



Creating Sustainable Employer Relationships through Effective Matching.

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Aim: Explore methods of matching and employer engagement for industry placements.

Outcomes:

- ❖ Identify gaps in provision and create key points for action.
- ❖ Recognise a variety of matching models and apply these to route and pathway specific needs.
- ❖ Identify components of good practice when developing a sustainable employer engagement strategy.



We want to aim for this

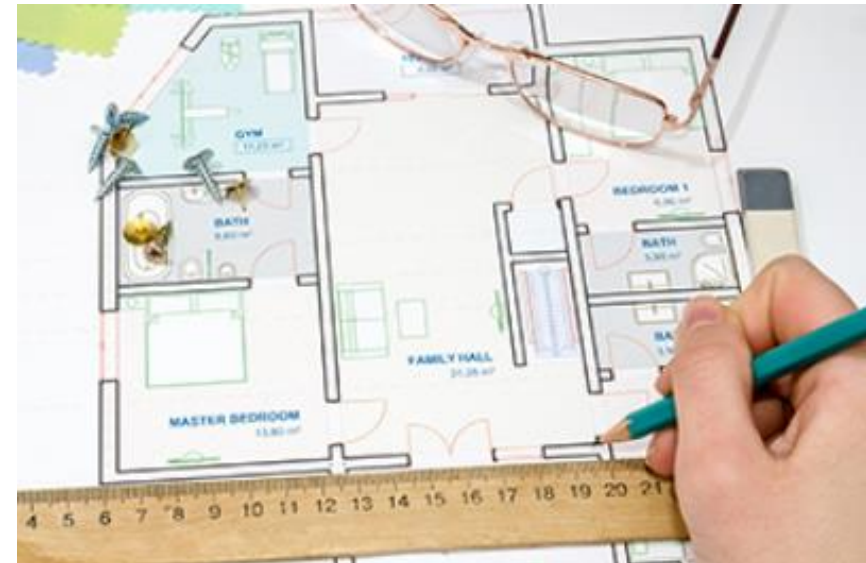


1 Understanding

Responding to need

Two Interesting Facts

- ▶ 12% due to employer reasons
- ▶ 26% non-completion



2
Methods

Matching the needs of both parties.



3
Ideas

Connecting Needs

Breakfast Meetings, Employer Visits, Projects

Connecting Points

THE CHALLENGE

Future Foundations

4 Sustainability



Sustainable Relationship Building

Consider **five key** components from the list below or add some of your own you believe to be the most essential for building a quality and sustainable relationship with an employer. Ideally leading to future opportunities for industry placements. Then explain and share your decision to the wider group.

Fairness	Transparency	Common Goals	Flexibility	Character
Integrity	Passion	Creativeness	Trust	Mutual Respect
Welcomes Diversity	Open Communication	Good Rapport	Managing Expectations	Mutual Understanding
Regular Contact	Emotional Intelligence	Active Listening	Professional Boundaries	Keeping Promises

Matching Methods
Floors 1-12



Executive Floors
Sustainability Methods &
Considerations

Basement
Lower Ground

1. **The basement** represents gaps in your current provision and is a storage place for future plans to address these gaps (staff training?)
2. **Matching methods**, which models can you use? Which suit pathways?
3. **Sustainability** represents how you can work collaboratively and strengthen relationships through meeting the needs of the employer to build relationships.