



## PROPOSED FOLLOW-UP ACTION POINTS FROM THE POLICY PRACTICE FORUM

### Issues & Actions for Policy Makers

ISSUES	ACTIONS FOR POLICY MAKERS
SME POLICY MAKERS LACK EXPERIENCE / UNDERSTANDING OF SMES WITHIN THE CONTEXT OF TRAINING ISSUES	<ul style="list-style-type: none"> <li>■ Training providers (TPs) should develop training programmes for PMs to become more SME aware.</li> <li>■ Two-way exchanges / secondments between selected PM and TP staff</li> <li>■ Seminars/workshops, roundtables – sector, training service specific events</li> </ul>
BROADER INTELLIGENCE ON TPS AND THE TRAINING AVAILABLE SUPPLIED TO POLICY MAKERS	<ul style="list-style-type: none"> <li>■ Collectively TPs should develop means of updating PMs on developments in the training community</li> <li>■ TPs should take a lead in developing/updating data on a training eco system</li> <li>■ TPs should work on gathering and using data to promote their strengths more proactively</li> <li>■ TPs should collectively find ways to develop and evaluate their own training quality</li> </ul>
LACK OF DEPENDABLE/CONSISTENT SYSTEM TO ASSESS QUALITY OF TP SERVICE PROVISION	<ul style="list-style-type: none"> <li>■ TPs should encourage establishment of their own national certification, QMS framework</li> <li>■ PMs should be encouraged to select TPs based on more open, defined criteria</li> </ul>
TRAINING PROVIDERS SHOULD START DIALOGUE WITH PMS EARLIER, AT PROGRAMME DESIGN STAGE NOT PROCUREMENT STAGE.	<ul style="list-style-type: none"> <li>■ TPs should work on raising profile within targeted agencies, government institutions and a wider range of agencies and stakeholders which influencers with development policy.</li> <li>■ TPs should be more proactive in marketing, promotion, use of ‘success stories’</li> <li>■ TPs &amp; PMs should work together to share common objectives and a shared terminology – consider use of two-way staff exchanges, seminars, joint training</li> <li>■ The Training Community should jointly identify leaders to act as advocates/ambassadors for the community – with PMs</li> <li>■ TPs lobby for greater access to information regarding the procurement/selection process</li> <li>■ Collectively TPs should consider establishing a sector forum or association to represent their interests in the policy world. This forum could provide more teeth, in representing Individual TPs interests as viewed by PMs with the local policy world</li> <li>■ TPs should continually advise, update PMs on the national training eco system</li> </ul>
PMS MUST SHOW RETURN ON INVESTMENT (ROI) - TPS MUST RECOGNISE THE NEED TO WORK WITHIN CLEAR IMPACT ASSESSMENT CRITERIA	<ul style="list-style-type: none"> <li>■ TPs must recognise that increasingly training success will be measured by defined quantifiable, impact criteria. Accountability will continue to be a prime PM driver.</li> <li>■ TPs should welcome this, but work with PMs at design stage to use realistic practical success criteria for the programme</li> </ul>
TPS ARE OFTEN SMALL, AND REGARD THEMSELVES AS HAVING LOW INFLUENCE ON POLICY MAKERS. THEY TEND TO ACT INDEPENDENTLY	<ul style="list-style-type: none"> <li>■ Introduction of a national TP forum will create a stronger voice for the TP community, within ‘policy world’</li> <li>■ TPs should actively consider opportunities for joint bidding, on a consortium basis.</li> <li>■ TPs should work toward sharing good practice, without compromising their business interests</li> </ul>