

PARTNERSHIP BROKERS

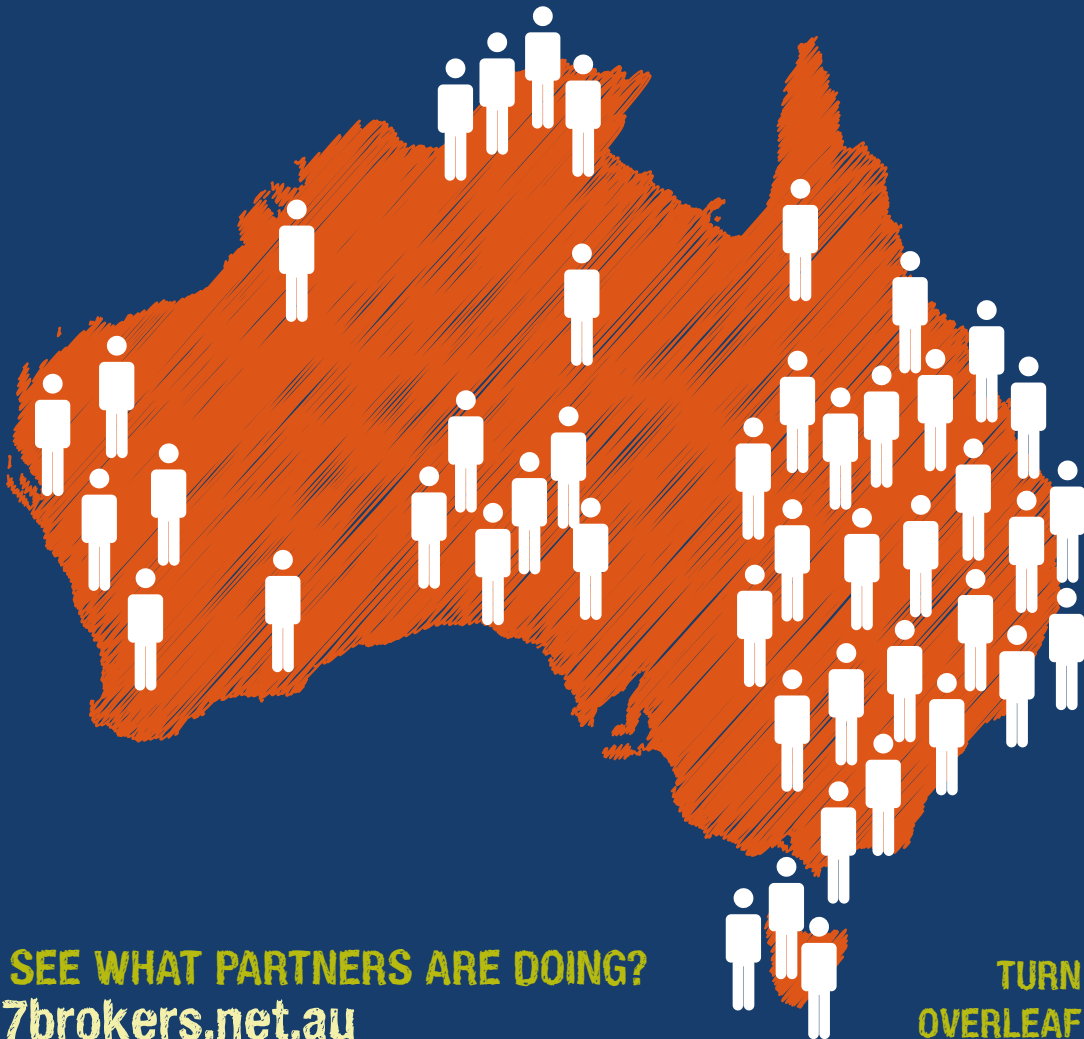
SCHOOL + BUSINESS + COMMUNITY



QUALITY TRANSITIONS

FOR YOUNG AUSTRALIANS

PARTNERSHIP BROKERS: SUPPORTING SUCCESSFUL TRANSITIONS



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TURN
OVERLEAF



BUILDING A FRAMEWORK FOR SUCCESSFUL TRANSITION

Since January 2010, School Business Community Partnership Brokers (Partnership Brokers) around Australia have developed partnerships to help young people complete a Year 12 or equivalent qualification and make a successful transition from school to further education, training and employment.

However, there are still a number of young people who are not transitioning well and this is having a significant impact on the ability of employers to meet their workforce needs, with implications for individuals, the economy and society more broadly.

The goal of the Partnership Brokers program is to engage business as partners in education, working alongside schools and their communities to develop the skilled workforce business needs to succeed in a competitive and dynamic global economy. Acting as independent intermediaries, Partnership Brokers strengthen connections between the education, business and community sectors and support them to act collectively to address issues impacting on young people's transition to the world of work.

The Partnership Brokers program currently supports over 2,500 partnerships around Australia involving more than 2,300+ schools, 1800+ businesses and 1900 community organisations, with new

WITH FALLING RATES OF YOUTH PARTICIPATION AND GROWING DEMAND FOR SKILLED WORKERS, PARTNERSHIP BROKERS WORK WITH SCHOOLS, BUSINESS AND THE BROADER COMMUNITY TO PROVIDE OPPORTUNITIES FOR THE

27%

OF YOUNG PEOPLE WHO ARE NOT FULLY ENGAGED IN WORK OR STUDY.

partnerships being created every week. These partnerships are assisting young people to engage in their education and become productive members of society.

Educating and preparing young Australians for the transition from school to further study and employment is a responsibility shared by education, business, families, communities and government. We all have a stake in their success.

The Australian Government's investment in the Partnership Brokers program since 2010 has laid a strong foundation for a collaborative, whole-of-community approach to youth attainment and transitions – but there is more to do.

PARTNERSHIP BROKERS BUILD PARTNERSHIPS TO ENSURE THE SKILLS YOUNG PEOPLE HAVE ARE THE SKILLS EMPLOYERS ARE LOOKING FOR. TO DATE, EVERY MAJOR INDUSTRY SECTOR HAS ENGAGED IN A PARTNERSHIP SUPPORTED BY A PARTNERSHIP BROKER.

CATALYSTS FOR CROSS-SECTOR COLLABORATION

The Partnership Brokers program is underpinned by the simple premise that by working together we can achieve outcomes that would not have been possible if each of us acted alone.

The partnership approach enables people and organisations from different sectors to share resources and expertise and develop innovative solutions to complex issues.

However, making connections, developing relationships and building partnerships between the education, business and community sectors can be difficult. Different sectors have different ways of operating and different drivers.

PARTNERSHIP BROKERS ARE INDEPENDENT BUT UNDERSTAND THE DIFFERENT CULTURES AND NEEDS OF THE EDUCATION, BUSINESS AND COMMUNITY SECTORS. THEY CAN ASSIST PARTNERS TO DEVELOP A SHARED GOAL, AND A PLAN OF ACTION TO ACHIEVE IT.

Acting as independent intermediaries, Partnership Brokers have been effective in building cross-sector partnerships based on core partnering principles of trust, respect and mutual benefit.

They use their relationships with a wide range of stakeholders to identify potential partners, bring them to the table and help them to agree on how they can work together to achieve mutual benefits.

Australia's network of Partnership Brokers is an important piece of infrastructure that provides a catalyst for the development of cross-sector partnerships at a local, state and national level.

The national network of Partnership Brokers has engaged with state and national level organisations and assisted in the spread of large scale, strategic partnership initiatives such as Work Inspiration.

'Partnerships' are not funded by the Australian Government. Instead, the Government has invested in a network of Partnership Brokers to provide a catalyst for partnership development and to build the capacity of schools, businesses and community stakeholders to work together, harness community resources and drive change.

PARTNERSHIP BROKERS BUILD PARTNERSHIPS THAT DELIVER SUSTAINABLE IMPROVEMENTS IN THE WAY SCHOOLS OPERATE AND INTERACT WITH THEIR COMMUNITIES AND ENSURE DECISION MAKING AND SCHOOL OPERATIONS ARE RESPONSIVE TO LOCAL COMMUNITIES AND THEIR YOUNG PEOPLE.

CONSOLIDATING THE PARTNERSHIP APPROACH

ONE OF THE GREAT STRENGTHS OF THE PARTNERSHIP BROKERS PROGRAM IS THE FLEXIBILITY TO TAILOR PARTNERSHIPS TO MEET THE SPECIFIC NEEDS OF SCHOOLS, BUSINESS, COMMUNITIES AND THEIR YOUNG PEOPLE.

The partnerships being supported by Partnership Brokers are as diverse as the communities they serve, however, they are bound by the common thread of preparing young people for a successful transition to the workforce.

It is only by working together that schools, businesses and the broader community can improve student outcomes, create a more agile and responsive education and training sector, and develop young people who are qualified and work ready.

Central to achieving this is engaging business as active partners in education; contributors and influencers in the learning and development of their future workforce.

This includes supporting the development of occupation specific skills, as well as generic employability skills that prepare young people for the world of work.

Cross-sector partnerships empower local communities by engaging them in decision making and the implementation of locally relevant initiatives.

Australia's network of Partnership Brokers builds the capacity of schools, businesses and community stakeholders to act collectively at a local, state and national level.

MANY OF THE INITIATIVES SUPPORTED BY THE PARTNERSHIP BROKERS PROGRAM HAVE BECOME 100% SUSTAINABLE AND NO LONGER NEED ONGOING SUPPORT, BUT OTHERS CONTINUE TO REQUIRE THE SUPPORT OF THE PARTNERSHIP BROKERS AS THEY MATURE; AND NEW INITIATIVES ARE NEEDED TO ADDRESS UNMET DEMAND AND EMERGING PRIORITIES.

LOOKING AHEAD

With governments under pressure to account for every dollar they spend, the Partnership Brokers program is delivering a clear return on the Commonwealth's investment.

A study conducted by Social Ventures Australia on Partnership Broker regions demonstrated that every dollar invested by the Australian Government in Partnership Brokers has been the catalyst for approximately \$5.50 of created social value.

The benefits being experienced through partnerships are significant, but they represent only the beginning of what is possible. Partnership Brokers are at the forefront of a cultural change where cross-sector collaboration will become the

norm, and partnerships between the education, business and community sectors will underpin Australia's enduring prosperity.

Given the broad ranging benefits to individuals, society and the nation, supporting collaboration by building the capacity of schools, business and community stakeholders to work together is a core role for the Australian Government.

IMPROVING SCHOOL TO WORK TRANSITIONS IS CRITICAL TO AUSTRALIA'S FUTURE PROSPERITY. SCHOOL, BUSINESS AND COMMUNITY PARTNERSHIPS ARE NEEDED TO ENSURE ALL YOUNG PEOPLE HAVE THE OPPORTUNITY TO REACH THEIR FULL SOCIAL AND ECONOMIC POTENTIAL.

PARTNERSHIP BROKERS

SCHOOL + BUSINESS + COMMUNITY

PARTNERSHIP BROKERS ARE WORKING ON REAL SOLUTIONS FOR THE 360,000 YOUNG PEOPLE WHO ARE NOT FULLY ENGAGED IN WORK OR STUDY.

OUR LONG TERM GOAL:

DEVELOP A MORE HIGHLY SKILLED LOCAL WORKFORCE EQUIPPED FOR THE GLOBAL ECONOMY BY ENGAGING BUSINESS AS PARTNERS IN EDUCATION

PARTNERSHIPS EMPOWER LOCAL COMMUNITIES



TO SOLVE THEIR OWN PROBLEMS, THROUGH SPECIALISED SUPPORT PROVIDED BY THE PARTNERSHIP BROKERS.



NEW PARTNERSHIPS CONTINUE TO FORM EVERY WEEK ACROSS AUSTRALIA.

INNOVATION:

THERE IS NO ONE SIZE FITS ALL APPROACH TO SUCCESSFUL TRANSITION FROM SCHOOL TO STUDY OR WORK.

FREE FROM ORGANISATIONAL BOUNDARIES, PARTNERSHIPS CAN DEVELOP INNOVATIVE AND DIVERSE SOLUTIONS.

THE POWER OF PARTNERSHIP:

BY WORKING TOGETHER WE CAN ACHIEVE OUTCOMES NOT POSSIBLE IF EACH OF US ACTED ALONE.

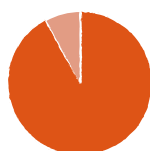


6,400+ ORGANISATIONS ARE INVOLVED IN **2,500+** PARTNERSHIPS BROKERED THROUGH THE PARTNERSHIP BROKERS PROGRAM.

WHO IS INVOLVED?

2,300+ SCHOOLS
1,800+ BUSINESSES
1,900+ COMMUNITY ORGANISATIONS
AROUND AUSTRALIA

EVERY MAJOR INDUSTRY SECTOR HAS ENGAGED IN A BROKER SUPPORTED PARTNERSHIP



92%

OF PARTNERS SAID THAT THEIR PARTNERSHIP IS ADDRESSING A REAL NEED IN THE COMMUNITY.



9 OUT OF 10 PARTNERS AGREE THAT THEIR PARTNERSHIP IS CONTRIBUTING TO IMPROVED EDUCATIONAL OUTCOMES FOR YOUNG PEOPLE.

90%

MORE THAN 90% OF PEOPLE INVOLVED IN A PARTNERSHIP WOULD RECOMMEND A PARTNERSHIP APPROACH TO OTHERS

THE INCREASE IN COMMUNITY CAPACITY ACHIEVED IS WORTH

\$5.50

FOR EVERY DOLLAR INVESTED BY GOVERNMENT

UNEMPLOYMENT

AMONG 15 TO 19 YEAR OLDS IS ALMOST 17% NATIONALLY. IN SOME DISADVANTAGED AUSTRALIAN COMMUNITIES IT IS ALMOST DOUBLE THIS FIGURE



ONE IN FIVE UNIVERSITY STUDENTS WILL DROP OUT BEFORE THE END OF THEIR FIRST YEAR.

MORE THAN HALF SAY THAT WHEN THEY CHOSE THEIR FIELD OF STUDY THEY DIDN'T KNOW WHICH DISCIPLINES WOULD LEAD TO JOB OPENINGS AND GOOD WAGE LEVELS.

PARTNERSHIP BROKERS WORK ON THE GROWING MISMATCH BETWEEN THE SKILLS YOUNG PEOPLE HAVE AND THE SKILLS EMPLOYERS ARE LOOKING FOR.

28%

OF EMPLOYERS SAY THEY WOULD TAKE ON MORE GRADUATES IF THEY HAD APPROPRIATE SKILL SETS.



YOUNG PEOPLE WHO CAN RECALL HAVING 4 OR MORE CAREER CONVERSATIONS ARE 5 TIMES MORE LIKELY TO BE IN WORK OR FURTHER EDUCATION.

THE FUTURE:

MANY OF THE INITIATIVES SUPPORTED BY THE PARTNERSHIP BROKERS PROGRAM HAVE BECOME 100% SUSTAINABLE AND NO LONGER NEED ONGOING PARTNERSHIP BROKER SUPPORT, BUT OTHERS CONTINUE TO REQUIRE THE SUPPORT OF THE PARTNERSHIP BROKERS AS THEY MATURE; AND NEW INITIATIVES ARE NEEDED TO ADDRESS UNMET DEMAND AND EMERGING PRIORITIES.

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