



sequa gGmbH
Partner of German Business

Background

Vocational Education and Training (VET) is one of the key areas of German development cooperation. It enables individuals to acquire, preserve and expand the abilities, skills, and types of behaviour that are necessary for gainful employment. Vocational education and training therefore is the basis for independent income and active participation in the working and living environment.

At the same time the availability of qualified personnel is an important precondition for the sustainable economic development of a country. Vocational education and training thus creates the foundation for the competitiveness of a national economy and decides a country's success in the global economy.

Labour-market oriented VET

Product Description

sequa mobilises the expertise of German private-sector institutions for development cooperation. Germany's chambers and associations run more than 800 vocational education and training centres. The 576 centres run by crafts institutions alone employ 15,000 trainers and organise an annual 100,000 vocational education and (further) training courses. The chambers of industry and commerce annually offer some 25,000 training events for some 350,000 participants both in the commercial as well as in the industrial and technical field. As public corporations, the German chambers are equally involved in the development of qualification standards and occupational profiles as in the definition of training contents and methods as well as the conduction of examinations and the certification of vocational degrees.



sequa's labour-market oriented VET products centre on the transfer of know-how through the direct exchange of experience and the utilisation of the vocational education expertise of German business membership organisations (BMOs). On this basis, sequa at all times aims at the direct involvement of local enterprises as well as on-the-job learning and the promotion of public and private sector cooperation on all levels. The objective is to develop a vocational and training system that is as demand- and practice-oriented as possible.

In most partner countries the role and responsibility the private sector plays in the respective national VET systems needs to be strengthened. sequa works towards this goal and concentrates on the micro- and meso-level. Accordingly, companies, vocational schools, chambers, associations, certification authorities and educational agencies are sequa's main addressees.

sequa's range of services include:

- Analysis and counselling for vocational education and training centres
- Establishment and counselling of institutionalised dialogue structures between the public and the private sector
- Development and adaptation of occupational profiles, qualification and examination standards
- Development and adaptation of curricula, teaching materials and exam papers

- Promotion of a targeted dialogue between businesses and vocational training centres for cooperative forms of training (vocational training committees, advisory boards, round tables etc.)
- Education and training of teachers, trainers and examiners
- Development and implementation of modular further training courses
- Development of career orientation and career counselling services
- Design and implementation of vocational preparation measures
- Adaptation, reorganisation as well as technology and equipment counselling for training workshops
- Measures for specific target groups (the unemployed, the socially disadvantaged, people with disabilities, migrants, etc.)
- Twinning with German VET institutions
- Organisation and implementation of qualification schemes in Germany
- Organisation and implementation of study trips
- Process support and project management
- Placement and assignment of short-term and long-term experts

Product Impact

Labour-market oriented vocational education and training generates the preconditions for economic growth. Every individual improves their chances of gaining employment and income. Companies become more competitive, productive and innovative. For the poor or the disadvantaged in particular, vocational education and training creates the opportunity for economic and social participation. Especially in the informal sector, it is therefore an effective tool to fight poverty and achieve inclusive growth.

Product Application Examples

Funded by the Federal Foreign Office, sequa is active in Tunisia to effect quality improvements in vocational education and training in the following sectors: renewable energies, tourism, auto mechatronics, metal and electrical engineering, plumbing, heating and air-conditioning, textiles, orthopaedic as well as welding and testing technology. Coordinated by the Tunisian Ministry for Vocational Education and Employment direct cooperation with selected vocational schools in the country is achieved. Twinning schemes with various German partners (chambers and associations) help adjust curricula in a demand-oriented manner, qualify trainers, modernise training workshops and promote cooperation with local enterprises.

Commissioned by the GIZ, sequa takes part in the establishment of a certification system for initial vocational training in Kyrgyzstan. The long-term and short-term experts delegated by sequa provide training and counselling support to the National Agency for Vocational Education and Training, the Ministry for Labour and Social Affairs and selected vocational education institutions in Kyrgyzstan targeted at an analysis of the current examination system, the developing of modules for the training of examiners, the composition of a certification manual and the development of a sustainable organisational certification structure under involvement of local businesses.

Funded by the EU „Investing in People“ Programme sequa implements the RIFA project. Through the integration of elements of the German Dual System, the project aims at improving the vocational training and education systems in Morocco, Benin and the Ivory Coast and at increasing the involvement of enterprises in VET. The project uses interregional reference analyses and cooperates with vocational education institutions from Germany, Brazil and Honduras for a direct exchange of experiences („peer learning“).