

# ESTABLISHING PARTNERSHIPS

- Trøndelag County has several Vocational Education and Training (VET) schools that are located in the coastal zone of Mid-Norway. One of these VET schools offers courses within the aquaculture sector towards young students age 16-19 (within the apprenticeship system) and for students from fish farming industry that are in full job.
- Both these educational tracks lead to a national qualification where their students may start working as husbandry operatives in a salmon hatchery or fish farming company.
- The North-Atlantic salmon and trout farming industry is challenged by rapid technological developments. Tools and methods are changing frequently, often every year.
- Two times per year this aquaculture VET school invites all the fish farming industry companies and their supplier companies in their region, to an open day where they discuss what should be prioritized in the courses they are going to offer the next year.
- Companies that would like to receive follow up conversations, are invited to separate meetings in order to discuss development of curriculum or specialized continuing training courses.

Photo: Meldal VET school



## EXAMPLE:

THE TRØNDELAG COUNTY  
MID-NORWAY

## EXHIBITION TRADE FAIRS

TO CONNECT FUTURE JOB APPLICANTS WITH  
POTENTIAL EMPLOYERS IN THE FIELD



# Program for a Exhibition Trade Fair

- Welcome speech by a well known industry leader.
- Speed dating on stands for 3 minutes, encouraging circulation.
- 'Stand browsing' for a period where people can spend additional time on the stands they are most interested in.
- Presentations by enthusiasts on specific career opportunities highlight exciting current and future opportunities and the competences required.
- Seminars for businesses. Meet VET provider's program leaders and exchange ideas.
- Shared lunch. Prospective learners have informal small group or individual discussions.

## TARGET GROUPS

PRE-VET LEARNERS AT SECONDARY SCHOOL, THOSE UNDERTAKING VET AND MATURE CAREER CHANGERS



Photos: Meldal VET school

### EXHIBITION TRADE FAIR

Every year the VET school organizes a one day long exhibition fair to promote career opportunities at a regional level. Companies and external organizations are actively involved, but discouraged from competitively selling their products or services.

Industry partners working with the VET providers as participants in education delivery are ideal advocates to support these events.

This secures a broad presentation of various employment sectors and job opportunities.

Each organization and

company participating is representing their sector and informs, motivates and engages students to start studying a program leading to a job in that sector.

Statistics and information are collected from attendees of the fair about their needs and experiences within the company they represent.

### THE STEERING GROUP

includes relevant stakeholders from the region. The conference 'program and organization' committee are constituted and composed of influential stakeholders with extensive networks who can assist organization and promotion and help to 'open doors'.

### THE PROGRAM

runs for a full day with the active involvement of staff from industry, career advice and support agencies, focussing on dialogue and advice to engage people (school age and mature career changers) in career discussions.

### THE GOAL

for the participants are to present career opportunities and associated competence and VET requirements within short and longer-term perspectives.



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