New International Business Development

Some thoughts on the practical development of international work.

Lowell Williams
Principal
Dudley College

The traditional model

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Our revised business model

Working 'in-country' with government and quasi-government organisations.

Working 'in-country' with employers, particularly multinational corporations with UK operations.

Working 'in-country' and in partnership with host education & training institutions.

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Case Study 1 – Saudi Arabia

1

Working in-country with government and quasi-government organisations.

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Case Study 1 – Saudi Arabia

TECHNICAL AND VOCATIONAL EDUCATION AND TRAINING

BRITISH COUNCIL

ilm Institute of Leadership & Management

- Capacity building with Managers in Saudi technical colleges.
- Procured by tender.
- Programme developed in consultation with British Council and TVTC.
- Product on sale: 'best practice in UK Further Education System.'
- Considerable appetite for more!

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Case Study 2 – Global mail delivery company

2

Working in-cou with employers, pa arly multinatio rporations.

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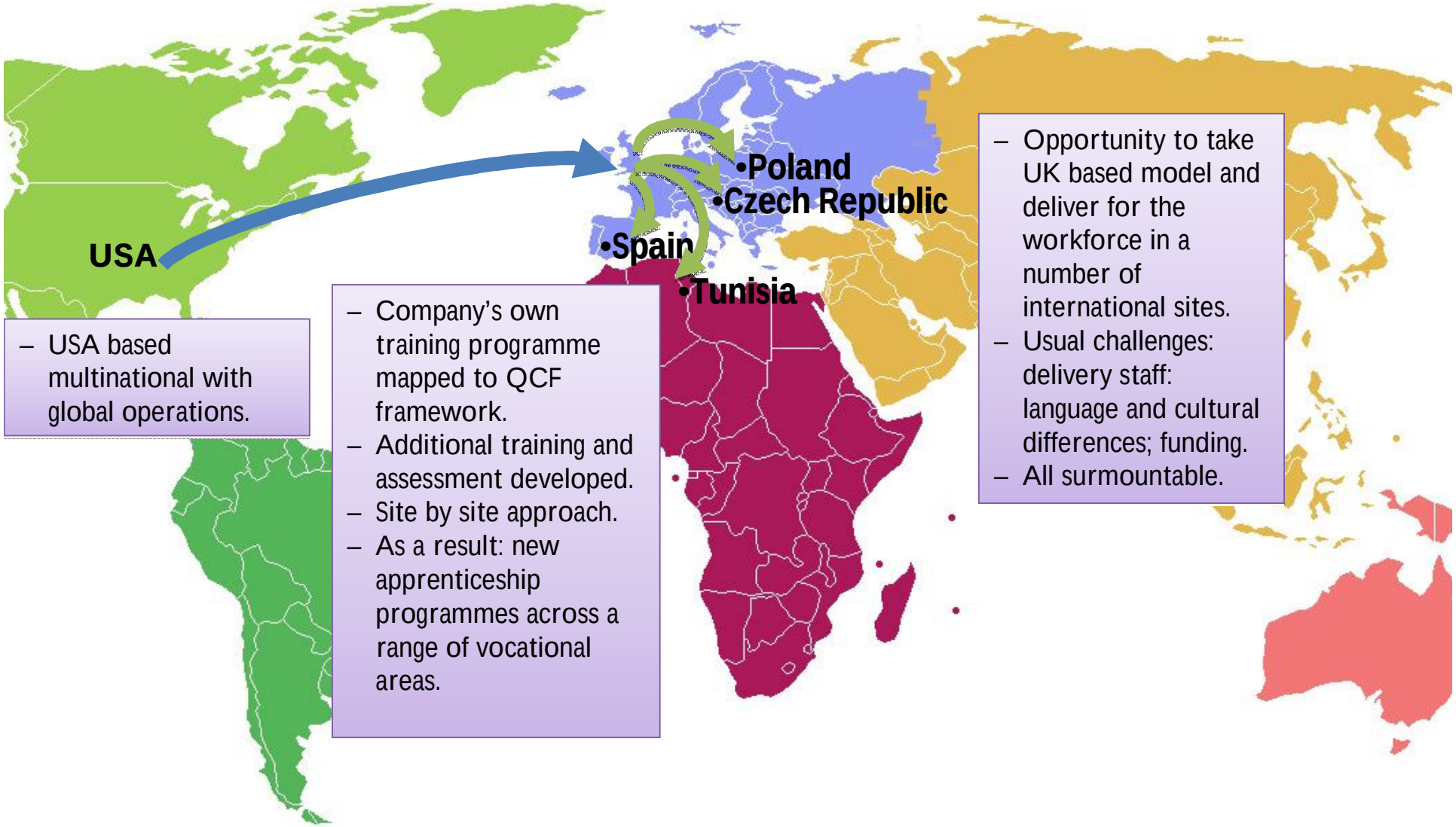
Case Study 2 – Global mail delivery company



- USA based multinational with global operations.

- Company's own training programme mapped to QCF framework.
- Additional training and assessment developed.
- Site by site approach.
- As a result: new apprenticeship programmes across a range of vocational areas.

- Opportunity to take UK based model and deliver for the workforce in a number of international sites.
- Usual challenges: delivery staff: language and cultural differences; funding.
- All surmountable.

Case Study 3 – Turkish Technical College

3

Working in-country in partnership host education & training institution

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Case Study 3 – Turkish Technical College

One year in-country delivery

+

One year UK study

- Direct link with in-country institution.
- Facilitate approval with awarding body in UK.
- Local institution empowered to deliver in-country.

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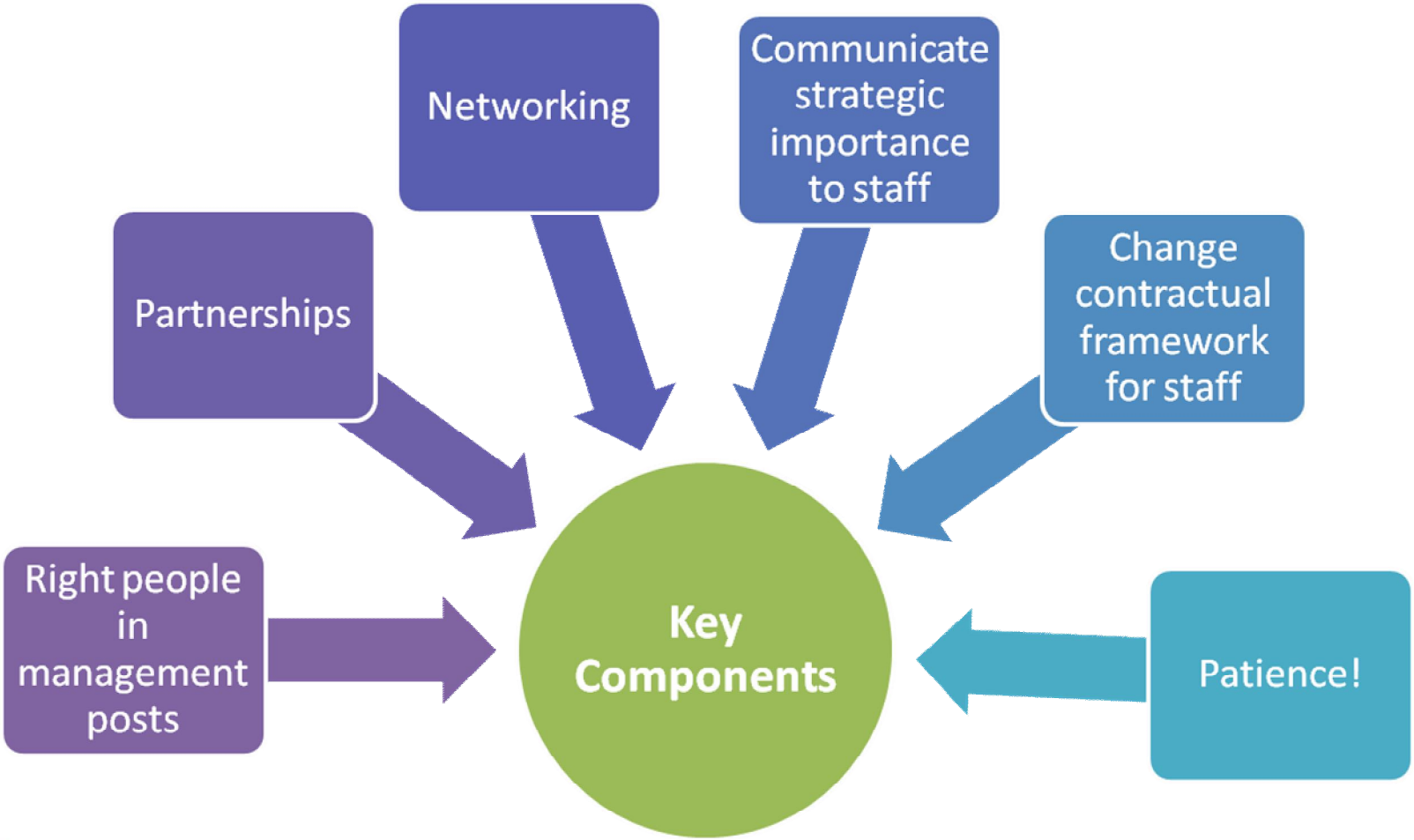
Making it all happen!



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Thank you!

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