

Towards Understanding the Dynamics of Industry-Academe  
Partnership from the Perspectives of Educational and Industry  
Leaders and Managers:  
Case Studies of Selected Colleges in Metro Manila

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**Government Academe Industry Network (GAIN) Convention**

“The Future Workforce and Graduates for the SMART City Revolution: Towards Global  
Competitiveness and Human Capital  
February 6-7, 2020, Dusit Thani Manila



1. **Drivers** of the industry-academe partnership
2. **Practice** of industry-academe partnership
3. **Roles of leaders** in the industry-academe partnership
4. **Emerging Model/s** of Industry-academe Partnership
5. APC Lessons and Practices

## CASE 1. SECTARIAN HIGHER EDUCATION INSTITUTION (HEI)

Figure 4. Drivers of Case 1 Industry-Academe Partnership

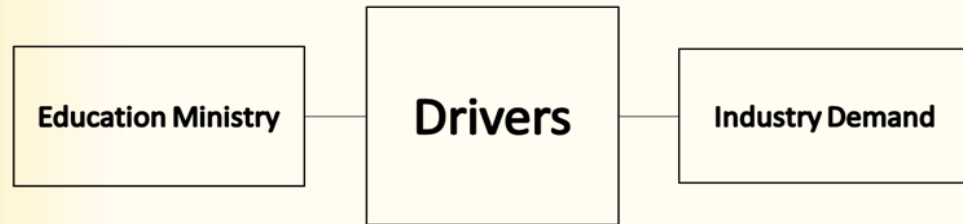


Figure 4: Illustration of the drivers of Case 1 College are education ministry and industry demand

## CASE 2. PRIVATE HEI ESTABLISHED BY PROFESSIONALS

Figure 7. Drivers of Industry-Academe Partnership in Case 2 College

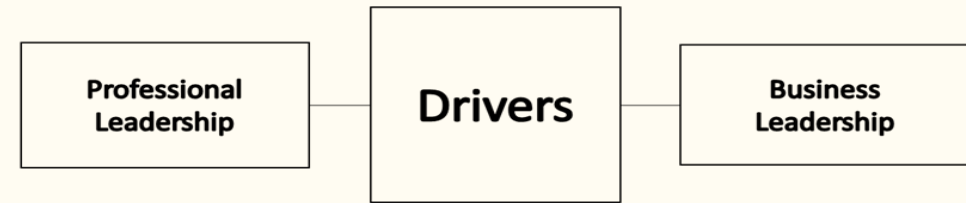


Figure 7. Illustration of the drivers of Industry-Academe Partnership in Case 2 College

## CASE 3. PRIVATE HEI ESTABLISHED BY BUSINESS LEADERS

Figure 10. Drivers of Industry-Academe Partnership in Case 3 Collage

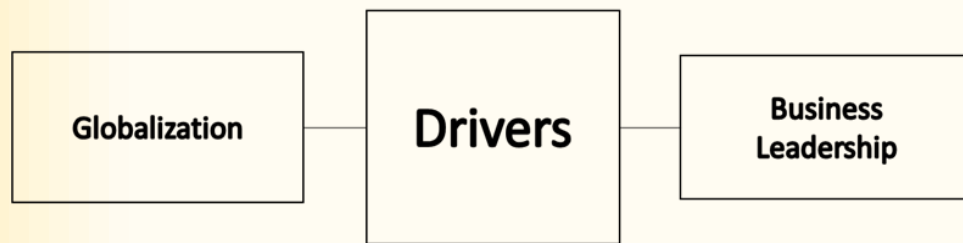


Figure 10. Illustration of the drivers of Industry-Academe Partnership in Case 3 Collage

## CASE 4. PRIVATE HEI ESTABLISHED BY INDUSTRY STALWARTS

Figure 13. Drivers of Industry-Academe Partnership in Case 4 College

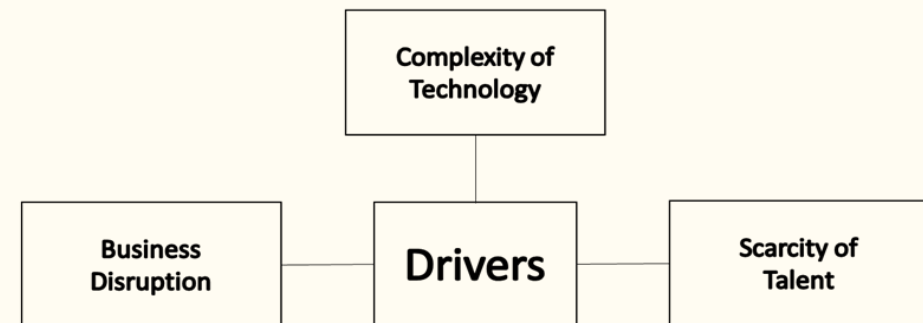


Figure 13. Illustration of the drivers of Industry-Academe Partnership in Case 4 College

# CASE 1. SECTARIAN HIGHER EDUCATION INSTITUTION (HEI)

Figure 5. Practice of Industry-Academe Partnership in Case 1 College

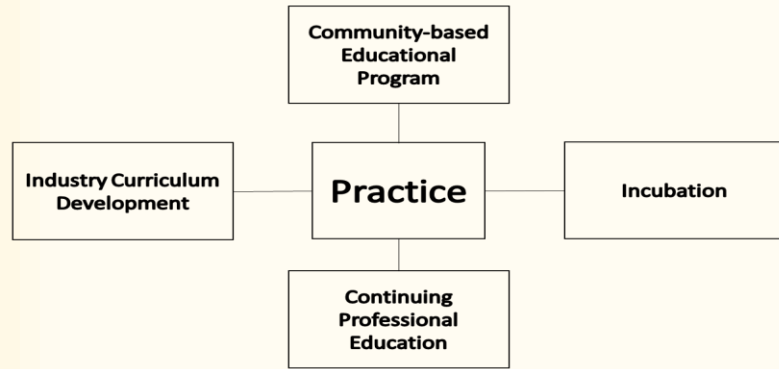


Figure 5. Illustration of the practice of Industry-Academe Partnership in Case 1 College

# CASE 2. PRIVATE HEI ESTABLISHED BY PROFESSIONALS

Figure 8. Practice of Industry-Academe Partnership in Case 2 College

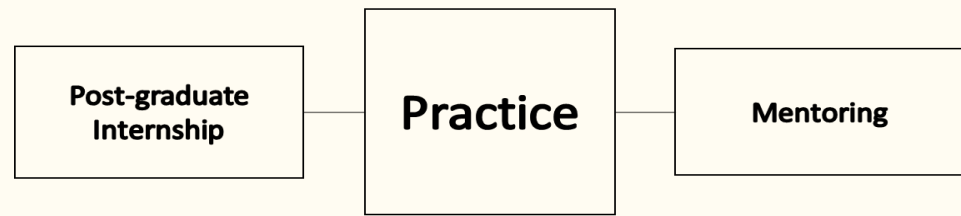


Figure 8. Illustration of the practice of Industry-Academe Partnership in Case 2 College

# CASE 3. PRIVATE HEI ESTABLISHED BY BUSINESS LEADERS

Figure 11. Practice of Industry-Academe Partnership in Case 3 College

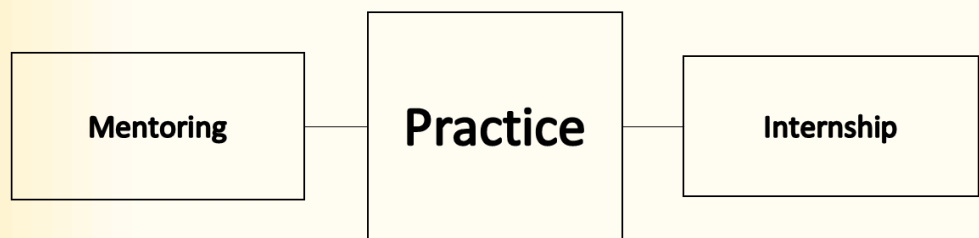


Figure 11. Illustration of the practice of Industry-Academe Partnership in Case 3 College

# CASE 4. PRIVATE HEI ESTABLISHED BY INDUSTRY STALWARTS

Figure 15. Practice of Industry-Academe Partnership in Case 4 College



Figure 15. Illustration of the Practice of Industry-Academe Partnership in Case 4 College

## CASE 1. SECTARIAN HIGHER EDUCATION INSTITUTION (HEI)

Figure 6. Roles of Leaders in Industry-Academe Partnership in Case 1 College

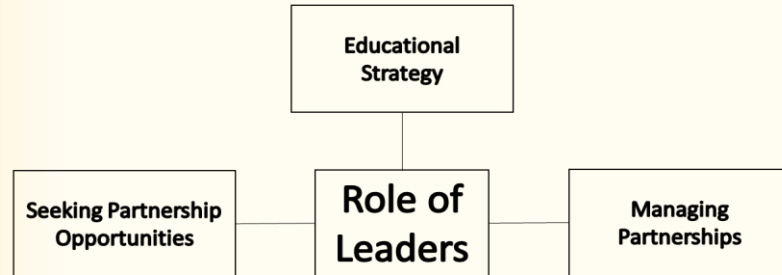


Figure 6. Illustration of the roles of Leaders in Industry-Academe Partnership in Case 1 College

## CASE 2. PRIVATE HEI ESTABLISHED BY PROFESSIONALS

Figure 9. Role of Leaders in Industry-academe Partnership in Case 2 College



Figure 9. illustration of the role of Leaders in Industry-academe Partnership in Case 2 College

## CASE 3. PRIVATE HEI ESTABLISHED BY BUSINESS LEADERS

Figure 12. Role of Leader in Industry-Academe Partnership in Case 3 College

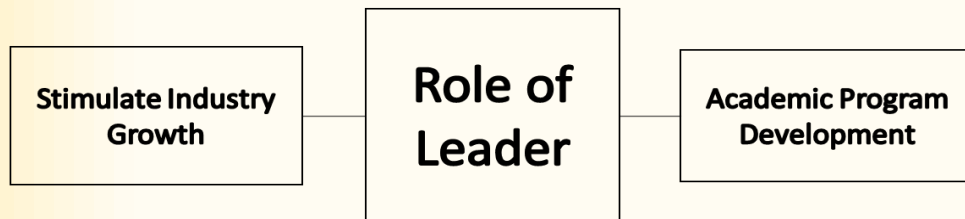


Figure 12. Illustration of role of Leader in Industry-Academe Partnership in Case 3 College

## CASE 4. PRIVATE HEI ESTABLISHED BY INDUSTRY STALWARTS

Figure 16. Role of Leaders of Industry-Academe Partnership in Case 4 College

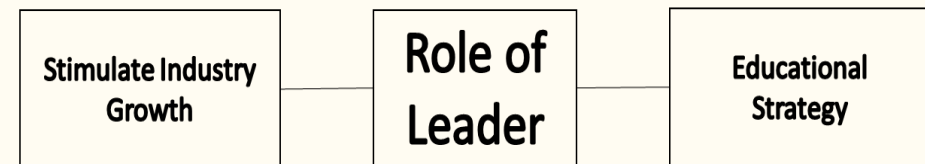


Figure 16. Illustration of the role of leaders of Industry-Academe Partnership in Case 4 College

# CONSOLIDATED FEATURES OF 4 CASES

THEMES	CASE 1	CASE 2	CASE 3	CASE 4
Drivers of Industry-academe Partnerships	<ul style="list-style-type: none"> <li>• Educational ministry</li> <li>• Industry demand</li> </ul>	<ul style="list-style-type: none"> <li>• Professional Leadership</li> <li>• Business leadership</li> </ul>	<ul style="list-style-type: none"> <li>• Education for industry growth</li> </ul>	<ul style="list-style-type: none"> <li>• Complexity of technology</li> <li>• Business disruption</li> <li>• Scarcity of talent</li> </ul>
Strategic Institutional Goals	<ul style="list-style-type: none"> <li>• Self actualization</li> <li>• Wholistic personal &amp; professional development</li> </ul>	<ul style="list-style-type: none"> <li>• Growth &amp; preservation of leadership in the profession</li> </ul>	<ul style="list-style-type: none"> <li>• Produce graduates to fuel industry growth</li> </ul>	<ul style="list-style-type: none"> <li>• Produce graduates to fuel industry growth</li> </ul>
Educational practice	<ul style="list-style-type: none"> <li>• Continuing professional ed</li> <li>• Industry curriculum</li> <li>• Community-based educational programs</li> <li>• Incubation</li> </ul>	<ul style="list-style-type: none"> <li>• Post-graduate internship</li> <li>• Mentoring</li> </ul>	<ul style="list-style-type: none"> <li>• Internship</li> <li>• Mentoring</li> </ul>	<ul style="list-style-type: none"> <li>• Philanthropic</li> <li>• Academic programs</li> <li>• Business model</li> </ul>
Roles of Leaders	<ul style="list-style-type: none"> <li>• Seeking partnership opportunities</li> <li>• Educational strategy</li> <li>• Managing partnerships</li> </ul>	<ul style="list-style-type: none"> <li>• Seeking partnership opportunities</li> <li>• Educational strategy</li> </ul>	<ul style="list-style-type: none"> <li>• Stimulate industry growth</li> <li>• Academic program development</li> </ul>	<ul style="list-style-type: none"> <li>• Stimulate industry growth</li> <li>• Define innovative educational strategy</li> </ul>

# CONSOLIDATED FEATURES OF 4 CASES

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Drivers of Industry-academe Partnerships	<ul style="list-style-type: none"> <li>Educational ministry</li> <li>Industry demand</li> </ul>	<ul style="list-style-type: none"> <li>Professional Leadership</li> <li>Business leadership</li> </ul>	<ul style="list-style-type: none"> <li>Education for industry growth</li> </ul>	<ul style="list-style-type: none"> <li>Complexity of technology</li> <li>Business disruption</li> </ul>
	Internal Mission			Industry Pulse
Strategic Institutional Goals	<ul style="list-style-type: none"> <li>Self actualization</li> <li>Wholistic personal &amp; professional development</li> </ul>	<ul style="list-style-type: none"> <li>Growth &amp; preservation of leadership in the industry</li> </ul>	<ul style="list-style-type: none"> <li>Produce graduates to fuel industry growth</li> </ul>	<ul style="list-style-type: none"> <li>Produce graduates to fuel industry growth</li> </ul>
	Person Centric			Industry Centric
Educational practice	<ul style="list-style-type: none"> <li>Continuing professional education</li> <li>Industry curriculum</li> <li>Community-based learning</li> </ul>	<ul style="list-style-type: none"> <li>Post-graduate internship</li> <li>Mentoring</li> </ul>	<ul style="list-style-type: none"> <li>Internship</li> <li>Mentoring</li> </ul>	<ul style="list-style-type: none"> <li>Philanthropic</li> <li>Academic programs</li> <li>Business model</li> </ul>
	On-premise Practice			Off-site Practice
Roles of Leaders	<ul style="list-style-type: none"> <li>Seeking partnership opportunities</li> </ul>	<ul style="list-style-type: none"> <li>Seeking partnership opportunities</li> </ul>	<ul style="list-style-type: none"> <li>Stimulate industry growth</li> </ul>	<ul style="list-style-type: none"> <li>Stimulate industry growth</li> </ul>
	Partnership Management			Industry Growth Leadership

1. Driver: Agile in an unpredictable and disruptive industry
2. Goal: Consistently industry-driven
3. Practice: Emulate and integrate industry environment across curriculum
4. Leadership: Constant presence and influence of Industry pulse from perspective of industry leaders

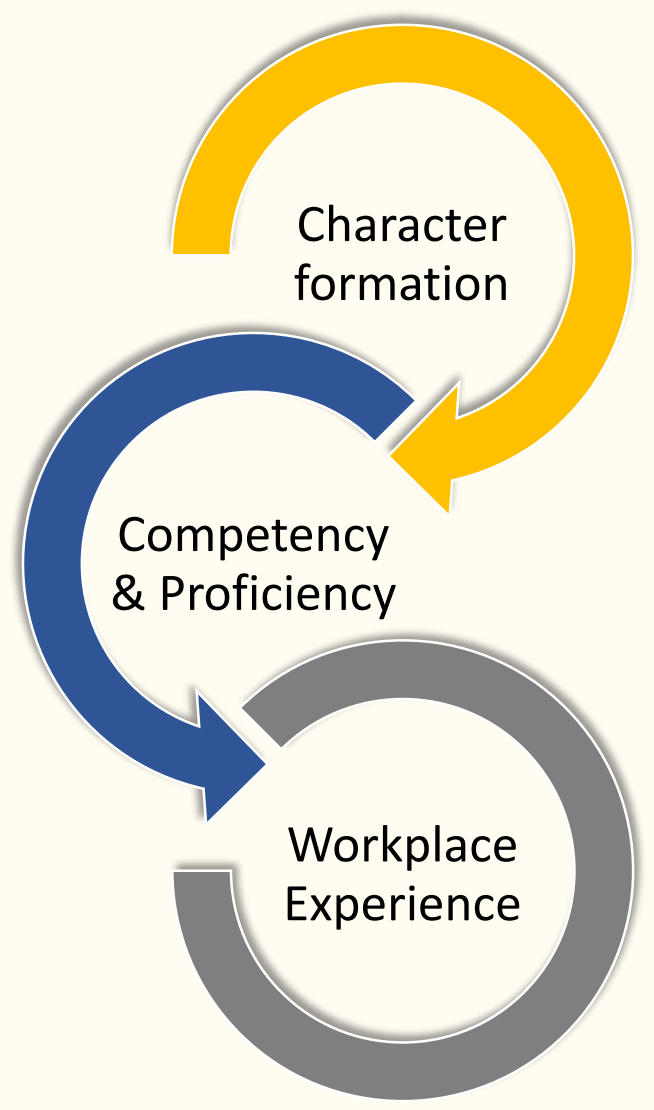




*Industry-Academe Partnership  
Innovation Models of Practice at*



**ASIA  
PACIFIC  
COLLEGE**



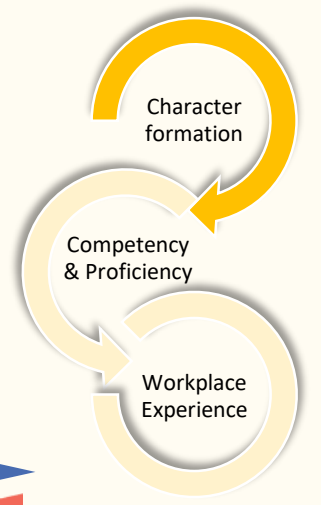
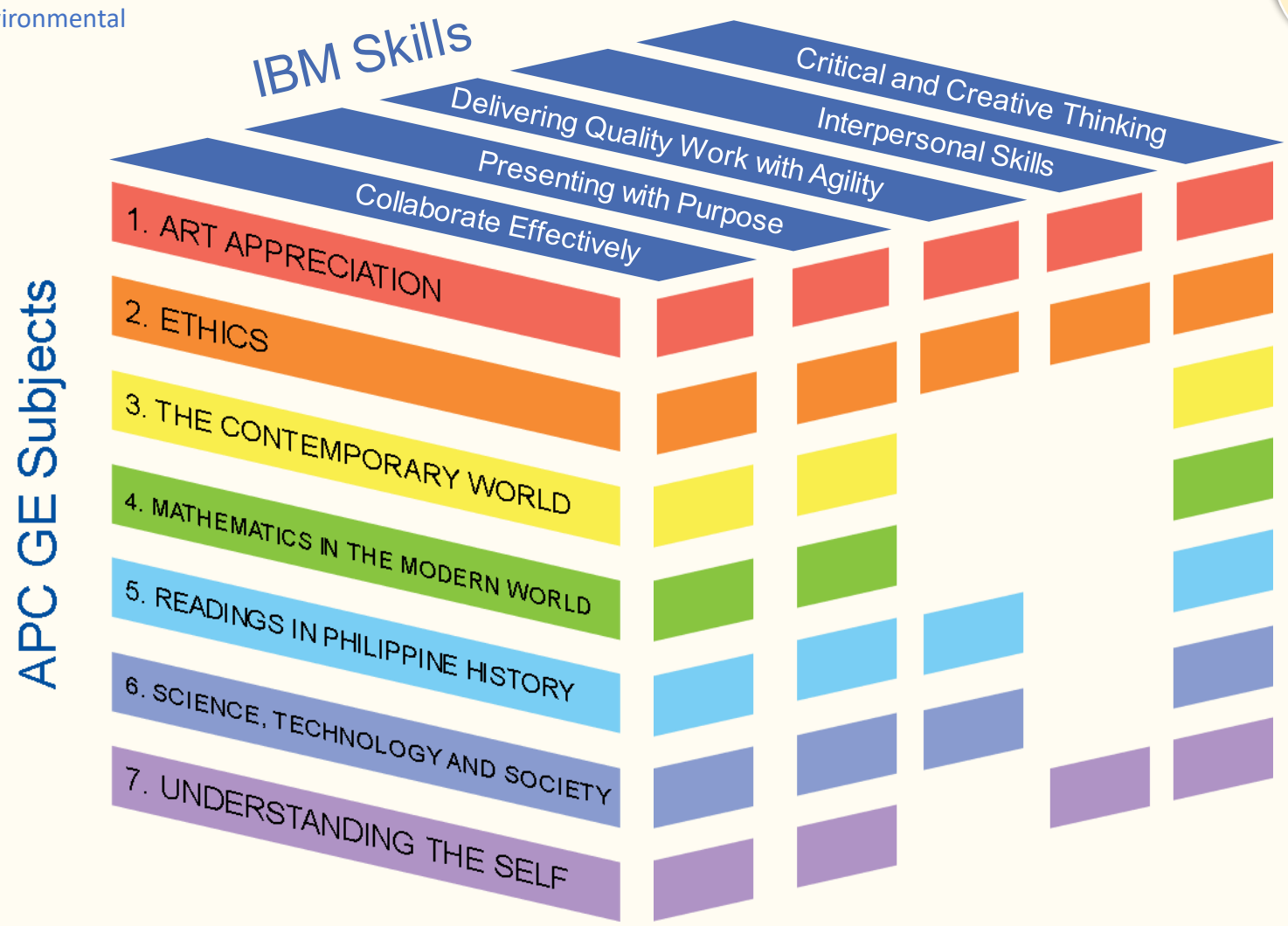
General Education

Professional Courses

Internship

# Integration Opportunity 1: General Education

- Critical & creative thinking in a digital world *Intellectual growth*
- Seamless integration of digital and analog systems *Cultural & environmental perspective & appreciation*
- Being Human in a digital world *Socio-civic mindedness & responsibility*

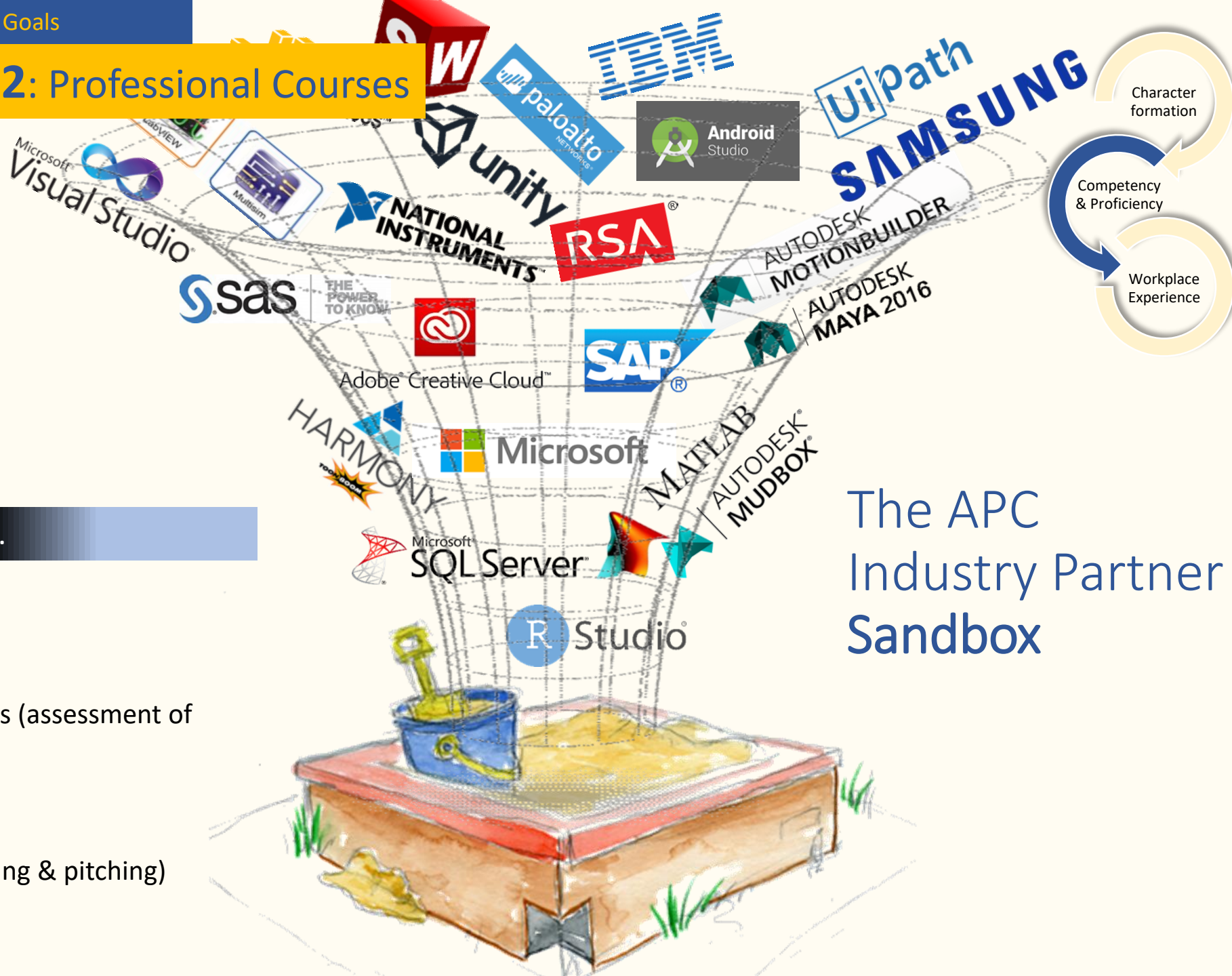


## Integration Opportunity 2: Professional Courses

- Market-driven solutions provider
- Ethical
- Creatively tech savvy
- Multi-skilled
- Agile- Flexible- Adaptable- Thinker
- Socially conscious
- Team-player

### REAL PROJECTS. REAL LEARNING.

- Interdisciplinary (teams)
- Intensive (daily)
- Integrated competencies standards (assessment of outcome)
- Industry certification imbedded
- Industry-led real projects (mentoring & pitching)



The APC  
Industry Partner  
Sandbox

## Integration Opportunity 2: Professional Courses

- Collaborative work space for project teams
- Access to tools and technologies
- Access to industry mentors on-line
- Market pitch space

## The APC Industry Partner Sandbox



# Integration Opportunity 2: Professional Courses

Faculty Certification:  
Business  
Intelligence & Data  
Analytics (BIDA)



## APC - CMU-A Partnership

SIGNING OF MOA | March 7, 2018 | Tower Club



# Integration Opportunity 2: Professional Courses

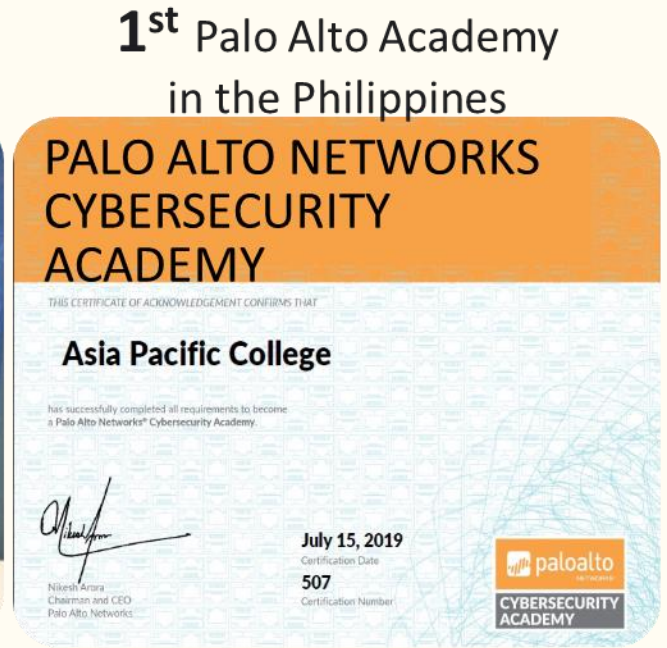
Our New Global Partners  
New Solutions & Skills Partnerships:  
1<sup>st</sup> in the Philippines



**ROBOTIC PROCESS AUTOMATION**



**MANAGING DIGITAL RISK**



**CYBER SECURITY ACADEMY**

# Integration Opportunity 2: Professional Courses

**The IBM P-TECH**  
 Pathways in Technology  
 Early College High School  
 Taguig City University



**4-YEAR ASSOCIATE DEGREE PROGRAM**

**New Collar jobs of the future – formula for success**

STEM learning + Workplace skills + Business mentors + Internships + First in line for jobs = Pathway to college and New Collar careers

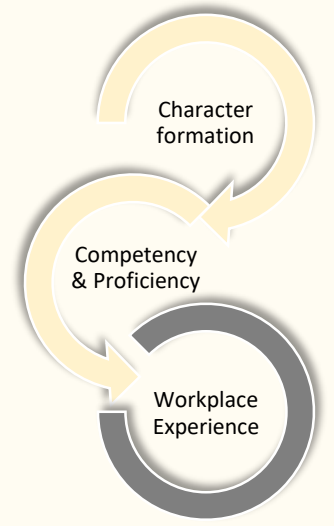
[www.ptech.org](http://www.ptech.org)

**2** Years SENIOR HIGH SCHOOL + **2** Years ASSOCIATE PROGRAM = **4** Year ASSOCIATE DEGREE PROGRAM

PROFESSIONAL TRACKS: Service Management, Robotics Process Automation, Networking, Apps Dev, Multimedia, Core Testing, Cybersecurity, Process Automation



# Integration Opportunity 3: Internship



## Our Industry Partners



Full-time, 8-hours a day  
 Roles or projects are assigned  
 Performance evaluation  
 Graded 80% by company partner



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Thank you GAIN!

