

School Industry Collaboration Recent Case Studies from China

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Case study sources from:
The Professional Education Research Team,
The China Institute for Educational Finance
Research (CIEFR), Peking University
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Overview

1

Different forms of cooperations on vocational education mainly include co-establishing institutions by business and academia, businesses investing and sharing resources with existing institutions, and training programs designed by companies.

2

Most successful cases of vocational education cooperation in China would receive some sort of support from the government and/or dedicated companies. The share of human resources, both in teachers and outcoming students, is common. Some would also include more comprehensive sharing among cooperating parties.

3

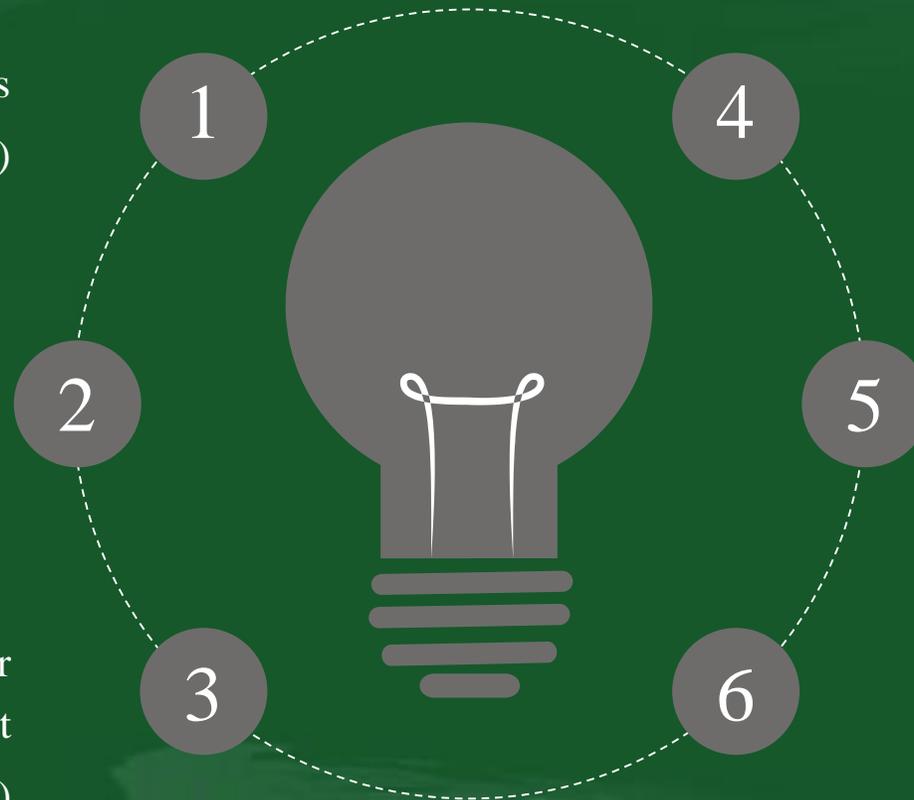
Different strategies and structural designs may apply to specialize the cooperation so that it would be best in line with the needs of a particular industry. Both the educational institution, the students and the companies need incentives to continue the cooperation in the long term.

Highlights

Leading Intra-Industry Cooperations
(Case #5, #9, #10)

Financial Incentives for
Students: Flexible Payment,
Scholarships
(Case #1, #8)

Qualifications for Long-term Career
Development
(Case #1, #2)



Tri-Semester Designs to Balance
Academic and Practical Training
(Case #5)

Direct Business Profits:
Dividends, Public Listings,
Patent Profits Generations
(Case #3, #7, #8)

Evaluation Pressure on Companies
(Case #3, #7)

Case Study 1: Apprenticeship Scheme Taicang, Jiangsu



2 Taicang Municipal
Institutions
& 5 German-owned
Companies

Government Support

The government of Taicang development zone used to hold positions in the board of DAWT. Though the government has left the board now, DAWT still receive a supporting fund of one million RMB from government annually. The government will include professional training as part of the attracting FDI process. Forums were organized to enhance the cooperation between schools and enterprises.

Contract Establishment

The contract included the clear design for the rights and duties of schools, companies and students, incentives for enterprises through creating industry association and requiring the apprentices to serve the company for a certain period after their training period. There are also incentives for students to participate such as adequate training from programs hosted by German Chamber of Commerce, Shanghai.

Case Study 1: Apprenticeship Scheme in Taicang, Jiangsu



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Cost Sharing

- Enterprises: training field, equipment and supplies, cost of trainers
- Schools: teaching and student-living facilities, cost of teachers, and management fees
- Government: minor contribution through project bonuses or subsidies
- Students: prepay their training fees which will be returned to students over a five-year period after graduation.

Introducing the Existing Experience from German Dual Training System

This will reduce the cost for course developments and other initial researches and designs.

Case Study 2:

BMW and Shenyang Equipment Manufacturing School, Liaoning



Shenyang Equipment
Manufacturing
Engineering School
& BMW Brilliance

Recruitment and Evaluation

The recruitment of the apprenticeships focuses on the potential candidates' qualities including humanistic accomplishment, professional cognition, and teamwork abilities. Students are continuously evaluated throughout both their trainings in school and the company, and will receive qualification certificates from the German Chamber of Commerce after their training period.

Cooperations between School and Business

Weekly meetings will be held to coordinate various sections of the cooperation. All students will be offered insurances for work injuries and other company responsibilities, and 30% of the students are to receive scholarships.

Case Study 3: Zhongshan Torch Polytechnic



Companies are to invest and possess shares in multi-dimensions: from facilities to management

Human Resources Sharing

Apart from receiving dividends from investments, those shareholding companies are also provided access to human resources. Over 100 company professionals are employed as adjunct teachers, and 60+ fulltime teachers are employed as technical consultants. Evaluations of the needs and quality of human resources will be conducted and published every year by a third party.

Access and Exit Mechanism

Companies that serve as practical training bases are evaluated at a regular basis. Those performing well are to be rewarded, while those that are dissatisfying will be requested to adopt rectification measures. If a company is no longer qualified for the cooperation program, the contract will not be renewed once it ends.

Case Study 4:

Changzhou Science Education City , Jiangsu



Changzhou Science and
Education City “3 in 1”:
Vocation Education,
Science & Technology,
Business

Inter-School Resource Share

- Constructed digital platforms for academic management to serve the selection, credit transfer and course development of over 50 public courses
- Co-employed over 300 teachers each year to provide the best education resource for all insitutions
- Opened facilities and information access for sharing across institutions within the city

Government Support

The government has provided support through preferential land policies, infrastructure constructions in housing and transportation, establishment of research funds and awards, subsidies in training and insurance, and overall administrative supports.

Case Study 5: Longxin College



Specialized Cooperation
between Corporate and
Educational Institute
within the Industry

Tri-semester Curriculum

The three semesters in each year will focus on different topics, from specialized techniques to general training, and will balance academic and practical training within each semester. Students will be able to match the needs of their specific future professional position at the time of graduate. The company will provide on-field videos for interactive education and analysis by professional engineers.

Industry Specialization

The college is co-established by the Longxin Group, a leading construction company, and Jiangsu Institute of Architectural Technology, a leading vocational school in the same industry. Longxin College is therefore highly concentrated in industry resources and specialized in its training designs to suit the industry's needs.

Case Study 6: P-Tech in the U.S.



P-Tech as in “Pathways
in Technology Early
College High School”

Human Resources Sharing

The teaching team is made up of different levels of professionals. Some are new and passionate youths in the field, while some are long-time professionals in the industry. Companies and P-Tech share the intellectuals in the team for their future developments.

Recruitment and Evaluation

Both recruitment and training of P-Tech focuses on STEM (Science, Technology, Engineering and Mathematics). However, the school does not keep potential students out due to their past academic performances and experiences. Students are evaluated throughout the training to provide learning incentives and up-to-date information for potential employers.

Case Study 7:

Polus International College, Sichuan



College Designated to
Serve an Industry
According to National
Strategic Needs

Classified Management

In order to match the best needs for both the college and the cooperating companies, a classified management is adopted. The companies are classified into three categories. Currently there are 57 key cooperating companies, 574 normal cooperating companies, and 265 potential cooperating companies

Patent Protection

As the college focuses on training students to serve in the general sector of healthcare and beauty industry, it also pays great attention to protecting the patent rights of its teachers and students. The college also provides great support to transforming patents into business profits, and has introduced products that sells over 20 countries with a yearly sales of 200 million RMB.

Case Study 8: Terena International



An IT Industry
Vocational Training
Company Now a Listed
Company on NASDAQ.

Innovative Business Model

In order to attract more students, the company provided a more practical strategy in training fees. The payment will be collected a small amount of 1,000 - 3,000 RMB at the beginning, and the rest of the fees are to be paid after the successful employment of the trainee. This payment can also be paid in installments.

Separate Levels of Training

The company will not only offer different levels of training programs, but will also suggest trainees to move to different program levels throughout their trainings according to their performance and potential level of employment, so that the trainees would be able to get the most out of their training and find the best possible job with their capabilities.

Case Study 9: Lenovo IT College



Reaching out to
Different Institutions
with Different Models to
Reach the Best Results

Separate Levels of Training

Lenovo has cooperated with different institutions and provided different resources to support training for potential human resources of different levels. PC+ engineeres, server engineers and Internet+ or Cloud engineers are recruited and trained differently through different programs and provided with different supporting projects to suit their potential professional positions.

Comprehensive Resource Sharing

The Lenove IT College in Jiangsu is one of the best practices of Lenovo in professional education cooperations. The college's curriculum design, management, teachers, innovation platforms and other resources are all co-established by Lenovo and the cooperating institutions in Wuxi, Jiangsu, and shared among them in future developments.

Case Study 10: Yongyou University



Vocational Education
Based on ERP Software

Industry Specialization

The training provided by Yongyou is highly based on their ERP (Enterprise Resource Planning) software, Yongyou. The training on the usage of this software will increase the competitiveness of their students. Different levels of cooperation both in and out of the Yongyou group will be able to match the students with their best potential employment outcome.