

If You Build it, They Will Come

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Overview

- Introducing Wintec
- What we're doing in Saudi Arabia
- The journey
- Lessons learned

Wintec

- Institute of Technology in NZ
- Vocational education and training, to Masters level
- Approximately 8000 EFTS
- 600 FTE staff; 300 academic, 300 professional; 7 sites

It's Story Time



Sitting comfortably? Then we'll begin.
“Once upon a time...”

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A Journey From Here to...



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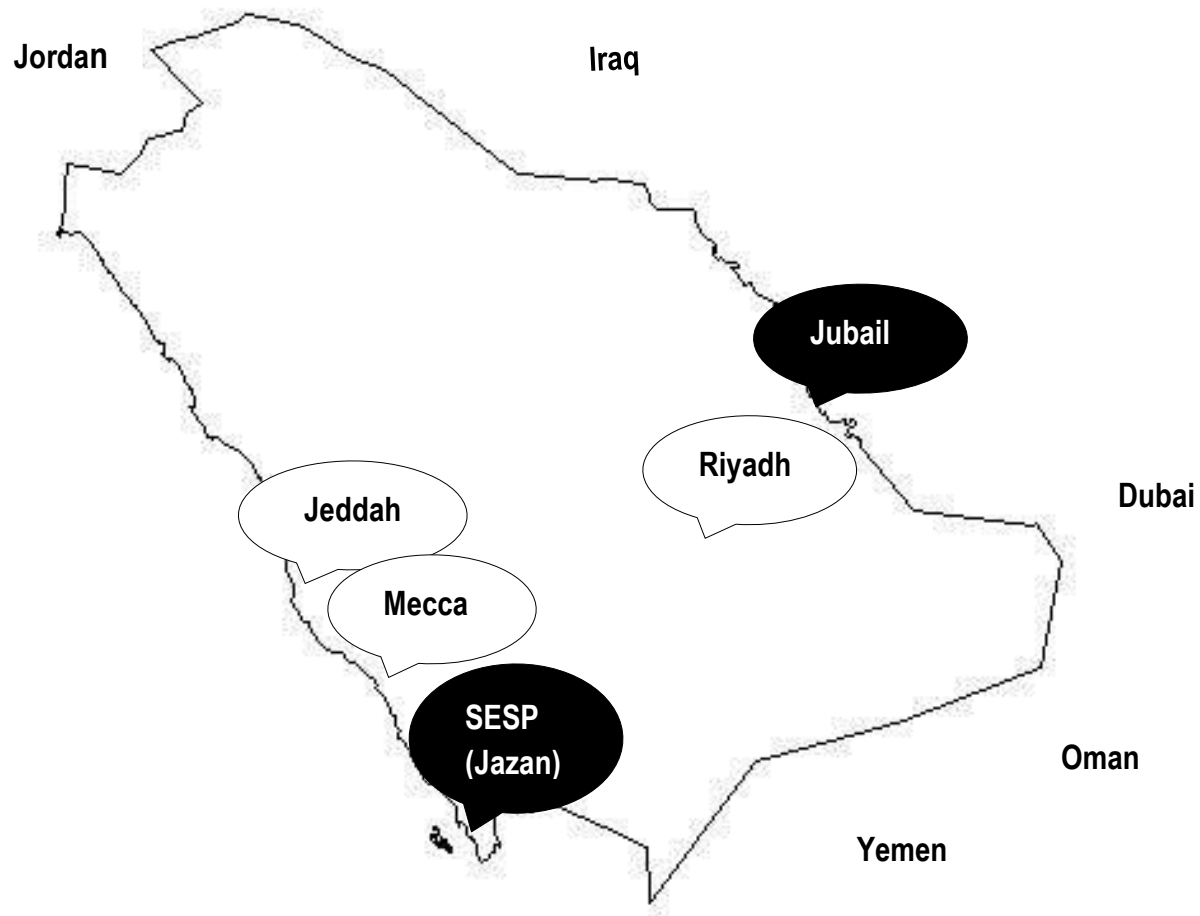
Here



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Saudi Context

- Half the population under 20
- Government need to reduce high youth unemployment
- Female unemployment about 80%
- Country's need to plan for when the oil runs out, upskilling Saudi workers to take jobs filled by expats

Tertiary Technical Education

- Strategy is to increase the number of tertiary institutes quickly
- Saudi builds an institute's campus facilities
- An International Operator bids for a 5 year contract to run male or female colleges

A New Technical Institute

- Owners (build and fund)
 - Saudi Electric Corporation
 - TVTC Tertiary Vocational Training)
- International Operator - Polytechnics International NZ (PINZ)
- Contract for curriculum Wintec

Setting up a new technical institute

- Saudi built the new buildings on campus and fitted them out
- International Operator recruited staff, and provided infrastructure (QMS etc)
- Wintec developed curriculum, provided advice on specialist equipment and tool use

Curriculum

- 1 year of English and technical and bridging (health and safety, science, maths)
- 1 year of technical specialisation
- 6 months of on the job training

Where it's at

- First cohort has moved into the technical specialisations at Year 2
- Second cohort has started their first year of English and technical and bridging (health and safety, science, maths)

- Clear vision & goals – common purpose
- A plan of how to get there
- Good working relationships
- Excellent communication
- The right people

It's Built – Who Came? Students

- English language compulsory in Saudi schools only since 2011
- Poor socio economic region
- Semi nomadic lifestyle
- Saudi high school curriculum - strong focus on the Koran

Which Meant...

- A lower level of English Language understanding than expected
- Curriculum taught entirely in English
- Teaching staff unused to teaching at pre beginner level of some students

It's Built Who Came? Staff

- Remote location
- Difficult climate (*very hot*)
- Cultural context (very conservative)
- Recruitment problems
- Client expectations/ recruitment pool)

The Client

- Cultural expectations
- Students were allocated a technical vocation rather than choosing for themselves
- Women are not directly involved in the education and training of males

Implications

- Student motivation if allocated technical specialisations they are not interested in
- Ability to support the programme when a significant proportion of the staff cannot work directly with the client

So What Have We Learned?



The Contract

Get the very best legal advice you can from people who are used to working in the country

Contract Variations



Document the change requests very carefully and thoroughly.

Insist on signed agreement of contract variations

Assumptions

Our expectations



Client expectations



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Teaching Philosophy



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Bandwidth – <5MB



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Understanding Your Client



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Can We Do It?

Yes we
can



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But Should We?

Are we going to be paid for it?



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Making Mistakes

Is OK

Learning from them is better

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Find a Friend

There's no
substitute for
experience



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Feedback & Questions?

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