

The Partnership approach

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The Partnership Approach between Vocational Education Institutions and Enterprises

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Abstract—The discrepancy of the skills offered by the vocational education institution and the demands of the industry presents challenges to be overcome. The vocational education system must be responsive to the needs of the twenty-first century labour market. The gap between the skills offered by the vocational education institutions and the demands of the industry could be bridged using the mutual partnership between both parties. Therefore, the aim of this present study is to explore the partnership approach between vocational education teacher education institutions and enterprises in Indonesia. Qualitative approach was employed in this study. This study involved 20 lecturers from 6 vocational education institutions in Indonesia. The data were then analyzed using content analysis. The results showed that the vocational education institutions had specific purposes of the partnership with the industrial sectors, they had a set of criteria which became factors of choosing a partner from the industrial sector, and the process of initiating partnership began with minutes of meeting, proceeded with the memorandum of agreement and the last one was the memorandum of understanding.

Keywords—partnership approach, vocational education,

I. INTRODUCTION

One of the main problems in vocational education institutions is the discrepancy between the skills offered by the vocational education institution and the demands of the industry (Baqadir, 2011; Rao., et al, 2014; Almeida, Behrman, Robalino 2012). The development of an education and training system which could be responsive to the needs of the twenty-first century labour market present a challenge for vocational education (Karoly & Panis, 2004). In Australia, vocational education institution must stay relevant with the needs of the enterprise and also compete with registered training organization to gain students (Callan and Ashworth, 2004). One of the factors causing the discrepancy

is that the formulation of the curriculum does not integrate the feedback or inputs from the industrial sectors.

The gap between the skills offered by the vocational education institutions and the demands of the industry could be bridged using the mutual partnership between both parties. Partnerships involve collaboration which functions to facilitate the distribution of a service or product, and to share resources to increase the value of the product or service for suppliers and customers (Batorski & Hughes 2002). Using this definition, the partnership between vocational education institutions and industry is expected to increase the quality of the curricula and eventually improve the quality of the graduates. Therefore, the aim of this present study is to explore the partnership approach between vocational education teacher education institutions and enterprises in Indonesia.

II. METHOD

Qualitative approach was employed in this study to gather thorough description about the partnership approach between vocational education institutions and industrial sectors. The data collection involved 20 lecturers from 6 vocational education institutions in Indonesia. The data were then analyzed using content analysis. According to Fraenkel and Wallen (2000), the aim of content analysis is to study human behavior indirectly by analyzing their communication. Structured interview was conducted to collect the data. Purposive sampling was conducted in this study to obtain samples specific to the purpose of the study. The criteria which must be met to become the samples of this study were a) having the teaching experience minimum 5 years, b) having a prior experience of initiating collaborating with industrial sectors, and c) minimum functional position of assistant professor.

correspondents	The number of	With enterprises	
1	A department	10 years	Associate Professor
2	A department	6 years	Associate Professor
3	A department	11 years	Associate Professor
4	A department	7 years	Assistant Professor

correspondents	The number of	With enterprises	
5	A department	8 years	Assistant Professor
6	A department	6 years	Associate Professor
7	A department	11 years	Associate Professor
8	A department	10 years	Assistant Professor
9	A department	7 years	Assistant Professor
10	A department	8 years	Associate Professor
11	A department	8 years	Associate Professor
12	A department	5 years	Associate Professor
13	A department	6 years	Associate Professor
14	A department	9 years	Associate Professor
15	A department	10 years	Assistant Professor
16	A department	5 years	Assistant Professor
17	A department	12 years	Associate Professor
18	A department	7 years	Associate Professor
19	A department	8 years	Assistant Professor
20	A department	9 years	Assistant Professor

III. RESULTS AND DISCUSSION

The results of the study were categorized in three majors themes:

- The purpose of the partnership with the industrial sectors.
- The factors of choosing the partners.
- The process of initiating partnership

A. The company offers a joint training for the students

When a certain company accepted the joint training offered by the vocational education institutions, the vocational education institutions would choose that company. Joint training could complement the skills of the students which could not be improved by the vocational education institutions. The real world experience of working in the field was the main benefit of the joint training. The vocational education institutions also preferred the company which offered a guided field work practice for the students.

The Process of Initiating Partnership

The process of making the partnership official began with the communication between two parties. The very first process was the representative of the vocational education institutions coming to the company to discuss about the possibility of partnership. The sign of initial agreement was the signing of minutes of meeting document. If the relationship between two parties went as expected, it was proceeded with the signing of memorandum of agreement signed by the Dean of the faculty and the representative of the company. The highest partnership legalization was in the form the memorandum of understanding signed by the rector and the leader of the company. However, at the level of memorandum of agreement, the partnership could still be carried out in a limited scope.

IV. CONCLUSION

The results of the study could be concluded as follows. The purposes of the partnership with the industrial sectors. The vocational education institutions approached certain companies to have a collaboration with these following purposes: a) to identify the skill needs of a certain company, b) to identify the compatibility of institution's curriculum and the enterprise's skill demands, and 3) to conduct joint training. The factors of choosing the partners. The vocational education institutions had set these following criteria before deciding to have a partnership with a certain enterprise: a) the company must have a good track record in the public, b) the company has reasonable standing in their own sector, and c) the company offers a joint training for the students. The process of initiating partnership. The partnership between vocational education

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