



Provision and Cooperation in Vocational Education and Training

Competence centres and networks open up opportunities for shared use of material and human resources and innovations. At Federal Government level there is a programme to support competence centres. More information on this is available on the BiBB website (www.bibb.de). More and more inter-company vocational training centres and vocational schools wish to pool their regional training infrastructure in competence centres. For continuing education and training establishments, too, this offers exciting prospects.

However, little is known about existing or envisaged cooperation links (networks), or about the associated risks and opportunities. We are therefore asking for your help with this survey, not least in order to generate new insights on how the Federal Government can support the development of competence centres.

1. What services do you offer for continuing vocational education and training?		<i>currently</i>	<i>planned</i>
1. Commissioned development of materials/courses.....	<input type="checkbox"/>	<input type="checkbox"/>	
2. Seminar-type courses, mainly taught face-to-face.....	<input type="checkbox"/>	<input type="checkbox"/>	
3. Formalised training/education courses leading to (vocational) qualification.....	<input type="checkbox"/>	<input type="checkbox"/>	
4. Training services in companies/workplace-based continuing education.....	<input type="checkbox"/>	<input type="checkbox"/>	
5. Corporate or institutional consulting.....	<input type="checkbox"/>	<input type="checkbox"/>	
6. Career consulting, career planning.....	<input type="checkbox"/>	<input type="checkbox"/>	
7. Welfare to work scheme.....	<input type="checkbox"/>	<input type="checkbox"/>	
8. Coaching, supervision (process monitoring).....	<input type="checkbox"/>	<input type="checkbox"/>	
9. Moderation, workshops, conferences.....	<input type="checkbox"/>	<input type="checkbox"/>	
10. Virtual learning (distance courses, e-learning, net-based training).....	<input type="checkbox"/>	<input type="checkbox"/>	
11. Manufacturer or supplier training.....	<input type="checkbox"/>	<input type="checkbox"/>	
12. Other (please specify):	<input type="checkbox"/>	<input type="checkbox"/>	

2. Do you agree with the following statements on the benefits <u>for your establishment</u> of cooperation links in education and training, research and technology transfer?			
	<i>yes</i>	<i>no</i>	<i>don't know</i>
1. The shared use of facilities and equipment can result in cost savings.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2. Sharing experience about methods of environmental or quality management is helpful.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3. The development of joint provision and the exchange of experts enables more flexible responses to training needs.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4. It is possible to develop a full-service offering tailored to the customer's requirements ("one-stop" service).....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5. Reciprocal help with marketing can give access to new groups of customers.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
6. Competition between training providers makes cooperation more difficult.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
7. No time to build and maintain contacts of this kind.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

3. Are you involved in long-term cooperation with institutions or companies?				
With whom and in what form?	<i>yes, informally</i>	<i>yes, contractually</i>	<i>yes, towards it</i>	<i>working no</i>
1. Vocational schools.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2. Inter-company vocational training centres (ÜBS).....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3. Adult education centres (VHS).....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4. Trade unions or their training establishments.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5. Chambers of trade, industry etc. or their training establishments.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
6. Business, sectoral, professional associations.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
7. Manufacturing firms.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
8. Service providers (e.g. business consultancies).....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
9. Technology consultancy and development centres.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
10. Employment offices/job centres.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
11. Local authority establishments/bodies.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
12. Universities, universities of applied sciences etc.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
13. Other research institutes (e.g. market research).....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
14. Trade fairs, industry congresses.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
15. Former customers.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
16. Other training providers.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
17. With several permanent partners in one alliance.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

No longer-term cooperation links so far (go on to question 6)

4. What is the focus of your informal or contractual cooperation links?		<i>informal</i>	<i>contractual</i>
On... ..shared use of facilities (premises, plant, equipment).....		<input type="checkbox"/>	<input type="checkbox"/>
...exchange of personnel.....		<input type="checkbox"/>	<input type="checkbox"/>
...the development and delivery of joint offerings.....		<input type="checkbox"/>	<input type="checkbox"/>
...the setting up and maintenance of joint databases.....		<input type="checkbox"/>	<input type="checkbox"/>
...a joint Internet site.....		<input type="checkbox"/>	<input type="checkbox"/>
...other (please specify):.....		<input type="checkbox"/>	<input type="checkbox"/>
5. How do you rate your past experience of cooperation links?			
<input type="checkbox"/> <i>very positive</i> <input type="checkbox"/> <i>somewhat positive</i> <input type="checkbox"/> <i>undecided</i> <input type="checkbox"/> <i>somewhat negative</i> <input type="checkbox"/> <i>negative</i>			
6. Which alliances of institutions and providers in the continuing education and training sector are you aware of (e.g. via their Internet site)?			
Name of alliance/network:			
7. Inter-company vocational training centres (ÜBS) are increasingly working towards developing into competence centres. Would you be interested in becoming a partner in a network with a ÜBS?			
<input type="checkbox"/> <i>yes</i> <input type="checkbox"/> <i>no</i> <input type="checkbox"/> <i>don't know</i> <input type="checkbox"/> <i>already a partner</i>			
If you answered "yes", what particular strength could your company contribute?			
Please specify:			
8. In the last 12 months, have you added courses on new subjects to your range of continuing education course offerings? <input type="checkbox"/> <i>yes</i> <input type="checkbox"/> <i>no</i>	9. In the last 12 months, have you withdrawn any courses from your range of continuing education course offerings? <input type="checkbox"/> <i>yes</i> <input type="checkbox"/> <i>no</i>		
If so, how many? <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	If so, how many? <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>		
With a total of <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> participants	Out of a total of <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> offerings.		
What prompted you to do this? Demand or suggestion from...	For what reason?		
<input type="checkbox"/> Potential participants	<input type="checkbox"/> Lack of demand from participants		
<input type="checkbox"/> Potential customers/companies	<input type="checkbox"/> Lack of demand from companies		
<input type="checkbox"/> Job centres	<input type="checkbox"/> No demand from job centres		
<input type="checkbox"/> State bodies	<input type="checkbox"/> No demand from state bodies		
<input type="checkbox"/> Other (please specify):	<input type="checkbox"/> No suitable tutors		
Is this provision listed in the KURS database? <input type="checkbox"/> <i>yes</i> <input type="checkbox"/> <i>no</i>	<input type="checkbox"/> No (adequate) funding		
	<input type="checkbox"/> Other (please specify):		
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10. a) What proportion of your turnover was from continuing vocational training in 2001?	b) How does this turnover break down by customer groups?	c) What is the trend in 2002 compared with 2001?	
<input type="checkbox"/> 0% <input type="checkbox"/> 1-25% <input type="checkbox"/> 26-50% <input type="checkbox"/> 51-75% <input type="checkbox"/> 76-100%	2001, in percent	rising level falling	
	0 1-25 26-50 51-75 76-100		
1. Private individuals.....	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	
2. Small or medium-sized businesses (up to 500 staff).....	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	
3. Large businesses (more than 500 staff).....	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	
4. Job centres/Federal Employment Services.....	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	
5. State, local authorities.....	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	
6. Other.....	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	

We are very grateful for your assistance.

(Return address will fit in a window envelope)

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Please post the completed questionnaire back to us or fax it to the following fax number: +49 (0)228/107-2985.
We recommend returning the completed questionnaire by post; faxes often arrive with missing or illegible sections and then require follow-up by telephone.