

Marketing, strategy and communications for an educated world

Employee Perceptions of Further Education

Prepared for: FERSG

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Further Education Reputation and Strategy Group (FERSG)

- The need to enhance the national reputation of FE was identified in the 2006 FE White Paper and 'World Class Skills' (2007).
- FERSG was formed in November 2007
- Independent sector-led group
- · Working to raise the national reputation of FE
- Activities include:
- Developing a national voice for the sector
- Disseminating and acting on latest research
- · Identifying and managing reputation 'hotspots'
- Maximising opportunities to celebrate successes in FE

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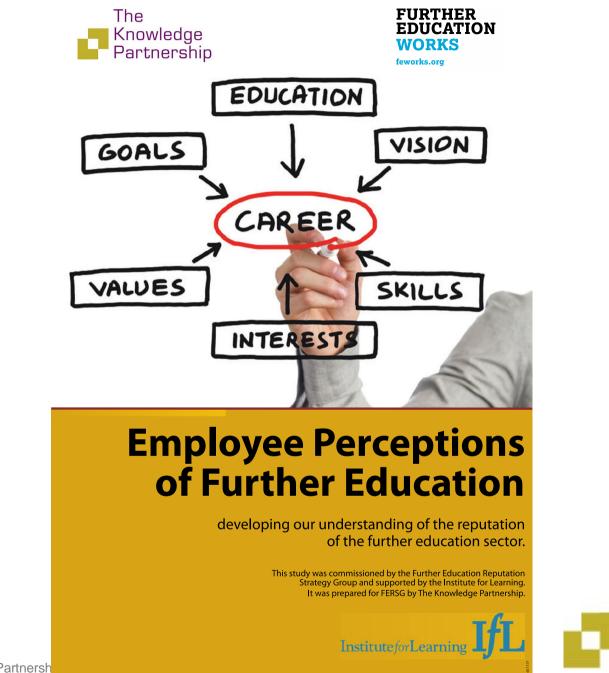
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Members

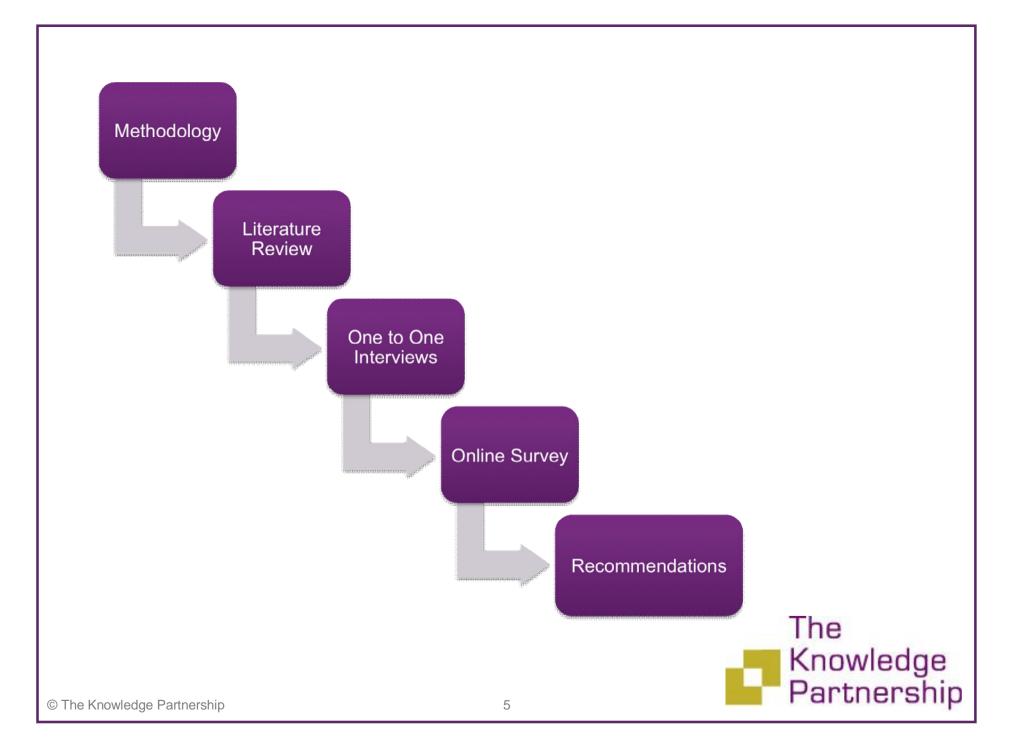
- Association of Colleges
- 157 Group
- LSIS
- AELP
- Association of School and College Leaders (ASCL)
- Sixth Form Colleges Forum
- YMCA Training
- Colleges: York College, Warwickshire College, Preston College, Wirral Metropolitan College and the College of North East London (CONEL)
- Department for Business Innovation and Skills
- EFA/DfE
- Skills Funding Agency
- Other Union representation including UCU





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Literature Review

There is a distinct correlation between organisational reputation and the recruitment of "talent"



Literature Review

- Brand and Reputation synonymous
- Quality (service/performance)
- Attract and retain the top talent
- Mutual investment
- Build quality/stability
- Reduce costs



One to One Interviews

Passionate, caring, energetic, creative staff The Knowledge

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Staff Motivations

- "LOVE" their work
- "Want to give something back"
- "Contribute to society"
- "Make a difference"



Staff Characteristics

- Admire organisations that represent quality and contribution
- Generally altruistic with similar moral code
- Highly positive advocates
- Resilient, determined, stimulated by challenges



Online Survey

- 1400 majority lecturers/ teachers and females over 35
- 63% from GFEs
- Regions Yorkshire & Humberside; London; South East; West Midlands
- 81% grade 1 or 2 institutions



Conclusion

Staff love their work but less so their jobs!



Working in FE

- Loyalty and commitment
- Rated = or better than other sectors
- FE preferred for creativity, stimulation, contribution to society, personal fulfillment.
- Strong prior association with FE (training/education)



Working in FE

Positive Aspects

- Stimulating
- Rewarding
- Challenging
- · Life- changing
- · Contribution to society
- · Passing on skills and knowledge
- Working with students

Negative Aspects

- Pressurised
- · Ever changing
- Bureaucratic
- Some poor management/business
 practice
- Undervalued
- Attitude of some students

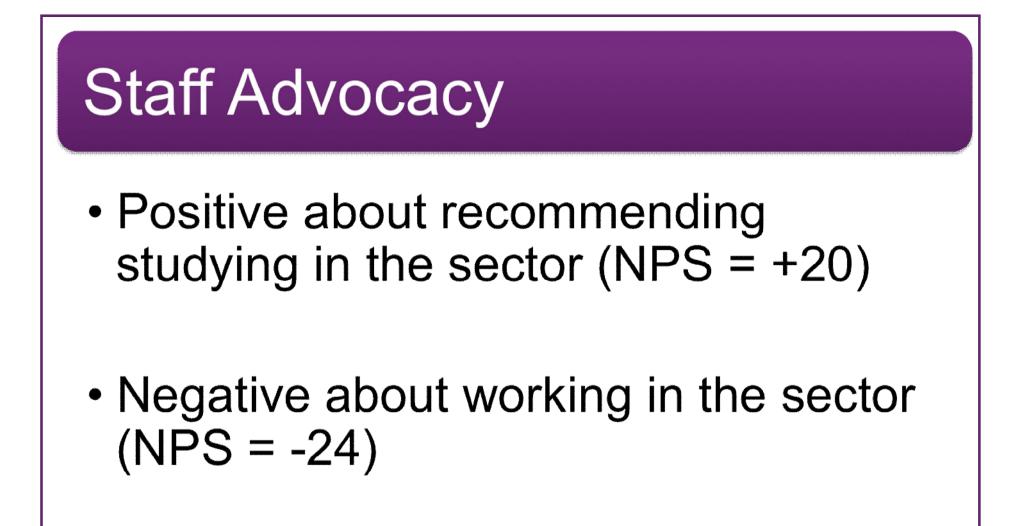


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Reputation of FE

- Regional rather than national
- Fragmented institution rather than collective
- 6th form colleges considered best in sector
- Ofsted gradings and other quality marks important (internally)
- Impacted by quality of students, schools, media
- FE leaders influential need more collaboration
- Best reputations perceived to be Grade 1s







Improving Reputation with Staff

- Align internal and external communications
- Improve branding and positioning for staff recruitment
- Work more collaboratively (FE leaders)
- Raise profile and value attributed to staff contribution/achievement The

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Improving Staff Advocacy

- Acknowledge and reward align with altruistic characteristics
- Improve business and management practices – become more efficient and streamlined
- Create an internal engagement strategy
 two way and vertical
- Replicate and share industry best practice – learn form the best



Using Staff Advocacy

- Harness the passion and commitment seek out the stars!
- Feature staff advocates in internal and external communications
- Embed staff advocates in HR and recruitment processes
- Be more overt in celebrating success and featuring staff skills and contributions.

What next?

- Dissemination of report and findings
- Identify key points and encourage discussion about how to bridge the gap
- Develop Staff Advocacy Toolkit
- Commitment to drive change from within (improve the working experience) using FERSG Membership as change agents
- Engage marketing and HR professionals as drivers of change

