Key Issues Seminar

EFFECTIVE COLLABORATION AND NETWORKING: RECRUITERS, UNIVERSITIES AND SUPPLIERS

Facilitator: Carl Gilleard, Chief Executive, AGR

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AGENDA

- Scene setting
- Ideas and questions
- Open discussion
- End by 16.30

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SCENE SETTING

Is this an appropriate time to consider effective collaboration?

- Browne Review
- The Government's response
- Comprehensive Spending Review
- Employability statements, league tables, emphasis on outputs etc
- Rising levels of graduate unemployment

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HOW DO YOU ACHIEVE EFFECTIVE COLLABORATION?

“Knowing me – Knowing You”

3 key components:

- Shared agendas
- Mutual trust and respect
- Common language

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KNOWING ME – KNOWING YOU (Employer)

"I get a sense that universities see us primarily as 'cash cows"

"Sometimes I find universities are frustratingly slow to act"

"Why use one word when a dozen will do?"

"Universities are insular and difficult to penetrate

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KNOWING ME –KNOWING YOU (University)

"They don't give us credit
for what we have tried to change"

"He who pays the piper
shouldn't always call the tune"

"They don't articulate their needs clearly"

"They don't understand the
processes that are required
to validate changes in course"

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ISSUES FOR CONSIDERATION

- What are the barriers to effective collaboration and how do you overcome them?
- What shared agendas might there be?
- Can we identify examples of good (and maybe bad) practice? What works and what doesn't work?
- What networks exist that we can tap into?

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SHARED AGENDAS

Students and graduates who:

- Can hit the ground running
- Are better prepared for the experience
- Are able to think outside the box
- Can reflect on their learning
- Can organise their time effectively
- Are committed
- Are flexible and adaptable
- Can cope with change
- Are literate and numerate
- Can meet deadlines
- Are able to identify new opportunities to develop themselves and their organisation/institution

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EXAMPLES OF AREAS FOR EFFECTIVE COLLABORATION

- Curriculum development and delivery
- Sponsored and co-funded degrees
- Skills development
- Workforce development/graduate development programmes
- Supporting the transition from student to worker
- Careers activities – presentations, fairs etc
- Work experience – placements, internships
- Student sponsorship, bursaries, competitions and prizes
- Recruitment services
- Tailored foundation degrees
- Advisory boards etc
- Placements for academics and employers

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USEFUL NETWORKS

- The Association of Graduate Recruiters
- The Association of Graduate Careers Advisory Services
- Chambers of Commerce
- Advisory Boards
- Others?????

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