaith

Gliniadur / Chromebook, adnoddau cyfieithu, papur / beiros / cyfrifianellau ar gyfer gwaith grŵp, gliniaduron gyda swyddfa Microsoft.

Rheolau'r Gystadleuaeth

I gael telerau ac amodau mynediad llawn a'r rheolau cystadlu, ewch i www.inspiringskills.gov.wales/terms-and-conditions

Ymddygiad cystadleuwyr yn ystod y cystadlaethau byw:

- Bydd pob tîm yn cymryd rhan ym mhob tasg ac yn y sesiynau holi gan y Beirniaid.
- Bydd gofyn i aelod o staff fynd i ystafell rhithwir i gefnogi lles myfyrwyr.
- Bydd cystadleuwyr yn dechrau ac yn gorffen gwaith / tasgau yn unol â chyfarwyddyd trefnwyr y gystadleuaeth a / neu'r beirniaid.
- Ni chaniateir ymddygiad tramgwyddus o ran y defnydd o iaith; gallai cystadleuwyr gael eu heithrio rhag parhau yn y gystadleuaeth.
- Bydd ansawdd penderfyniadau'r panel yn cael eu sicrhau gan Dîm ISEiW cyn i'r enillwyr gael eu cyhoeddi.

Rheolau generig y gystadleuaeth

Rydym yn gweithio ar y rhagdybiaeth y bydd y gystadleuaeth yn cael ei chynnal yn fyw mewn lleoliad corfforol yn fewnol neu mewn lleoliad dynodedig.

- Gellir defnyddio ffonau symudol yn ystod y tasgau at ddibenion ymchwil ond dylid eu diffodd yn ystod unrhyw gyflwyniadau.
- Ni chaniateir gwrando ar gerddoriaeth trwy glustffonau yn ystod y gystadleuaeth.
- Dylid cyfeirio unrhyw gwestiynau yn ystod gweithgaredd y cystadlu at arweinydd y gystadleuaeth .

- Cyfrifoldeb pob grŵp o gystadleuwyr yw cyrraedd mewn pryd ar gyfer pob sesiwn gystadlu. Ni chaniateir unrhyw amser ychwanegol os byddwch chi'n cyrraedd yn hwyr.
- Dylid rhoi gwybod i arweinydd y gystadleuaeth am fethiant technegol eich offer ar unwaith. Rhoddir amser ychwanegol os yw'r nam y tu hwnt i reolaeth y cystadleuydd.

Marcio ac Asesu

Bydd marcio a beirniadu'r gystadleuaeth hon yn cael ei wneud gan dîm o arbenigwyr o Ddiwydiant, Addysg Bellach neu'r Darparwr Hyfforddiant, gan ddefnyddio meini prawf marcio a marciau a ddyrannwyd i sicrhau cysondeb.

Dadansoddiad byr o'r marcio a'r asesu.

Pennawd	Dangosyddion perfformiad	Marciau
Tasg gychwynnol cyn diwrnod y gystadleuaeth	<ul style="list-style-type: none"> • Unigrywiaeth • Y defnydd o dechnoleg 	10
A yw'r syniad yn cwrdd â'r briff a'r thema?	Ydy / Nac ydy	10
Cysyniad (Syniad)	<ul style="list-style-type: none"> • Gwreiddioldeb • Creadigrwydd • Pwynt Gwerthu Unigryw • Syniad a chyllid realistig /cyraeddadwy 	15
Cwsmeriaid	<ul style="list-style-type: none"> • Cwsmeriaid targed - Ydyn nhw wedi segmentu eu marchnad? • Maint y Farchnad - Ydyn nhw wedi penderfynu a yw'n farchnad sy'n tyfu neu'n dirywio ac wedi gwneud y penderfyniadau cywir yn seiliedig ar hyn? • Sut maen nhw'n mynd i farchnata'r cynnyrch / gwasanaeth? 	10
Cystadleuwyr	<ul style="list-style-type: none"> • Ydyn nhw wedi nodi pwy ydy eu cystadleuwyr a ble maen nhw? • Ydyn nhw'n gwybod beth mae eu cystadleuwyr yn ei gynnig? • Sut maen nhw'n mynd i fod yn wahanol / well na'u cystadleuwyr neu ydyn nhw wedi darganfod bod lle yn y farchnad iddyn nhw? 	10
Cynnwys	<ul style="list-style-type: none"> • Ydyn nhw wedi nodi pwy sydd eu hangen i gynnal y busnes a pha sgiliau a rolau y bydd eu hangen arnyn nhw? 	15

	<ul style="list-style-type: none"> • Ydyn nhw wedi nodi o ble y bydd y busnes yn cael ei gynnal, o'r cartref neu o adeilad, ar-lein? • Pa adnoddau maen nhw wedi'u nodi sydd eu hangen arnyn nhw ac a yw hyn yn ddigonol i ddiwallu anghenion y busnes a sut y bydd yn cael ei gynnal. 	
Arian Parod	<ul style="list-style-type: none"> • Ydyn nhw wedi nodi sut y bydd y syniad hwn yn gwneud arian? • Ydyn nhw wedi ymchwilio i'r hyn sydd angen ei wario ac ar beth? 	10
Ymateb i gwestiynau	<ul style="list-style-type: none"> • Eglurder a dyfnder yr ymatebion • Ymatebion realistig • Hyder a dealltwriaeth 	20
Cyfanswm		100

Adborth a Chydnabyddiaeth

Bydd adborth llafar Unigol a Grŵp yn cael ei ddarparu ar ddiwedd y gystadleuaeth.

Ni roddir canlyniadau na gwobrau ar y diwrnod gan y bydd angen sicrhau ansawdd y marcio.

Bydd pob cystadleuydd yn cael Tystysgrif Cyfranogi ac yn cael ei wahodd i Ddigwyddiad Dathlu ar-lein a gynhelir Dydd Iau 9eg Mawrth 2023, lle bydd y Wobrau Cyntaf, Ail a Thrydedd yn cael eu cyhoeddi. Bydd manylion pellach yn cael eu cyfleu i gystadleuwyr a'u pwyntiau cyswllt trwy e-bost.

Bydd taflenni marciau ar gael i gystadleuwyr ar ôl i'r broses sicrhau ansawdd gael ei chwblhau.

Swyddog Arweiniol y Gystadleuaeth

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