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# GLOBAL SKILLS

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# KEY SUCCESS FACTORS

  
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**for international cooperation  
in the field of Vocational  
Education and Training**

# VOCATIONAL EDUCATION

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## AND TRAINING – WORLDWIDE IN GREAT DEMAND

31. August 2012



**JACKIE'S  
NEW JOB**

Jackie Bray, a mechanic and single mom, was laid off from her job

Siemens needs specially trained workers for its new factory

Siemens partners with a local community college to create laser and robotics courses

Jackie enrolls in the new program and Siemens pays her tuition

Jackie is hired at the Siemens factory after completing her training

# VOCATIONAL EDUCATION



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**AND TRAINING – WORLDWIDE IN GREAT DEMAND**

  
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- **supports development, stabilization and democratization**
- **advances economic growth and employment creation**
- **key factor to fight youth unemployment**
- **Companies are in need of qualified and skilled personnel, especially in developing countries.**





# BEST PRACTICE



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## GPATl – VOCATIONAL TRAINING MADE IN KARACHI, PAKISTAN



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- **Cooperation between German companies (e.g. BASF, Lufthansa Cargo, Mercedes, Siemens) and institutes of vocational training in Karachi**
  - **Project structure contains 14 curricula; financed through German companies, Pakistani foundations and BMZ; implementation through GIZ; supervision by the German Consulate General Karachi**
- **Conveyance of know-how, English language skills and computer skills**
  - **First MoU in February 2013 with BASF; Siemens started vocational education in March 2013, other companies will follow**

# BEST PRACTICE



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## EMPLOYMENT PACT TUNISIA



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- **Many interest groups involved: ministries for education and employment, authority for vocational training, nine state professional schools, associations and (German) corporations**
- **Collective dialogue process: German program partners as moderators and know-how providers**
- **Configuration of the educational program and their reasonable division between the two teaching locations**
  - **corporation and professional school**

# BEST PRACTICE



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## GERMAN-THAI DUAL EXCELLENCE EDUCATION



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- **first vocational training initiative driven by the private sector (three corporations (BMW, Bosch, B. Grimm))**
- **under the umbrella of the German embassy, GIZ and the Chamber of Commerce**
- **mutual coordination body: assures quality standards, adjusts curricula for mechatronics, trains the trainers etc.**
- **search for apprentices and definition of training programs based on requirements of the economy.**

# KEY SUCCESS FACTORS

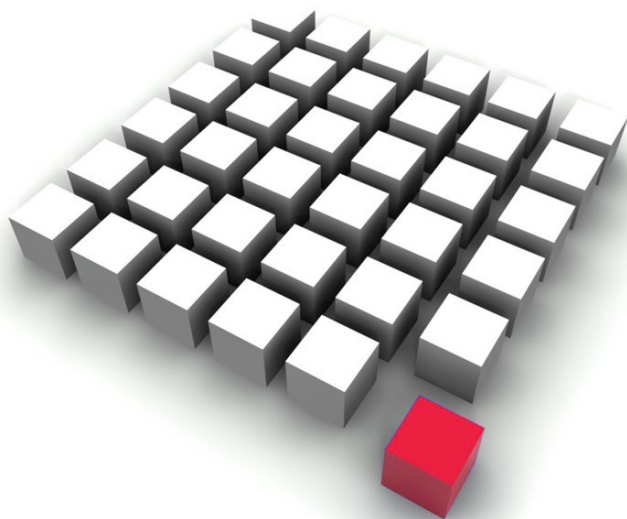


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## FOR INTERNATIONAL COOPERATION IN THE FIELD OF VET

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**In its daily work the  
“Task Force Vocational Education and Training”  
(Arbeitsstab Berufliche Bildung)  
has identified five elements  
characterizing most of the  
successful projects of  
vocational training and education.**



# KEY SUCCESS FACTORS



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### 1. German corporations

**Overseas commitment of German corporations that provide vocational training and education and that are convinced of the quality of the dual system is essential, so they become believable ambassadors face to face with the local industry.**

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## 2. Local schools

**These corporations require local educational facilities that can play the role of the German „Berufsschulen“ so that corporations can coordinate the curricula with those local schools.**

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## **3. Chambers of Commerce**

**The chambers of Commerce as representatives of the formal economy have an excellent overview of local actors and of supply and demand. They are important for certification and quality assurance.**

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## **4. Diplomatic representation**

**In this sense the assistance of the diplomatic representation is not only welcome but also a precondition for bringing governments, chamber associations, economy and educational establishments together.**

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### **5. Governments in the destination country or embassies in Germany**

**Without the governments of the destination countries all efforts will remain pilots or isolated applications without any depth effect in the long run.**



# ADVERTISING



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## THE DUAL SYSTEM OF VOCATIONAL EDUCATION AND TRAINING



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### Example Vietnam



**Photo exhibitions about VET received substantial attention from the Vietnamese society and increase the prestige of VET.**

**These exhibitions were carried out as part of a GIZ-campaign to improve the image of vocational training and education. They included photos of successful company's founders who have benefited from VET as well as their success stories.**

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**Thank you for your kind attention.**