



UNIVERSITY OF
WINCHESTER

The University for Sustainability
and Social Justice

Partnering with the University of Winchester

to help build and sustain your
business for the future



Our vision is to help shape a better world through everything we do, driven by the ambition, wisdom and impact of our students and staff.

What Our Partners Say



EMB

We acknowledge and commend the work of the University of Winchester Business School in employer engagement and collaboration to create enriching, symbiotic working relationships to help support regional economic growth. The Business School was one of the first to directly engage in Degree Apprenticeships – extending accredited, work-based learning to professional skills levels and enabling businesses across the LEP area (and beyond) such as CGI, Fujitsu, and Quicksilva to upskill their workforce as well as create new roles and career opportunities.

Jamie McKay, Skills Strategy Manager - Enterprise M3 Local Enterprise Partnership



Quicksilva

The University of Winchester exceeded our expectations of what a relationship between an employer and university could be.

The approach of UoW along with the design of the course provided both the degree apprentice and Quicksilva as an employer with a rewarding experience. The degree apprentice quickly became productive in the workplace, learning industry standard tech and business skills, along with our own processes, tools and software, well ahead of graduation.

Andy Cripps, Managing Director - QuickSilva



CGI

We introduced our first apprenticeship programme in partnership with the University of Winchester in 2007, called the 'Sponsored Degree' (now Degree Apprenticeship). The programme enables Apprentices to gain valuable work experience working for CGI whilst earning a salary and studying towards their full Bachelor's Degree with the university, debt free. The programme proved to be so successful that we are now in our 15th cycle of recruitment

Andrew Mack, Director, Talent Acquisition - UK CGI



TEKEVER

I would recommend the University of Winchester to any SME interested in developing staff well suited to the needs of their company. The opportunity to combine academic study with practical experience is a real benefit. It ensures that students are able to apply concepts soon after learning about them, allowing enforcing of concepts learned in an academic setting within a workplace context. The Degree Apprenticeship is a high quality course and well tailored to the needs of industry.

Robert Whitehouse, Business Development Director Tekever Ltd



WAL
NUT

We have been delighted to work with the University of Winchester over the last 5 years. Our Degree Apprentices have combined their work at Walnut Unlimited alongside study at the University and the value to these employees as individuals and to us as a business has been immense.

Jane Rudling, Managing Director Walnut Unlimited



**Help to Grow
Management (H2GM)**

Our Business School is accredited with the Small Business Charter and is able to offer a 12-week programme, 90% funded by the Government, to support senior managers of small and medium sized businesses to boost their business's performance, resilience, and long term growth.

**All aspects of the University –
from education to research
to business operations
– reflect our values and
passion for sustainability
and social justice.**

You will know that when we work together with others – particularly in these challenging times – we generate fresh ideas, build greater resilience and achieve better results.

We are reaching out to highlight some of the ways we can help support your business to grow and succeed through the short-term challenges we all face and build for the future.

As the University for Sustainability and Social Justice, we are particularly well-placed to support your work to build sustainability, equality, diversity and inclusion into your business. Established in 1840 and with a thriving Business School, we are a 'Champion University' (one of a handful in the world) for the United Nations global movement transforming business and management education through research and leadership. This status has been given to us because of our global reputation for mainstreaming Responsible Management Education and embedding the Sustainable Development Goals in our teaching and research.

Winchester University Business School holds the Small Business Charter Award Small Business Charter which recognises business schools that play an effective role in supporting small business, local economies and student entrepreneurship. Delivered by our leading academics and experienced practitioners, our Help to Grow: Management programme is designed to support SMEs to boost their business performance and growth potential. Small business leaders will develop their strategic skills to increase their business's long-term productivity, resilience and capacity to innovate.

Our award-winning campus provides a flexible, modern learning and conference environment and we are proud to play a leading role in preparing ourselves and other organisations for a changing future.



youtu.be/3px7dpG_Dcw

Why Engage with Us?

We have a wide range of experts across numerous fields who bring years of experience and a depth of knowledge to work with you to co-create solutions. We actively support business training through our apprenticeship degree portfolio.

Do you have unanswered questions or questions you presently cannot focus on but the University of Winchester could support? Become a strategic partner and let us co-create the solutions that will sustain your business for the future.

- Working in partnership, **we can develop educational courses for you focussed on your business needs**, to enable you to attract, retain and develop talent at all levels in the organisation.
- Work with us to hone the skills of our students to **help fill your skills gaps from our talented graduate pool**.
- We are a trusted **research and knowledge exchange partner**, keen to collaborate for mutual benefit.
- Our business engagement activity extends to the **public and third sectors**. Organisations from these sectors are welcomed as strategic partners.

Case studies

We worked with **Zurich Insurance Group** to develop a new Data Science degree apprenticeship programme launched this year. It has enabled staff from Zurich to upskill, and reskill, in artificial intelligence, automation, maths and computer science and help grow their business.

We are working in collaboration with the NHS, developing new healthcare degree programmes so the local region is able to meet their workforce needs.



Become a strategic partner and let us co-create the solutions that will sustain your business for the future.



How to Engage with Us

We are keen to explore with you how we can help you. Some of the ways we are already supporting businesses include:

Co-creating education: Our experience in relevant education has already inspired major programme development. We have the skills, space and values to develop responsible future leadership be that through small modular education or degree apprenticeship programmes.

Research and Consultancy: Accessing thought leaders at the University can help your organisation make sense of a changing world through knowledge exchange partnerships. Our values provide you with the opportunity to differentiate your organisation and ensure your sustainable success. Numerous Research Centres exist within the University of Winchester including the Centre for Climate Action including Climate Change Education and Communication which ensures decision making and actions focus around sustainability.

Help to Grow: Management: Take part in our new business support programme - 90% funded by the UK government to help small and medium sized businesses learn new skills, reach new customers and boost profits. Senior leaders from SMEs will be able to take part in a 12-week programme combining a practical curriculum, one to one support from a business mentor, peer-learning sessions and including membership of an alumni network of like-minded businesses and university specialists.

Mentoring and Coaching: Help us to enable our students to prepare for the future world of work by providing mentorship or coaching conversations. Your shared experiences can provide reassurance and motivation to students who are about to enter the world of work.

Internships and Placements: With a pipeline of talent across a range of disciplines our values driven student body can work in your company for short internships on specific projects or as part of your recruitment ecosystem through longer term placements.

Short Term Projects: Access academic talent within our student community to deliver a short term project. This could be up to a 3 month engagement as part of a business project/ dissertation or a specific short term project using our academic team to address a specific issue aligned to our 'Winchester Research Apprenticeship Programme' (WRAP) initiative.

Guest Lectures: Your experience of work adds flavour and context to our programmes. In turn we provide a platform for you to promote your organisation and the future of work to our student community.

Conferences: Collaborate with us at conferences either in research partnership or sponsorship to raise the profile of your organisation. Our research is impactful, relevant and applied – showcase your organisation in research and knowledge exchange that aligns with our values of sustainability and social justice.

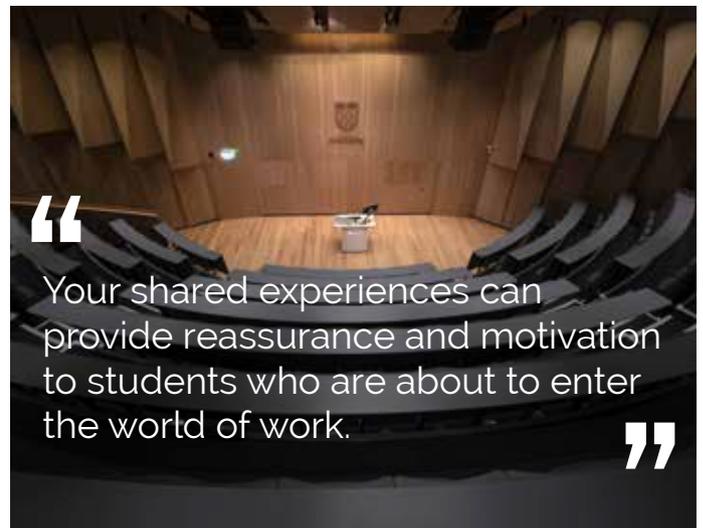
Knowledge Through Partnerships (KTPs): A KTP enables a business to bring in new skills and the latest academic thinking to deliver a specific, strategic innovation project through a knowledge-based partnership. The academic partner (known as the Knowledge Base) will help to develop the project, provide academic input and recruit a suitable graduate, known as an associate. They will act as the employer of the associate, who then works at the business for the majority of the project. The scheme can last between 12 and 36 months, depending on what the project is and the needs of the business.

Philanthropy: There are a range of ways in which business can support the ambition and work of the university to practically demonstrate our commitment to sustainability and social justice whilst meeting the charitable objectives of your organisation.

To discuss ways in which you might work in partnership with the University of Winchester please contact **Stella McKnight** our Director for Employer Partnerships.

Tel: (01962) 826478

Email: stella.mcknight@winchester.ac.uk



**For more information on how you can partner
with University of Winchester please contact
enquiries@winchester.ac.uk**

University of Winchester
Sparkford Road
Winchester
Hampshire
SO22 4NR

