

## Why choose our programmes?

**David Evans, the School Business Manager at Robertsbridge Community College in East Sussex, tells us about his experience of completing the SBM suite of training programmes delivered by the SBM Partnership.**

David has successfully completed the Level 4, 5 and 6 Diploma in School Business Management (also known as CSBM, DSBM, ADSBM) with the SBM Partnership as well as the School Business Director programme, a level 7 qualification.

**David explains why he was interested in becoming a school business manager:**

"I come from a theatre background, and moved into education to run a school theatre. I believe passionately about vocational training and combined this with my theatre roles which built my interest in education. I was introduced to the CSBM course, as my role was expanded to manage facilities, health & safety and income generation.

At the time there was little commercial basis in schools, and I developed the campus to provide substantial income from lettings, and successful bidding. This role developed over the years to be the all encompassing SBM!"



**Why did he decide to study the SBM programmes?**

"I used these courses and training as a stepping stone, taking in the full benefits of each of the courses, developing my Management and then leadership style, undertaking CSBM, DSBM, ADSBM and finally SBD.

I was promoted to Assistant Headteacher, undertaking the majority of the SBM role, where I saw the school converted into an academy. These courses gave me the confidence, skills, experience and networking to move to the next level of my own personal development".

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**David recalls what he found to be the most challenging parts and what interested him the most during his SBM studies:**

"From my point of view strategic finance was my weakest area. While I dealt with the strategy in my previous role, I did not undertake the operational role until recently.

This has developed my skills, and critical thinking, and budget planning skills. One of the hardest aspects was learning to be focussed, and succinct with my writing, answering the questions posed without going off on a tangent, and observing the word counts. The courses developed my presentation and writing skills as much as developing my knowledge of national and international perspectives. The research, and breadth of study was fascinating, and the professional discussions undertaken with colleagues were inspiring".

"I am most interested in the technical areas, Health and Safety, Facilities, IT strategy, as well as making a difference to the life chances of the students. It was good to look at examples of best practice, and introduce these to my school, monitoring their impact.

I now share a full enjoyment for all aspects of the SBM role, up-skilling myself in HR, Finance and exploring personal development requirements. I now delegate, coach, and reflect far more than I used to, and have developed my working relationships, along with my leadership style".



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**David explains how his facilitators and tutors helped in his studies:**

“They were very supporting, and encouraging. They started interesting discussions and would coach you to tease out detailed answers, and provoke thoughts and further study and research. They were there to laugh, and cry with you, offering calm guidance, with a wealth of experience that shared their different perspectives in education.

They would always respond to your requests, and provide valuable feedback that highlighted the strengths and gaps, and give pointers on how to improve your work. This alongside the discussions on the forums provided valuable advice and guidance throughout the programme”.

**He tells us how the SBM programmes have helped with his career:**

“I was promoted into a SBM role after 20 years in one school, which was academised, I then obtained a SBM job back in a local authority school. My previous experience and qualifications were key to me successfully securing my current role”

“For me, the different levels of the SBM programmes happened at the right time. Each one introducing projects that were relevant not only to the programme, but to the school, and its students and development at the time. This made it very real, and worthwhile, and I used these experiences in far more depth to achieve better outcomes for the Students”.

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“The networking was empowering, whether online through a webex, or in a face to face session. Try to get online as much as you are able, to fully embrace the training provided. Share ideas, contribute to discussions, post helpful documents and links to colleagues, sharing ideas and discussion how in practice these can work”.

**David concludes with the following advice to anyone considering joining the SBM profession:**

“The SBM is a diverse role, one of the most diverse covering finance, facilities, IT, Health and Safety, HR along with knowledge of national policy, funding and bidding means no two days are the same.

You will have many transferable skills from previous jobs that you can use, but there will be areas that will be new to you, due to the diversity of the role, which will be challenging and exciting.

No two days of the job are the same, which keeps it interesting. You will work with students, and these are a key part of the desire to work in a school, to make a positive impact on their life chances, and this role should not be done in isolation from them, but to celebrate and embrace the achievements provided by students.

There are different levels of interactions, some colleagues also teach, while others do duties, and detentions, as well as the traditional office based SBM roles.

There is a difference in requirements for primary and secondary schools, as well as LA schools and academies, so research the different types of school, making sure you pick the right route for your future career”.

**If you wish to follow in David’s footsteps, please visit our website:  
[www.sbmpartnership.org.uk](http://www.sbmpartnership.org.uk) for further information and to apply online,  
or contact our SBM Team on E: [sbmpartnership@serco.com](mailto:sbmpartnership@serco.com) T: 01452 727272**

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