MAPPING PARTNERSHIPS AND INTERACTIVE CAPABILITIES IN SKILLS DEVELOPMENT SYSTEMS

A guide to fieldwork in SETAs and other sectoral intermediaries

RESEARCH INSTRUMENT 6: This research guide provides instruments for gathering information on the partnerships and capabilities of sectoral intermediaries such as Sector Education and Training Authorities (SETAs) to form effective partnerships and learn through interaction — i.e. interactive capabilities. Understanding partnerships and interactive capabilities can yield evidence that complements and adds to the quantitative data traditionally used for skills planning. The guide should be read in conjunction with a set of related research guides: 1) a guide to understanding the research framework, design and methodology, 2) a set of fieldwork templates for gathering similar information on other key actors in skills development networks, including universities, TVET colleges, and firms; and 3) a guide to analysing the information gathered.



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LMIP PROJECT: A STUDY OF LABOUR MARKET INTERACTIVE CAPABILITIES, STRUCTURES AND MECHANISMS IN DIVERSE POST-SCHOOL EDUCATION AND TRAINING INSTITUTIONAL SETTINGS









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ACRONYMS

DHET Department of Higher Education and Training

HSRC Human Sciences Research Council

LMIP Labour Market Intelligence Partnership

PSET Post-school Education and Training

SETA Sector Education and Training Authority

SMME Small, Medium and Micro Enterprise

SSI Sectoral System of Innovation

TVET Technical and Vocational Education and Training

Introduction

In 2012, the Department of Higher Education and Training (DHET) commissioned the Human Sciences Research Council (HSRC) to lead a national research consortium, the Labour Market Intelligence Partnership (LMIP), to support it in creating a strategic labour market intelligence system.

This set of research guides is based on an LMIP project: A study of labour market interactive capabilities, structures and mechanisms in diverse post-school education and training institutional settings. The study investigated ways in which alignment between public and private education and training providers, and firms and labour markets, can be improved. The researchers designed a framework and a set of instruments for collecting and analysing data on organisational capabilities and interaction in skills development networks. It used these to analyse practices within three sectoral systems: sugarcane growing and milling in Kwa-Zulu Natal, automotive components manufacturing in the Eastern Cape, and astronomy, specifically the Square Kilometre Array bigscience project.

In a changing policy landscape, universities and TVET colleges are challenged to improve their responsiveness to skills needs, and Sector Education and Training Authorities (SETAs) are expected to improve their performance as intermediaries (see DHET 2013). New regulatory instruments require that these post-school education and training organisations work more closely with key stakeholders in their local settings, such as firms and local government. To improve responsiveness, universities, TVET colleges and SETAs are required to improve their understanding of skills needs in their local settings, and gather information on their partnerships and linkages with other education and training organisations, employers, and so on.

The LMIP research team thus offer a set of research guides, as one set of tools skills and strategic planners and researchers in the DHET, universities, TVET colleges and SETAs can use to inform their skills planning processes. We offer a conceptual framework, practical guidelines and templates for research on skills development partnerships and networks, and the capabilities of universities, TVET colleges and SETAs to form effective partnerships towards improving alignment between skills demand and supply.

Purpose of this research guide

This research guide (Research Instrument 6) provides a practical guide and set of templates for gathering information on the partnerships and capabilities of sectoral intermediaries to form effective partnerships and learn through interaction – i.e. their interactive capabilities. The objective is to understand how a sectoral intermediary such as a SETA is organised to facilitate interaction with firms, TVET colleges and other actors such as universities and industry associations, to inform their skills planning activities, in terms of their programmes, curricula and forms of work-based learning. Such an understanding can yield evidence that complements and adds to the quantitative data traditionally used for skills planning.

This document should be read in conjunction with a set of research guides and templates, as listed in Table 1 below. **Research Instrument 1** describes the framework and methodology underpinning the research. **Research Instrument 2** provides a template for conducting a sectoral overview, which is a

useful resource to guide the fieldwork. **Research Instruments 3 to 6** provide detailed practical guidelines and templates for gathering information on partnerships and interactive capabilities. Each focuses on a key type of organisation in skills development systems: universities, TVET colleges, firms, and intermediaries. We also include a separate document, **Research Instrument 7**, which provides a guide to analysing the information gathered.

Table 1 Description of the research guides

Document number	Description of document						
1	A framework and methodology to guide research						
2	2 Guide and template for conducting a sectoral overview						
3	3 Fieldwork guide and template for research in universities						
4	Fieldwork guide and template for research in TVET colleges						
5	Fieldwork guide and template for research in firms						
6	Fieldwork guide and template for research in SETAs and other intermediaries						
7	Data management and analysis strategy and instruments						

Structure of this research guide: Fieldwork guide and template for research in universities

Section 1 defines the concept of interactive capabilities in relation to sectoral intermediaries, and describes one way to gather information on such capabilities.

Section 2 includes a set of research templates.

Section 3 includes two additional resources: a sample questionnaire on partnerships and interaction, and a sample informed consent form.

Key terms and concepts

Table 2 provides a summary of the key terms and concepts used in this document. It is a useful glossary that can be referred to repeatedly, in each section of the guide.

Table 2 A summary of key terms and concepts

Sectoral system of innovation	"(S)ets of actors organised around specific types of productive activities and technologies" (e.g. sugarcane milling), within distinct geographical (e.g. in KwaZulu-Natal) and institutional settings (e.g. policy) ¹ .						
Competencies	The pre-set attributes of organisations (and individuals), including expertise, human resources, organisational routines and structures, technologies, formal policies or other physical resources ² .						
Interactive capabilities	The capacity to form effective linkages with other organisations and use existing competencies to learn through interaction ³ .						
Dynamic interactive capabilities	The capacity to sense changes in the environment relevant to the organisation, and take an effective and timeous response through strategic management.						
Institutions	Rules or guides for behaviour, distinguished between: formal (e.g. national policy) and informal (e.g. organisational culture), binding (specific regulations) and created by interaction (e.g. contracts), national (e.g. patent system) and sectoral (e.g. sectoral labour markets) institutions.						
Social skill	The ability to form linkages, work in a team and "induce cooperation among actors in an organisation or any other field" ⁴ .						
Post-school education and training (PSET)organisations	Diverse set of private and public education and training organisations – that is, universities, universities of technology, vocational education and training organisations (TVET), private colleges, private higher education institutions, and other training providers (e.g. AET public and private institutions, training centres operated by industry associations, etc.).						
Sectoral intermediaries	Organisations in sectoral systems of innovation that facilitate interaction, and translate and facilitate information flows ⁵ as well as offer services (e.g. training) that are not easily available in the system but are essential.						
Private intermediaries	Sectoral intermediaries such as industry associations and research institutes that tend to focus more on industry or firm-specific issues.						
Public intermediaries	Sectoral intermediaries such as SETAs that tend to focus on public good objectives, especially those related to policy.						
Actors	Participants or stakeholders in skills development systems, which could include individuals, organisations or units within organisations.						

¹ Malerba (2005) ² See von Tunzelmann and Wang (2003)

³ von Tunzelmann and Wang (2003, 2007 in lammarino, 2009)

⁴ Fligstein and McAdam (2012: 46)

⁵ van Lente et al (2003: 248)

Section 1. Fieldwork in sectoral intermediaries

What are sectoral intermediary interactive capabilities?

Sectoral intermediaries play an important role in initiating and supporting skills development networks, in assisting firms in recruiting suitably skilled individuals, and supporting education and training organisations in meeting firms' skills needs. Figure 1 illustrates the key dimensions we aim to investigate in relation to sectoral intermediaries, with possible features of each for illustrative purposes. The roles of public and private sectoral intermediaries differ in terms of their main functions.

Figure 1 illustrates the key dimensions of sectoral intermediaries, with possible features of each for illustrative purposes.

ROLE OF SECTORAL INTERMEDIARIES IN SKILLS DEVELOPMENT SKILLS DEMAND **MECHANISMS/STRATEGIES SKILLS SUPPLY** <u>Public intermediaries</u> √ formulating policy ✓ training in critical skills providing testing facilities initiating R&D programmes in fields critical for upgrading in global value chain sensing skills-related changes in environment Universities supporting learning and integration of new Smallhold coordinating skills needs, related to routine **SMMEs** and non-routine changes **FETs** Large Privates Private intermediaries MNCs Govt skills promoting trust among members dev progs diffusing technology know-how and information assisting members to upgrade technologies enhancing their international marketing capability and the operation management bridging the industry and the government sensing skills-related changes in environment supporting learning and integration of new knowledge coordinating skills needs, related to routine and non-routine changes Circumstance / Circumstance / Environmental **Environmental** turbulence turbulence

Figure 1 Role of sectoral intermediaries - a generic framework

Competencies refer to knowledge, held at the individual or organisational level, that facilitates the formation of effective partnerships and learning through interaction to improve responsiveness. We distinguish between *tacit competencies* that are embodied in human resources and organisational

routines, and *codified competencies* which include appropriate formal structures, formal policy, technology, and other assets.

Figure 1 highlights the need for *dynamic* interactive capabilities, i.e. the ability to sense relevant changes in the environment and effect an appropriate response which may include putting in place a new routine or unit, improving coordination, integrating change across the sectoral intermediary, and so on. The social skill of sectoral intermediary leaders and academic champions is thus important for building such capabilities. We argue that the policy, educational and business environments influence opportunities available to a sectoral intermediary.

Research Instrument 1 provides a more detailed description of the conceptual framework, research design and methodology. It is thus important that you use this document in conjunction with Research Instrument 1.

How do you gather information on a sectoral intermediary's interactive capabilities?

We provide five templates to guide the fieldwork:

- A **structured schedule** to gather basic information pertaining to the university's competencies in general, and in relation to the relevant fields; and on its interactive capabilities and dynamic interactive capabilities (Schedule 1)
- A semi-structured **interview** schedule to explore interactive capabilities and dynamic interactive capabilities (Schedules 2 and 3)
- A questionnaire on dynamic interactive capabilities (Schedule 4)
- A **questionnaire** on partnerships and interaction to record who interacts with whom and how (Schedule 5)

Table 3 below provides a generic plan for adaptation in each intermediary context, to plan the data gathering and analysis. We suggest that the researcher firstly conducts a desktop search of the intermediary's website and relevant internet resources to identify key people for interview but there will be a process of snowballing once you are in the intermediary organisation, as key informants are identified for follow up.

The generic plan for data gathering and analysis, which should be adapted for each intermediary context, provides a guide for using the schedules (see Table 2).

SECTORAL INTERMEDIARIES IN THE SUGAR SECTOR									
INSTRUMENT	UNIT		SOURCE						
Interviews (Schedule 1)	One intermediary	per	Desktop research, interviews with all managers						
Interviews (Schedules 2, 3, 4 and 5)	One interviewee	per	Skills development managers/coordinators, training managers						
Analytical Template	One intermediary	per	Desktop research, interviews with all managers						

Section 2. Research instruments

Below we provide templates for the set of interview schedules and questionnaires referred to above:

- SCHEDULE 1: Background information
- SCHEDULE 2: Semi-structured interview schedule for management
- SCHEDULE 4: Sensing, learning, coordinating
- SCHEDULE 5: Questionnaire on partnerships and interaction

We also include some useful resources in the appendix:

- A sample questionnaire on partnerships and interaction
- A sample informed consent form

Although the research is not considered to be of a sensitive nature, general ethics guidelines for research in the social sciences stipulates that participation in research should be voluntary and that all participants should be informed of the nature of the research. You may thus be required to retain proof of informed consent. The sample form in the appendix covers key ethics concerns and can be adapted to the particulars of your study.

INTERMEDIARY	(add name)

SCHEDULE 1: Background information

Please indicate the year for which you have supplied data

Year		

List all the offices of the sector intermediary, and their location (GPS coordinates if possible).

Name	
Location (town/city/village, province)	
Type of intermediary (i.e. public or private)	
Main funding source	
Core focus / activities (in order of	1.
importance to the organisation)	2.
	3.
	4.
	5.
	6.
Branches (where appropriate)	
Role in the sector	

SCHEDULE 2: Semi-structured interview schedule for skills development managers/coordinators, training managers

We are interested in finding out about skills needs in your sector and the role that your organisation plays in ensuring the availability of skills required by firms in the sector. Specifically, we would like to learn about the ways in which your organisation supports skills development, and the facilitators and constraints to skills development in the sector.

Main functions of the intermediary

1. What are the main activities of your organisation?

Mechanisms and strategies

- 2. What are the *mechanisms and strategies* through which your organisation promotes interaction between firms and education and training organisations in the *Sugar sector*? What are your successes in terms of the outcomes of such interactive activities?
- 3. What are the ways in which your organisation supports training in skills specific to the sector in order to address skills gaps?
- 4. What institutional instruments (policy) has your organisation developed for facilitating the development of skills needed in the sector? [For public sectoral intermediaries]
- 5. What are the main changes in the business and education environments, over the past five years, that have influenced the main activities of your organisation? How have these changes affected your organisation?
- 6. What *strategies or mechanisms* has your organisation developed in order to keep up with such changes in environment? Please provide examples to illustrate.

Facilitators, constraints, challenges

7. What are the main facilitators and obstacles your organisation faces? Where have you encountered bottlenecks?

Changes proposed to education and training and skills development

8. Based on your experience of skills planning and/or training co-ordination, what changes are required to improve the responsiveness of education and training organisations to meet skills needs in the sector, and improve the employability of graduates?

SCHEDULE 3: Semi-structured interview schedule for intermediary leaders

We are interested in finding out how your organisation is organised to be more responsive to the skills needs of firms in terms of what skills training you engage in, and how graduates are supported to enter the labour market.

Interaction with firms

- 1. Do you have any interaction with firms in the sector? If so, what kind of interaction?
- 2. What is your motivation for forming linkages with firms?

Interactive capabilities in relevant departments

- 3. What are the mechanisms and strategies in place to promote more effective interaction with firms and ensure responsiveness to the skills demand of the sector?
- 4. What are the successes of your linkages with firms in the sector?
- 5. What are the main facilitators and obstacles to interaction with firms? Where have you encountered blockages?

Dynamic interactive capabilities in relevant departments

- 6. Are you aware of changes in the sector over the past five years that could influence your skills planning activities? How have you adapted your skills planning to these changes?
- 7. Who do you involve and how, in the planning and coordination of the skills planning activities in your department?
- 8. Are your skills planning activities kept up to date with changes in education policy? Please describe how this takes place.
- 9. In which ways, if any, would you like to see university policies, structures, and strategies changed to improve its responsiveness to skills demand in the sector?

SCHEDULE 4: Sensing, learning, coordinating

This schedule should be completed by the Heads of the relevant sector intermediary organisation.

Please rate the effectiveness by which your organisation supports firms and education and training organisations in sensing and addressing changes in the business and education environments.

Position in the intermediary organisation:	
, -	

Dynamic interactive capability	Very effective	Effective	Somewhat effective	Not effective
	1	2	3	4
Sensing capability				
We frequently scan the education and business environments to identify new opportunities for improving skills planning and development.				
We periodically review the likely effect of changes in the education and business environments on the skills development efforts in the sector.				
We often review education and training programmes in the sector to ensure they are in line with what firms in the sector require.				
We devote a lot of time implementing ideas for new programmes and services, and improving existing programmes and services offered by our organisation.				
Learning capability				
We have effective routines to support education and training organisations to identify, adopt, adapt and assimilate new information and knowledge on firms' skills needs and new institutional mechanisms or national and sectoral policies.				
We have effective routines to support firms to identify, adopt, adapt and assimilate new information and knowledge on education and training programmes offered by education and training organisations, and new institutional mechanisms or national and sectoral policies.				
The organisation is effective in supporting firms and education and training organisations in transforming knowledge gained through interaction with external partners into new programmes and services or improving existing programmes and services.				
Coordinating capability				
We have a global understanding of skills needs in the sector.				
We are fully aware of who in the sector has specialised skills and knowledge relevant for meeting the different skills needs.				
We carefully interrelate our actions to other actors in the sector to meet changing conditions.				
We manage to successfully interconnect the activities of firms and education and training organisations.				
Overall, our organization is well coordinated to support skills development in the sector.				

SCHEDULE 5: Questionnaire on partnerships and interaction

To what extent do you interact with any of these external actors to inform your skills planning and training activities, specifically in relation to the sector? We are interested in interaction related to the (insert programmes of interest for the sector) programmes offered by your organisation and any direct linkages you have with firms, TVET colleges and any other organisations involved in sector. Please also indicate the main goal(s) and deliverable(s) of each partnership.										
Position in the intermediary	Position in the intermediary organisation:									
External social actors	T Not at all	⊳ Isolated instances	ω Moderate scale	Dn a wide scale	Main goal of the	Main deliverable of				
List all of the key stakeholders in the local economic context. A sample questionnaire is provided in the Appendix.					partnership	the partnership				

Section 3. Appendices

Appendix 1 Sample Questionnaire on partnerships and interaction – related to the Sugar sector (Schedule 5)

To what extent do you interact with any of these external actors to inform your skills planning and project activities, specifically in relation to the sugar sector? We are interested in interaction related to the agricultural and engineering programmes offered by your organisation and any direct linkages you have with firms, TVET colleges and any other organisations involved in the sugar sector. Please also indicate the main goal(s) and deliverable(s) of each partnership.

Position in the intermediary organis	atio	า:	-			
		10	e scale	ө	Main goal of the partnership	Main deliverable of the partnership

External social actors	Not at all	ا Solated instances	س Moderate scale	On a wide scale	Main goal of the partnership	Main deliverable of the partnership
SETAs			3	4		
AgriSETA	П	П	П	П		
MerSETA						
Other SETAS (specify):						
Sectoral intermediaries						
South African Sugar Association Council (umbrella organisation)						
SA Cane Growers Association						
Local grower councils						
SA Sugar Millers' Association Limited						
SA Sugarcane Research Institute						
Sugar Milling Research Institute						
Sugar Manufacturing and Refining Association						
National Bargaining Council for the Sugar Manufacturing and Refining Industry						
Other sectoral intermediaries (specify):						
Government intermediaries						
National Agricultural Marketing Board						
Department of Agriculture & Environmental Affairs KZN						
Department of Agriculture, Forestry and Fisheries						
Other provincial and national government intermediaries (specify):						
_						

			<u>e</u>		Main goal of the	Main deliverable of the
			sca		partnership	partnership
	=	d Ses	ate	/ide		
External social actors	Not at all	Isolated instances	Moderate scale	On a wide scale		
	No	lsol inst	Š	On a v scale		
	1	2	3	4		
Universities						
University of KwaZulu Natal - College of	П	П	П	П		
Agriculture, Engineering and Science						
University of KwaZulu Natal – other	Ш	Ш	Ш	Ш		
University of Zululand – Department of Agriculture						
University of Zululand – Physics and						
Engineering		Ш	Ш	Ш		
University of Zululand – other						
Mangosuthu University of Technology –						
Department of Agriculture						
Mangosuthu University of Technology –	ΙП	П	П	П		
Engineering						
Durban University of Technology – Engineering and the Built Environment						
Durban University of Technology – Other			\Box			
Other national and international	ш		ш			
universities/university departments						
(specify):						
TVET colleges						
Coastal FET College (Mobeni)						
Elangeni FET College	$\overline{\Box}$		$\overline{\Box}$	$\overline{\Box}$		
Esayidi FET College	Ħ	ī	Ħ	Ē		
Majuba FET College	Ħ		$\overline{\Box}$	ī		
Mnambithi FET College	\Box		\exists			
Mthashana FET College			Ħ	Ħ		
Thekwini FET College	H	H	Ħ	Ħ		
Umfolozi FET College	H	H	H	H		
Umgungu-ndlovu FET College	H	H	H	H		
	ш	Ш	Ш	ш		
Other public FET colleges (specify):			П			
				-		
			Η	 		
	ш	Ш	ш	Ш		
Agricultural colleges						
Cedara College of Agriculture			Ш			
Owen Sitole College of Agriculture (OSCA)						
Other private colleges (specify):						
	П	П	П	П		
	百	Ī	Ē	Ē		
Private training providers		_				
Shukela Training Center (SASA)	П	П	П	П		
South African Sugarcane Research						
Institute Training Programme	L^{L}					
Sugar Milling Research Institute Training						
Programme The South African Cane Growers'						
Association Training Programme	╽╙		ш			

			ale		Main goal of the	Main deliverable of the
	_	s	Moderate scale	le	partnership	partnership
External social actors	Not at all	Isolated instances	erat	On a wide scale		
	Vot a	sola nsta	Nod	On a v scale		
	1	2	3	4		
AGB Mathe						
Other private training providers (specify):						
Farmers/Growers						
Small-scale farmers (non-commercial)						
Commercial farmers						
Sugar Milling Estates						
Grower groups						
Other farmers/growers:						
Firms						
Illovo Sugar						
Tongaat Hulett						
Transvaal Sugar Limited (Tsb) (Mpumalanga)						
Transvaal Sugar Limited (Tsb) (KwaZulu Natal)						
Gledhow Sugar Company (PTY)						
Union Cooperative Limited						
Umfolozi						
Other firms (specify):						
Other organisations (specify):						

If interaction with growers is indicated, please indicate the number of growers and where they are located where possible.

	Growers	Number	Location 1	Location 2	Location 3
6	Local grower councils				
57	Small-scale farmers (non-commercial)				
58	Commercial farmers				
59	Sugar Milling Estates				
60	Grower groups				

Appendix 2 Sample informed consent form

PARTICIPANT INFORMATION SHEET

To conduct interviews with individuals within sectoral intermediaries such as Sector Education and Training Authorities

Hello, I am (insert the researcher's name). I am part of a research team led by (insert your organisation's name).

(Provide a description of the research and the objective of the research. For example -

The current project aims to investigate how interaction and alignment between diverse types of education and training systems and labour markets can be enhanced in a differentiated post-school sector. The research will focus on capabilities in the public and private Higher Education, Further Education and Training and SETA skills development systems, to interact with labour market stakeholders, to address their skills needs. We hope this research will identify appropriate change mechanisms, and hence, provide systemic knowledge to direct funding and interventions where DHET can have leverage in future.)

We have chosen to focus our empirical investigation on four sectoral systems of innovation. Your branch has been identified as one of the key actors in the sectoral network.

The interview is designed to last 45 minutes. We will ask you to reflect on skills needs, organization and strategic mechanisms that promote or constrain interaction.

Please understand that you are not obliged to take part in this study and the choice whether to participate is yours alone. However, we would really appreciate it if you do share your thoughts and experiences with us. If you choose not to take part, you will not be affected in any way. If you agree to participate, you may stop the interviewer at any time and tell him or her that you do not want to continue, and you will NOT be prejudiced in ANY way.

If you do agree to take part in this study, please note that there will be no direct benefit to you.

We will be recording your name on the interview schedule, but it will not be linked to the answers you give in any way. Only the researchers will have access to the unlinked information. The name of your organization will also be anonymised. With your permission, I will audiotape and take notes during the interview. The recording is to accurately record the information you provide, and will be used for transcription and analysis purposes only. Your name will not be recorded on the transcripts. Instead, a code name will be used to ensure anonymisation. If you choose not to be audiotaped, I will take notes instead. If you agree to being audiotaped but feel uncomfortable at any time during the interview, I can turn off the recorder at your request. Or if you do not wish to continue, you can stop the interview at any time.

(Provide information on how the data will be stored. For example - An electronic copy of the transcripts will be stored in a password protected file for analysis by the project team only. As per the HSRC data preservation policy, the audio recordings and the transcripts will be kept in secure files for five years. Access to the transcripts will be restricted to the project team.)

(Provide information on how the results will be used. For example - The HSRC will share the research results with DHET branches in a number of ways: through a technical task team, a final report, policy

briefs, workshops and policy roundtables; as well as academic dissemination in the form of journal articles.)

The study has been approved by the Research Ethics Committee.

If you are harmed or have any concerns

If you feel that you have been harmed in any way by participating in this study, please call (provide contact details).

CONSENT FORM						
I hereby agree to participate in research reg department/organisation. I understand that I am par in any way to do so. I also understand that I can stop continue and that this decision will not in any way affe	ticipating voluntarily and without being forced this interview at any point should I not want to					
I understand that this is a research project whose purp	I understand that this is a research project whose purpose is not to benefit me personally.					
I have received the telephone number of a person to contact should I need to speak about any issues which may arise in this interview.						
I understand that my answers will remain confidential.						
I understand that (insert organisation's name) will use the results of the completed research.						
Signature of participant	Date:					
I agree / do not agree to have the interview audiotaped. (Please select an option.)						
Signature of participant	Date:					

If you need more information about the project, please call the (provide contact details).