

07.2.2025

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**Title**

Higher education institutions and work-based learning in the UK : employer engagement within a tripartite relationship / Tehmina N. Basit ...

**Publication year**

2015

**Source/Footnote**

In: Higher education. - 70 (2015) 6, S. 1003 - 1015

**Inventory number**

39049

**Keywords**

Ausland : Großbritannien : Hochschulwesen allgemein ; Ausland : Großbritannien : Forschung, Hochschullehrer

**Abstract**

Higher education institutions (HEIs) in the UK are increasingly engaging in work-based learning. The tripartite relationship between the HEI, the employer and the employee is viewed to be of great significance in work-based learning, not only in the initial stages of procurement of a contract, but also in designing and delivering the programme to meet the employer and employee needs, and those of the HEI, to make the programmes successful. This paper is based on one theme related to a larger EU-funded project on work-based learning leading to qualifications. Based on in-depth interviews at a post-1992 university in the UK with a range of staff including executive, senior management, managerial, teaching and administrative staff, we focus on this theme, to analyse employer engagement from the perspective of the HEI. We recommend strategies to enhance the tripartite relationship for the benefit of those involved and to improve policy and practice in the field. These include a strategic approach to work-based learning and regarding it as an integral part of higher

**07.2.2025**

education activity rather than a supplementary pursuit. (HRK / Abstract übernommen) Basit, Tehmina  
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