**Enko Education - Case Study Questions**

We are delighted to get to know you through our interview process, and as a next step, we’d love to get a better understanding of your approach to problem solving and analysis.

Below, you will find four different questions that touch on real-world projects within Enko Education Investments. You will have a week to provide responses to all three. We aren’t looking for verbose responses, and we aren’t going to award style points (though your ability to write counts!). Bullet points are fine (and preferred).

We are looking for high-impact ideas and recommendations, well backed-up by data and process. Remember our setting: we are a start-up, and you may be the one implementing the actions you suggest.

Feel free to use Word or whatever other tools are at your disposal to complete these questions, so long as we can access your work on our end.

Good luck. We look forward to your responses!

Enko Education Investments Recruiting Team

**Questions**

**1.** Enko Education’s model is to partner with existing local schools and upgrade them with international curriculum. If you were working on the development of our network i.e. identifying potential partnerships, which criteria would you look at to define whether a school is a potentially good partner?

**2.** Enko Education Investment is starting three new partnerships in the next few months. For each of those partnerships our objective is to start an international section and enrol 150 students in the next two years. If you were working in our student recruitment team, what actions would you take to maximise enrolments?

**3.** Private education is booming in Sub-Saharan Africa. Many new players are coming with innovative approaches: it is important for Enko Education to understand our competitive landscape. Who do you view as Enko Education competitors?