## The Mutual-Benefit Partnership Management Model for Vocational High Schools and Work and Industry Sector

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## **ABSTRACT**

The number of students interested in attending Vocational High School (VHS) has increased year by year. However, the quality of graduates is at low level and the unemployment rate of VHS graduates accounts for largest proportion among other levels. According to some previous research, there have been the unemployment of the Business Management Vocational High School graduates. This study aims to: (1) explore information related to the partnership management model currently in Vocational Schools; and (2) creating a partnership management model expected by the industry and work sector. The research method used was an instrumental case study. The object of this research was Methodist Vocational School and Nur Azizi Vocational School, and the industry and work sector. Informants from the school are the principal, vice principal of curriculum, vice principal of student affairs, vice principal of infrastructure and facilities, vice principal of partnership relations, head of expertise program, head of principal, supervising teachers, and teachers of productive subjects. The subject of research in the industry and work sector was the field work practice instructor. Data collection techniques using interviews, documentation, and observation. The data analysis technique used was ATLAS.ti 9 software. The data validation was carried out by triangulation through Chief Section of Vocational School and the other related Vocational Schools. The results of the study indicated that (1) the partnership management model currently in Vocational Schools was still limited to planning, implementing, and evaluating students; and (2) the management model desired by the industry and work sector included guidelines for partnership, education and training standards, student guidance systems, skills testing standards, and student competency assessment standards.

Keywords: Partnership Management, Mutual Benefit, Vocational High School