



From International Skills Partnerships to international business opportunities

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SERVICES FOR
INTERNATIONAL
EDUCATION
MARKETING

CONFERENCE 2014



International Skills Partnerships

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**SKILLS FOR
EMPLOYABILITY**

What are International Skills Partnerships?

British Council international skills partnerships bring together UK organisations with leading counterpart organisations around the world in order to deliver **innovative, output-led projects** that focus on **enhancing approaches to skills development** internationally and **delivering sustainable impact**.

What are International Skills Partnerships?

Partnership projects cover a wide range of sectors, from fashion to engineering, and a number of themes including employer engagement, quality assurance, entrepreneurship development and progression routes.

Partnership projects are **pre-commercial** and have at their heart the **exchange of knowledge and expertise**.

What are International Skills Partnerships?

Partnerships are facilitated by the British Council to deliver projects through one of **three models: foundation, start-up and advanced**.

Projects are typically funded for one year through a foundation or start-up with a view to **becoming self-sustaining** thereafter. Strongly performing partnerships may be eligible for further funding beyond that period through the advanced model.

75

*International Skills
Partnerships*

33

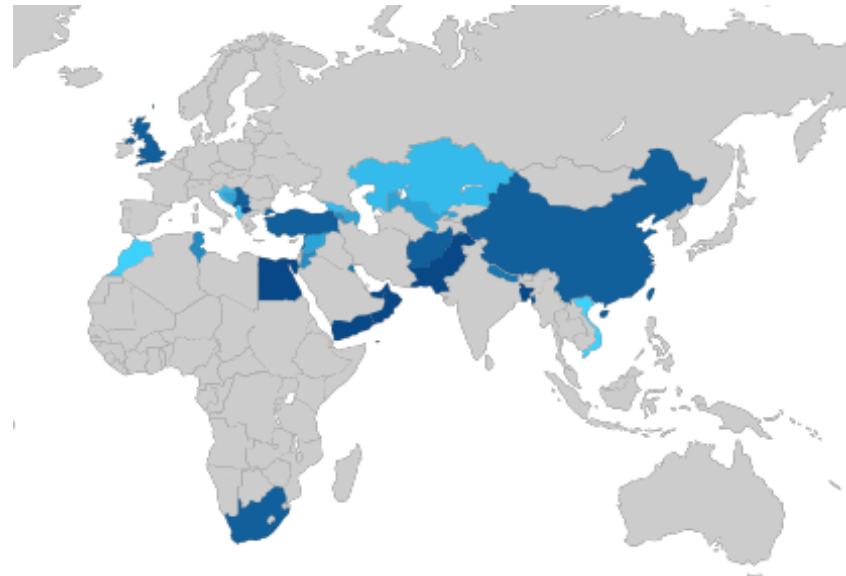
Countries

21

Industry sectors

33

Countries



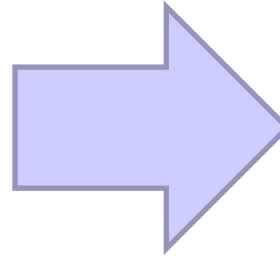
A Changing Picture...

College-to-College

*Relatively limited
constituency*

*Often internally
focussed*

*Focussed on change in
the partner country*



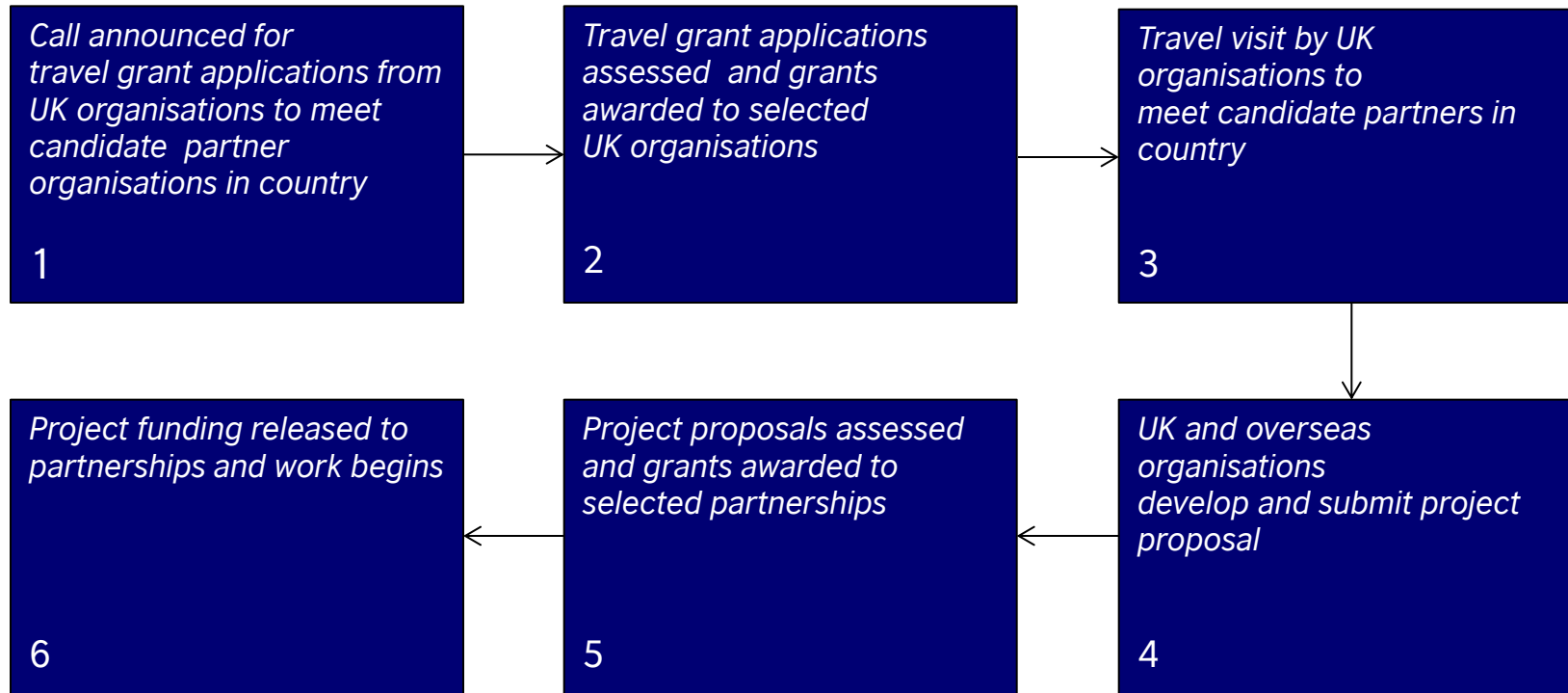
Consortium

Wide constituency

*Increasingly externally
focussed*

*Increasingly focussed
on change in the UK as
well as the partner
country*

British Council works with Strategic Partners in country to identify priority sectors and themes, and candidate partner organisations in country



Process typically takes around 4 months in total

Two questions

- Does your organisation currently have international skills partnerships?
- What are/would be your organisation's main motivations for getting involved in international skills partnerships?



10

reasons
organisations
get involved
in
International
Skills
Partnerships

Motivate, develop and inspire your staff

1

**International skills partnerships
are the most effective kind of
staff development in the world**

*Joanne Wallace
Head of International Collaboration and
Partnerships
Bradford College, UK*

Enrich the culture of your organisation

2



Enhance young people's learning experience

3

**This is the best thing that has
happened to me**

Layla Lewis

Student

Stevenson College, UK

Winner, International Innovators Competition

Raise your organisation's profile in the UK and overseas

4



Build your organisation's network

5



Build cross- sectoral working in your organisation

6



Embrace the future

7

**International skills partnerships
are the future of education**

Marion Plant

Principal

North Warwickshire and Hinckley College, UK

Inform national policy

8



Change lives

9



Develop new business

10

**Partnership funding opened
doors for us into commercial
training in the MENA region**

Pembrokeshire College and Gwent College,
UK

Develop new business

10

**British Council has truly helped
us to develop on a global basis**

Dudley College, UK

Develop new business

10

Over 50% of UK organisations involved in international skills partnerships anticipate that they will be working in some commercial capacity overseas as a direct result of their international skills partnership

Main business opportunities

- Commercial training undertaken independently
- Consultancy work for or through British Council
- Student recruitment

Key tips for success

- Have a clear international business strategy
- Utilise international skills partnership work to build reputation, intelligence and networks
- Draw on the support of the British Council in-country and in the UK
- Be realistic about what can be achieved in a given timescale



**From International Skills
Partnerships to International
Business Opportunities - The
Partner's Perspective**

**SKILLS FOR
EMPLOYABILITY**

3

things to do
now

Visit our website

www.britishcouncil.org/education/skills-employability

1



Book an exploratory call with our Partnerships Manager

2

Carina.Kanbi@britishcouncil.org

Consider applying for a travel grant

3



www.britishcouncil.org/education/skills-employability

neil.shaw@britishcouncil.org

**SKILLS FOR
EMPLOYABILITY**

www.britishcouncil.org/skillsforemployability



Proskills Industrial Partnership

Strategy

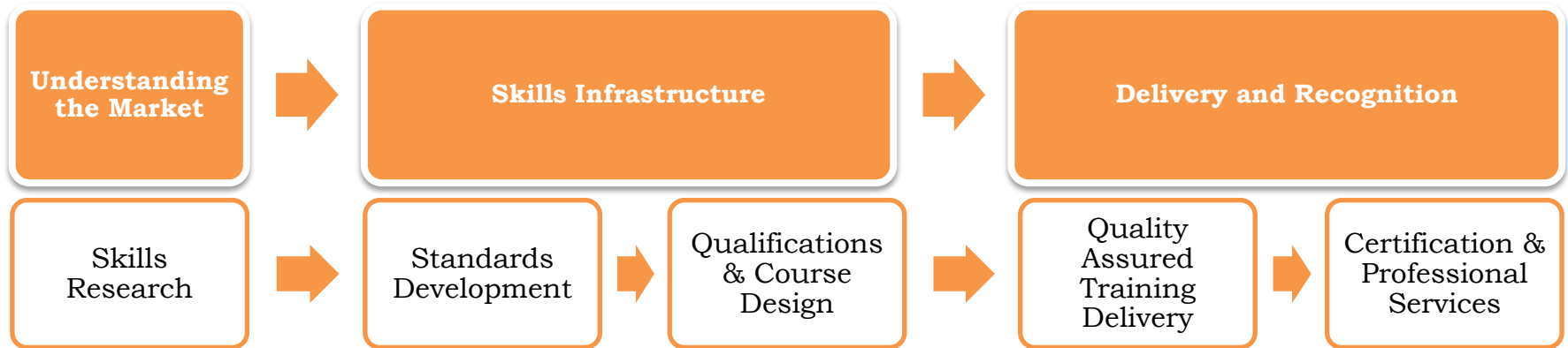


10 years of industrial skills achievement

- **350,000+** qualifications achieved
- **175,000+** apprenticeships achieved
 - 100% growth per year
- **24** Apprenticeship framework operational containing multiple career pathways
- **600+** standalone qualifications developed
- **2600+** National Occupational Standards developed using employer expertise
- **£640m+** Government funding accessed to employers
- **£750m+** employer contributions to learning
- **£4bn** added GVA by learners

A systemic approach

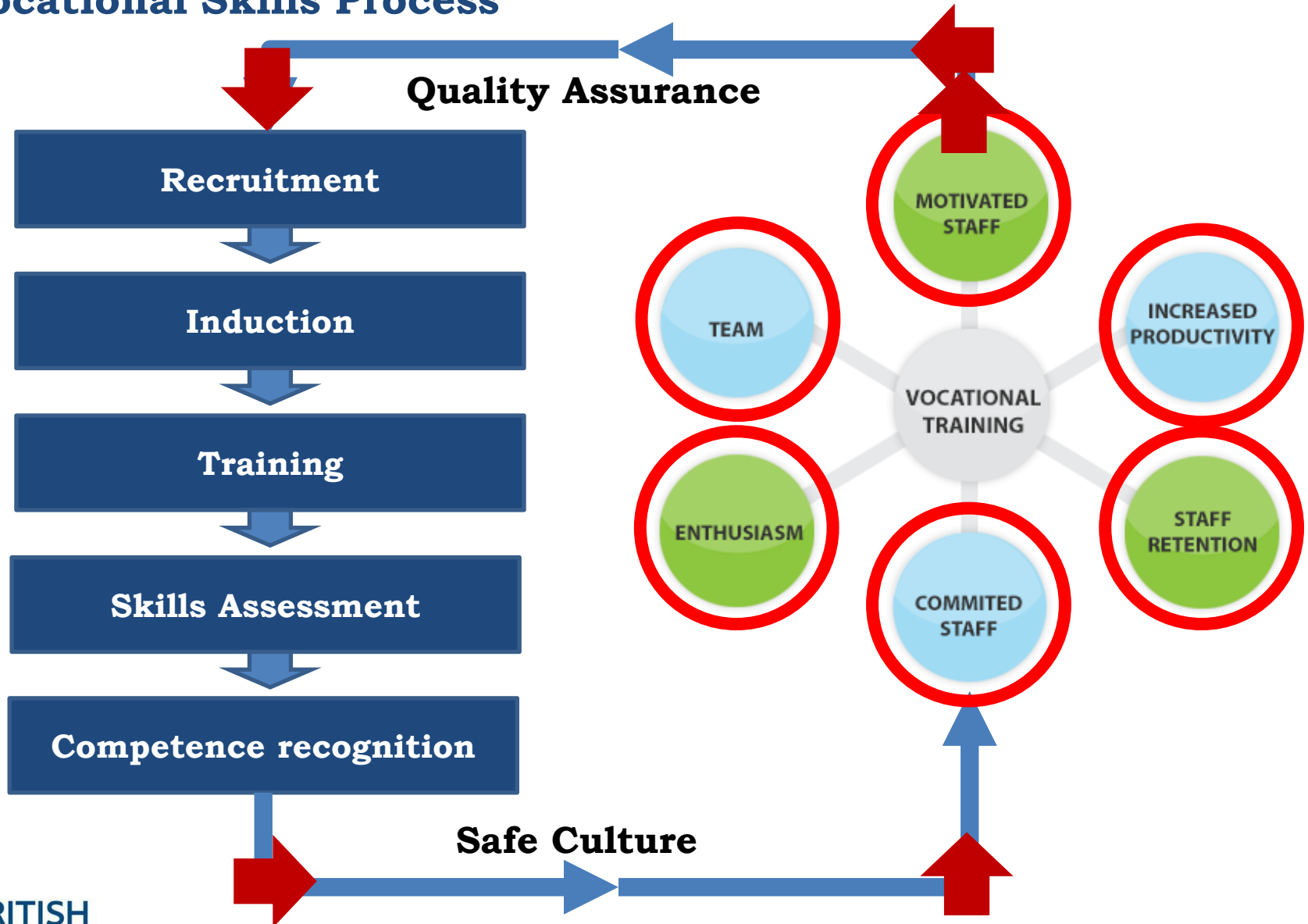
We offer our employers and international customers an end to end, one stop shop range of training and skills solutions.



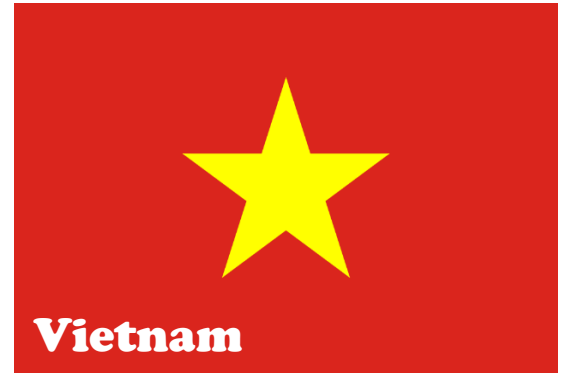
A globally transferable skills cycle



Vocational Skills Process



**Case
Studies**

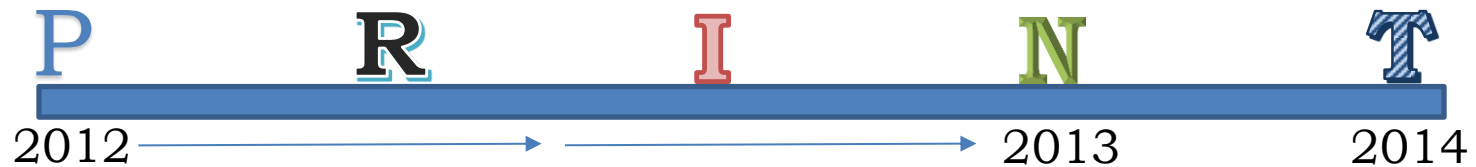


Egypt:

Industrial partners in Print and Creative Media since 2012

Project 1: Development of Print Skills Strategy

Project 2: Capacity building for skills standards and training



P Produced a new long-term print industry **skills strategy**

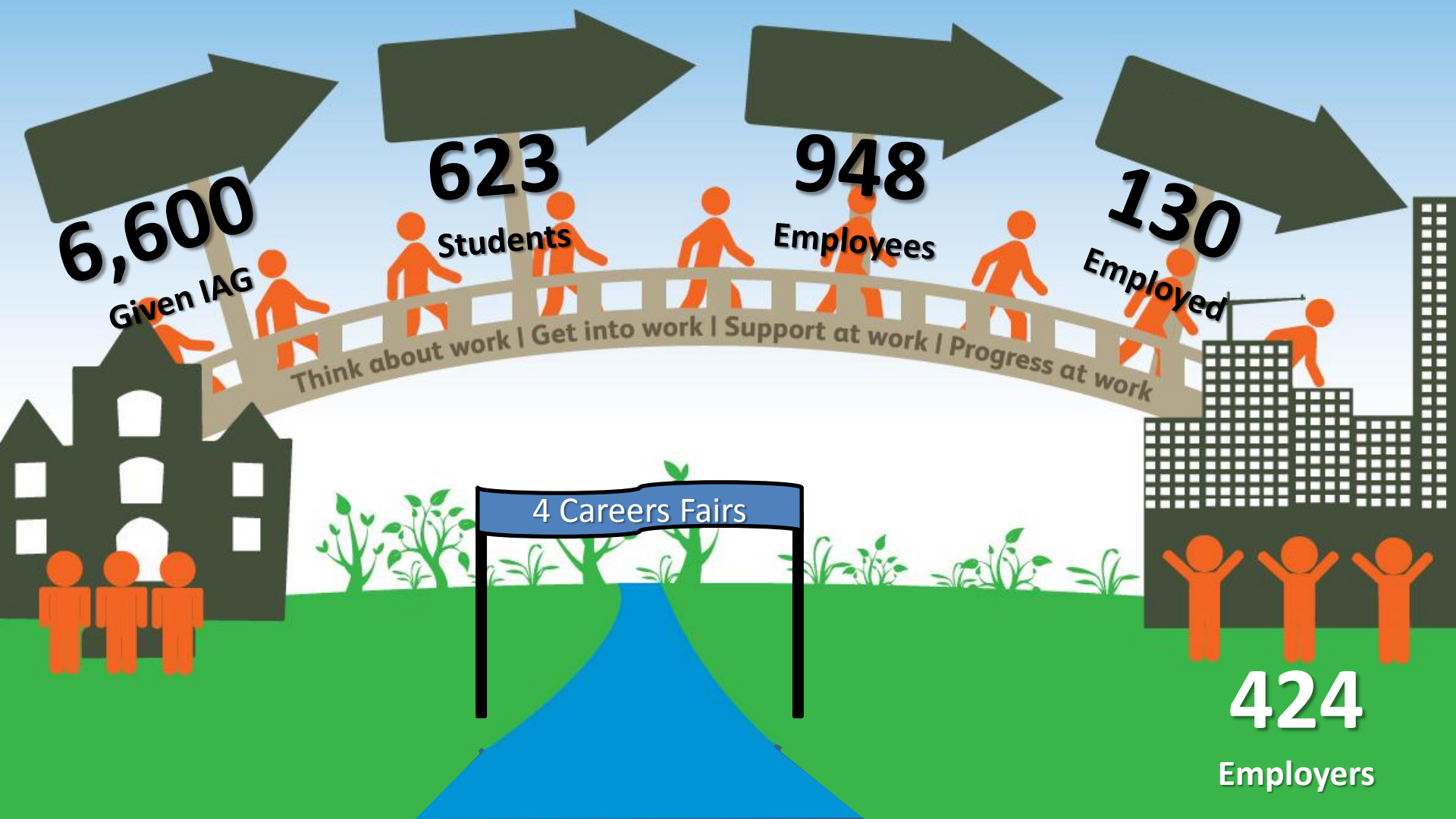
R Robust **job standards developed** and adopted by industry

I **Industry and stakeholders** involved through **ownership**

N **Nurtured interest and talent** of students and job seekers

T Trained **industry skills** for **job creation** and **career enhancement**

BRIDGING THE SKILLS GAP



The future is skills



Developing approved training centres



Support skills for existing staff & job entrants



Informing and engaging with employers



Creating industry focussed training that employers will invest in



Reviewing and build robust quality systems



Measure and promote the impact and benefit of training

**Deliver industry based skills training to
2000 more potential employees in 5 years**

