

# Demand Based Partnerships

Observations and Insights:  
TVET DIAGNOSTIC TOOL, PATHWAYS TOWARDS DEMAND-BASED PARTNERSHIPS



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# Organizational Background



The **Global Development Incubator (GDI)** is a global non-profit that builds startups and partnerships to address some of the world's toughest global development challenges. GDI is an expert in launching and operationalizing multi-stakeholder initiatives in youth employment, economic inclusion for the extreme poor, financing for smallholder farmers, mental health, climate, entrepreneurship technical assistance, SME finance, donor collaboratives, infrastructure finance, social enterprise leaders, and many others.

GDI Africa is an independent NGO headquartered in Nairobi, Kenya that works in partnership with the global network



*> 40 Initiatives launched*



# Observations and Insights

The Challenges of Public-private Partnerships

***In order to define vocational training as a public policy, the PPP must take into account the issues at stake in vocational training.***



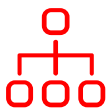
## **The challenge of the local level:**

An effective partnership will succeed in anchoring vocational training to the needs of the territory (region, department)



## **The issue of regionalization:**

should the concept of PPP be regionalized, for example through a directive of the West African Economic and Monetary Union (WAEMU) to ensure the same understanding and content at the sub-regional level, and adapt the application acts to each country?



## **The challenge of the autonomy of TVETs:**

The responsiveness to skill needs and labor market opportunities, the quality of learning mechanisms and approaches, as well as the possibility of recruiting professionals for training, depend to a large extent on the autonomy of VTC management, which implies a sharing of responsibilities.



## **The challenge of sustainability:**

the sustainability of the consultation frameworks and of the political and institutional dialogue will undoubtedly depend on the acceptance by the actors of the required repositioning of their respective roles, and on the proper articulation of the interests of each.



## **The challenge of coordination:**

It may be necessary to structure the networks of actors to facilitate the establishment of partnerships between compact blocks, both in the private sector and in the public sector in order to ensure complementarity and synchronization of support.

# Observations and Insights

Proposed framework for **Public-private Partnerships**

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*These are the four (4) domains of consideration within TVET systems that provide levers for change*

1

## **Strategic and operational planning**

Design and implement analysis-based private sector engagement strategies.

2

## **Curriculum and training**

Adopt and scale demand-based curriculum design. Embed partnerships in curriculum delivery, particularly with employer partners. Integrate and roll-out work-based learning opportunities within all training programs.

3

## **Institutional capacity**

Explore innovative TVET business models, and push for cost-share agreements with employer partners. Establish internal controls, and advocate for greater autonomy over programming with local and national governments.

4

## **Stakeholders management**

Invest in private sector engagement personnel or partnerships teams. Establish trainee profiling systems during intake, and regularly track alumni outcomes in the job market.

# Gichobi Stanley Mwangi

## Presenter profile



Stanley Gichobi Mwangi is a Senior Associate on GDI's Impact Escalated Portfolio team. Gichobi is a business design strategist, user researcher, and design thinker with more than 10 years of experience. As a design strategist, he has contributed to the development and execution of strategic frameworks and organizational processes. He focuses on discovering, researching, ideating, and testing new strategies, programs, and product concepts.

Prior to joining GDI, he worked for Volkswagen as a Business Analyst in Digital Transformation and Process Innovation. His other experiences include working for Kuza Biashara as Manager of Strategy and Partnerships, and as a Strategy Consultant for Reapra (Singapore), JUXTOPIA (US), BCD International (US), Taqdam (Lebanon). He also worked at Growth Africa, a premier accelerator, as a Growth Catalyst (Product Innovation), and Senior Innovation Analyst at Wylde International.

Thank *you!*