



Experiences of Latin America and Caribbean Institutions using SENAI's Prospecting Model

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The Objective of the Model



- ▶ To anticipate the demand of vocational training in order to eliminate or reduce the lack of qualified workers due to:

Enterprise inability to source qualified workers in the labour market

Mismatch between workers knowledge and Enterprise requirements

Background Training Cycle

Sector Studies

Direct enquiries
to industrial
sectors

Teaching
learning
analysis

Curricular
Design

Teaching
Material

New Premises

Educational
Technologies

Teacher Training

T I M E

for
Change

1980's – 90's accelerated dissemination of micro
electronic-based technology

Questions Answered through the Model

How many workers will be necessary in the near future?



Answered through the development of a data model

What will their necessary occupational profile be?



Answered through technological and organizational perspective

Interaction between these two methodologies is the core of SENAI Prospective Model

Uses of the Model

Occupational Profiles

Identification of growing occupations and occupations decline

Technological update of VTIs

Boosting technological dissemination



Experiences Latin America & the Caribbean

LIFE NEEDS
the Caribbean



SENAI Prospecting Model – Jamaica



Used in the Hotel and Restaurant Services Industry to identify:

Emerging technological innovations

Current & future occupational areas that would be impacted

New skills sets that will be required to perform effectively

Technologies Expected to Impact the Hotel & Restaurant Services Industry



Tourist promotion
virtual reality
systems

Geo-marketing
applications

Fifth-range foods

State of the art
electronic
transaction devices

Sustainable
buildings

Smart label
containers

Emerging Occupational Areas

Interface
Manager

Food Stylist

Food
Technologist





Occupational Areas to be Impacted



Chef



**Customer
Service
Representatives**



**Marketing
Specialists**



Environmentalists



Tourism Manager

SENAI Prospecting Model – Dominican Republic



Tourism and Hospitality Sector

Emerging Technologies

Thermomix

Point of Sale

Electronic Marketing

Vacuum Packed Meals

Ozone Water

Fourth and Fifth Range Products

New Culinary Trends

Haute cuisine in casual places

Affordable haute cuisine

Fifth & fourth range products

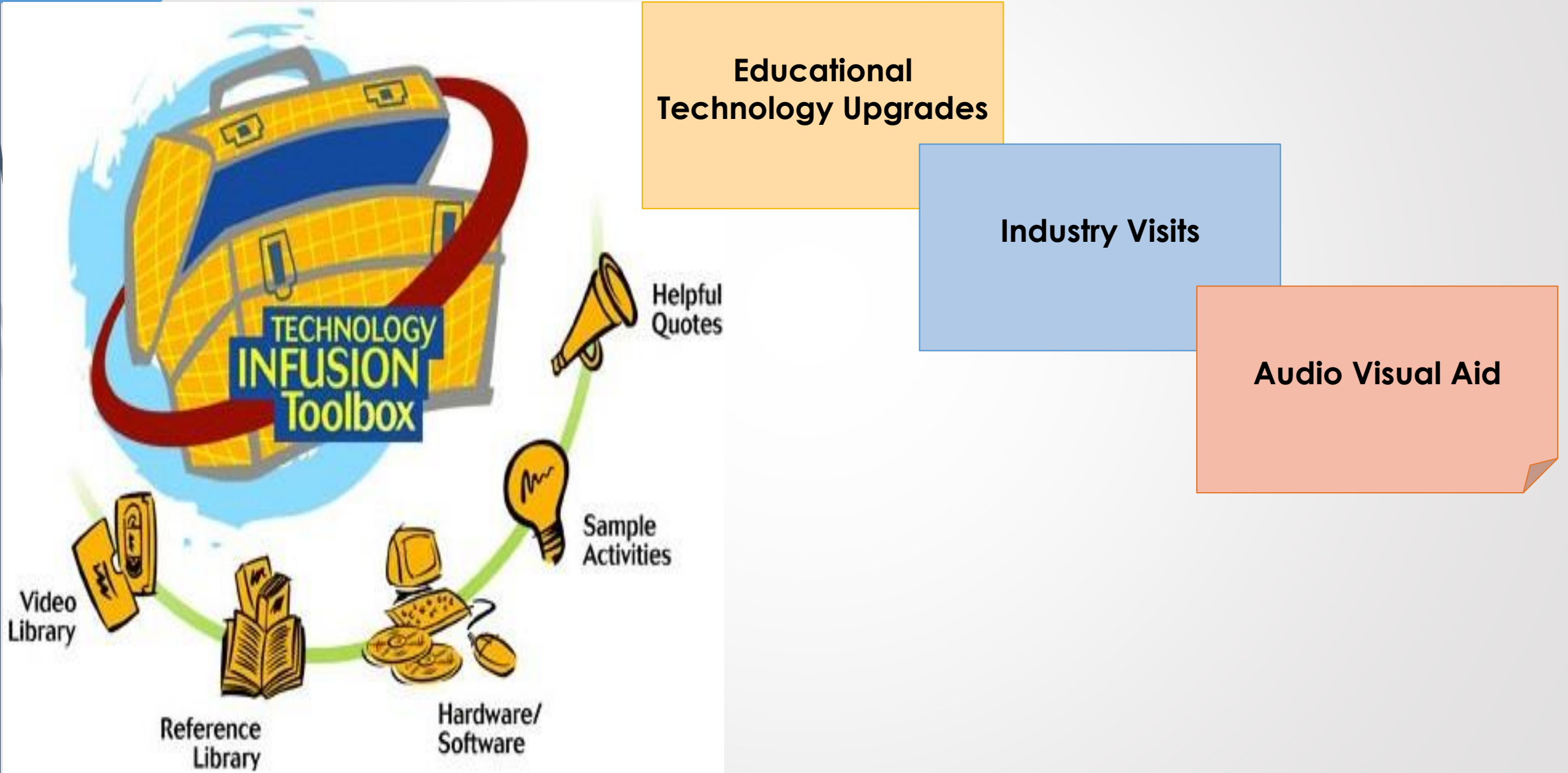
New reservation systems

More importance on service performance

Gastronomy as a symbol of cultural identity



Infusing Technology in Training



SENAI Prospecting Model – Trinidad & Tobago

Tourism and Hospitality Sector



Emerging Occupations

Sustainable Technology Advisors

- Knowledge of sustainable buildings
- Be able to guide tourism development planners
- Trained in sustainable development and environment management

Customer Relationship Management Specialist

- Knowledge of Information Technology (IT) & creating customer data base
- Use database for relationship marketing
- Competent in customer service, management & IT

SENAI Prospecting Model – Sint Maarten

Hotel Sector



SENAI Prospecting Model – Sint Maarten

Fast Dissemination Technologies	Traditional Dissemination Technologies
Technologies which will reach 2/3 of their potential application in the market by 2019	Technologies which will reach 1/3 of their potential application in the market in 2019 and 2/3 in 2024

Emerging Technologies

Mobile
check in and
out system

Smart TV

Mobile Point
of Sale
System

Electronic All
Inclusive
Bracelets

Cell Phone
as Key

Occupational Trends



Digital Services,
Software
Technicians

Language and
Communications
Specialists

Digital Billing &
Accounting

Telecommunicati
ons Specialists

Logistics
Management

Countries Using the Model

Construction Sector

Costa Rica

El
Salvador

Dominican
Republic



Countries Using the Model

Guatemala – Hotel & Tourism Sector



SENAI Prospecting Model – CANTA

Countries Using
Model

Jamaica
Trinidad & Tobago

Countries Not Using
Model

Antigua
Suriname
British Virgin Island
Belize
Dominica
Grenada
Guyana

Countries Interested
in Using Model

Antigua
Grenada

Challenges



Mobilizing the
experts

Stakeholders
having limited
awareness of
emerging
technologies

The Way Forward



