



14. How will institutions of learning benefit from learnerships?

- **Relevance of products to industry needs**
 - Learning programmes are designed on the basis of existing industry needs identified through the SETA Sector Skills Plans and the Learnerships design process.
 - Products and services are customised to industry needs because of the close co-operation with industry representatives in the development and delivery of the learning programmes.
 - Greater credibility of qualifications, as they reflect the intended outcomes.

- **New market opportunities**
 - As Learnerships become established as a new route towards achieving qualifications, training institutions can take the initiative to develop programmes to fill this market.
 - Parts of Learnerships can be presented as short courses or as Skills Programmes.
 - Partnerships in implementing Learnerships opens up new market opportunities, e.g. for providing services required for LS implementation. Such services could include assessment for recognition of prior learning, recruitment and selection processes.
 - Opportunities for long-term contractual arrangements with learners and employers for the duration of the Learnerships period, which is generally more than 12 months.

- **Focus on core functions**
 - The national SETA-driven Learnerships process creates a structured environment within which providers can focus on their role of providing quality programmes, while other stakeholders take care of aspects such as the design and registration of qualifications.

[Answer to FAQ 14, The NQF and Learnerships, the NQF Gateway]