



Hiring Students: Via Collaboration between Erbil Polytechnic University and General Private Business Sectors in Erbil city, Kurdistan region, Iraq

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Reiceved 10/09/2023
Accepted 26/12/2023
Published 15/04/2024

Keywords:

EPU students,
Collaboration,
Companies,
Insurance,
Erbil city.

Abstract

This study aims to make the students career. Moreover, it tries to investigate the university's responsibility for its students so as to inspire them through academic methods. The method used in the present study is qualitative research. The researcher has interviewed two different groups of people. Academic staff in EPU university that consists of 10 people who are theoretically dealing with that matter. However, the second group consists of 6 leaders among different companies in Erbil. The result shows that the capacity for learning and ability for doing this collaboration are the most important factors for both groups. Moreover, financial problems, high quality of students, and their experiences in a specific different field are the highlighted points for two set of participants. Although, it shows that the most important requirements for them is the students' language proficiency and their skills. Also, both groups have some dissimilar opinions concerning university attempts to appoint the students permanently as employees. The business sectors emphasize on accepting them as volunteers.

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About the Journal

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1.Introduction

Education is one of the most valued dreams. The bright dream needs other factors to make it true. The economy is the most powerful factor to support the education field. Furthermore et (Fernandes et al., 2021, p,5) defined that the university is the education area that helps students to find their hobbies and capabilities then improving them in an academic system. However, these interests and abilities should be of significance in a commercial environment such as the companies. In other meaning, university-company collaboration is a very fruitful strategy for creating productive learners. Certainly, making creative individuals be done by finding jobs for learners through the collaboration between university and general sectors of business.

Collaboration is the joint engagement of partners in a specific field to solve the problems together. In addition, (Omar et, al., 2014, p.5) stated that collaboration between university and business sector is a great project and price productive process which benefit the society, business sector and university. University is an important participant in this progression. Therefore, it is one word but consist of teachers, students and advanced curriculum. (Fernandes et al., 2021, p,21) believed that collaboration just like a challenging for the partners. In other meaning, university as one of the participants should yearly change the programs. For more explanation, the framework from the university may be used as a starting point for this journey.

Ashman, (D,2001, p,10) stated that business achievements consider as superior outlets from collaboration. Thus, employment generation from education is belonged to progress in business sectors. Lai (E. R,2011, p.5) supported the same idea and mentioned that collaboration can have “powerful effects on student learning” On the other hand, (Grosser et al., 2021, p.3)) assumed that teaching process may let boring the students and having unachievable result with low-interest students. Therefore, collaboration will motivate them to be contribute in the challenging in order they can become employee in the company via collaboration. The society will face a bad situation if the graduated student still out of work.

Finally, the important point in this study is the university should attempt to improve its student’s competencies. Obviously, progressing their capability will require the advanced plan which may include each corner in the teaching process. The business sector must be helpful for supporting the collaboration with the education system. They should believe on the university’s ability. business sectors must suppose that it will rise the quality of their specific work and rise the outcomes. In addition, it is the modern view which make them well-known. In addition, student’s ability is the key for opening this relationship between business sector and university.

The objectives of the study are as following:

This study attempts to find jobs for the intelligent students during university. In addition, it investigates about those duties that the university should be ordering them for encouraging and supporting its students in an academic way. Finally, this work aims to determine those conditions from business sectors to students for offering them a job.

Problem Statement:

Most of the students may lose their enthusiasm for studying during university because they think it is difficult to get a job in or after university. For more than 15 years Kurdistan Religion has stopped the employment process in the Government sector in Kurdistan. According to the strategic plan of Kurdistan Religion, holding jobs in the general business sectors can replace government employment in the near future. However, the university does not have strategic plans for creating chances for careerist students also, the business sectors do not trust students' ability and do not have adequate experiences.

Research Questions

A: (for university)

- Why does not the university think of finding a career for its students?
- How can the university improve the students' ability and make them in the best quality according to their specialization?
- Dose the university have any plan for this topic? If, yes. What are they?
If, no. what are these problems which do not allow the university to have strategy for finding the jobs to its students?

B: (for Companies)

- Do you think that if you employ the students in your company, so that you can rise your outcomes and make the professional people who are fitting with the company's need?
- Do you believe on the students' ability? If, no. what are your conditions for accepting them as your employee?
- How much do you agree with that if you are collaborating with the university, it is a modern phenomenon and will become an advertising for your company?
- If you create a set of professional staff for your company, they will be much creative and productive in the long term. Do you believe on this theoretical framework?

2. Literature Review:

2.1 Models of Partnership for Hiring Students

According to (Aloui et al., 2021, p.22) there are two types of collaboration models: - inter-disciplinary approach.

- 1- Inter- disciplinary is a model which depends on product a fruitful research about the particular field. Then share it with university and business sectors. Thus, university mostly is successful for attracting the other partners to be came in the long-term collaboration.
- 2- Another model which is called accelerator. It is belonged to the university-company act. In this collaboration the university lets the company to take an activate role in the campus. Also, the company starts to create the productive students by sharing its experiences with them.
- 3- (Padmanabhan et al., 202, p.6) supports the same idea, he said that university will help companies by any new knowledge, smart students and academic methods. In addition, the company supports students for their next step of studying by taking them as trainer or employees in their company.

2.2 Definition of Collabratiion

It is a state in which two or more that two partners will exchange their knowledge together. In other meaning, some people attempt to learn something new through Conversation on the specific topic. (Mirbabaie et al., 2021, p.11). In addition (Ductor et al., 2021,p.7) defined collaboration as a common meeting between some people in different fields who effort to solve the particular problems. When some bright problem will rise in the society, so the other smart people attempt to disappear it quickly. It really needs different idea, dissimilar field but with the same goal. (Scherngell, 2021, p.23) noted that the exact definition for collaboration never an easy work. He believed that the exact definition for collaboration is proposed according the participant's agreement.

2.3 The Advantages of Collaboration

Collaboration is a fruitful concept in public organization. (Padmanabhan et al., 2021, p.12). Collaboration between university and business sector is considered as the best method for creating more profitable results than each one can have achieved lonely. Most of the innovation and creation are resulted from collaboration. In addition, the greatest problems will be solved through it. *"In short, collaboration is thought to be the smart thing to do and the right thing to do"*. (Aloui et al., 2021, p.8).

2.4 Mutual Benefits Between University and Business Sector

It is the amount of those positive results which be created for each partner whom involves in this collaboration. ((Aloui et al., 2021, p.25). In another meaning, everybody should have plan, goal and mission. However, “Universities mainly pursue research to reveal new knowledge, and a company’s ultimate goal is profit”. (Lai, 2011, P.5). Sometimes collaboration may feel rough at some different moment. Enhance, mutual benefit includes the capability to have the clear goals and influence on the results of their collaboration at a long period of term. Moreover, (Ductor et al., 2021, p.16). specified two factors are letting them to be more the closest:

- 1- Always the university attempts to be new entrepreneurial in its viewpoint.
- 2- The business sectors are interesting for adapting the proficiency from an academic environment and contribute to their business progress.

Rather than most of the universities and business sectors have desire to coloration in the healthy way, also there is uncountable challenged will be found by the modern life style. (Grosser et al. 2021, p.9). Such as, in medicine, technology, science and humanity. As (Lai, E. R,2011: P.9). Mentioned that in the traditional way, universities asked the business sectors for helping them or sponsored from finding the scholarships. In another meaning, they were contracted by researches, through projects and corporation. However, (Fernandes et al., 2021, p.17) believed on this model brings some risk for both sides why day after day it has become so limited. On the other hand. Nowadays, the competitions for finding new knowledge lets the two sectors to expand their collaboration. The modern models need them for long-term partnerships between them.

2.5 Working to Fill Their Gaps

Long-term strategic deals in a specific field is the standard for progressing the collaboration. (Ductor et al., 2021, p.11). However, the most important step is how do they make those partnerships? “*Finding the right people is always a good start*”. (Omar et al., 2014, P.14). Each participant in the collaboration will look for the best another member who capable to fit within. The ideal contributors may include the smart leaders who can able to determine the gaps and construct the strong ties among those relationships. (Grosser, et al., 2021, p.17). In another meaning, each part should have charismatic leader to manage its work correctly.

Table1.2 Present the differences between university’s need and companies’ need

University’s’ needs	Company’s’ needs
Support the students by practical area,	The newest knowledge,
Looking for the best future for students,	Strong CV from students such as, age, experiences in the specific field, healthy factors, criminal safety. Etc.
Applying the contracts as it is.	Search for Entrepreneur, working by power, taking about profit, customer always is right.

The differences between university’s need and companies’ need: Stated by Grosser, J., Bientzle, M., Shiozawa, T., Hirt, B., & Kimmerle, J. (2021).

2.6 Collaboration as a Future Building

When some university has a contract with the business sectors, it considers a bright future for its learners. (Ductor et al., 2021: 9). In addition, Mirbabaie et al., 2021, p.14). Stated that if searching for the quality of some university which is in collaboration and comparison with the another that has not in the relationships with business sectors, so that the results will explain the importance of partnership. Future always within collaboration.

According to (Padmanabhan et al., 2021, p.6). there are three factors which will affect on the collaboration:

- 1- Few financial resources: includes some issues like they have not economic supportive or sponsors for encouraging them.
- 2- The comprising among business sectors: is another problem which be faced collaboration, in that case they cannot developing.
- 3- Increasingly users of advanced technology: also, it threats today's collaboration and lets them to be alone.

These companies which have not a link with the universities will be out of date. (Aloui et al., 2021, p.19). In another meaning, they are lack of researches and miss out for marketing their new products. In addition, they cannot take benefits from young students' abilities, don't bring professional ideas and the newest knowledge to their companies. (Ashman, 2001, p.3). Thus, transferring theoretical ability to practical capacity is the most important goal during collaboration between university and general business sectors.

3. Methodology

Due to the lack of employment process in the Kurdistan Region and the irresponsibility of hiring university students from general business sectors in Erbil, the researcher has tried to discuss this problem. This study is a qualitative method interview. It is human research so it seeks to collect information that cannot be expressed numerically. This research also tries to find the best result from the following samples. in order can be helpful for the subject area.

3.1 Sampling Frame

The participants in this study consist of (10) academic staff of EPU and (6) companies among of general business sectors in Erbil. The samples from the first group which is belonged to academic staff at Erbil Polytechnic University including the Mr. president of Erbil Polytechnic University, the dean of Erbil Technical Administrative Institute, the dean of Erbil Technology Collage, the head of finding job direction in EPU, and the head of building and construction department, electricity department, oil department, roads department, the head of international marketing and languages department, and the head of accounting department in the EPU. In addition, the second group refers to the leaders of the participant companies involved Gulan Towers Company, MRF Group, Laval Group, Baxi Shaqlawa Real Estate Company, Kar Group, and Heamn Group. These companies have experience in the business for more than 10 years in different fields. In addition, each participant (Leader) has done business for a long time in various atmospheres and positions in business. The main aim of this research and the participant's experiences are decided for them. However, the gender of all participants from both groups consisted of men.

3.2 Tools

These instruments are used in this study involve recorder, laptop, mobile phone, writing documents. As this study mentioned before, it consists of qualitative approaches. So that, each instrument which were used in this research belongs to that approach. Private schedules with each participant were helped the researcher for getting the adequate results.

3.3 Procedures of Data Collection

This chapter talks about the process of qualitative and quantitative data analysis.

3.4 Procedures of Qualitative Data Collection

This study includes the structural interview with the participants. According to (Kvale, 1996, p.15) classified the interview research to seven stages: The investigating, designing research, interviewing, transliterating, analyzing, validating, and reporting. Of the qualitative method, the designing and analyzing of data collection are much important than the others. Thus, each interview was made in the friendly setting and all participants conveyed their ideas honestly. Moreover, all interviews were done in Howler and for each one we needed 30-35 minutes as

their duration of time. Further, all talks were digitally recorded by the researcher after took their permission and it did in March- April 2021.

4. Results

The results of this study involve of two phases. First one is belonged to the interview with the (20) academic staffs in the EPU. In addition, the second phase includes the interview amongst (6) companies in Howler.

4.1 Results from the first phase

About this phase. Firstly, the questions focused on the university's attempt for finding jobs for its students, next, it paid attention to the university's strategy to improve the learner's specific competencies, then, the researchers tried to ask about their plan for career its learners, at the end, we discussed those reasons which make barrier for applying this process. The interview follows those three questions:

1- Why does not the university think about finding career for its students?

Among the (20) participants all of them supported the collaboration as perfect method for developing academic environment (knowledge and practices) during teaching process. The whole emphasized that in the previous years of many times and many people have tried to create collaboration with the business sectors. It is the fact that we can walk several fruitful paths for career our students according to their specialization. The president of EPU said "your research is not the first one, another one also did that before". In addition, the director of vocational finder directory in EPU mentioned that just now we are working in the program for registration all information about our graduated students for each year. Their information includes name, general identification, college, department, specialization, experiences and their willing and interesting. Moreover, he said that we have tried to choose the smart and competence students then do the competition amongst them after they will participate in the collaboration program with some international and famous companies in Howler. However, one of the directors of building and construction department on EPU believed that the collaboration is the best way for supporting students but if the company gives them assurance. He said that I never sent my students to any project without assurance because the nature of our work is risk and working on the high buildings so I cannot promise my students to be safe there. He thought the postgraduate students are free for participating in any collaboration process.

2- How can the university improve the student's ability and make them in the best quality according to their specialization?

Every participant in this study supported this question because they are definitely believed on their student's ability and they convince on their attempts for creating the professional learners according to their different fields. As the president of EPU informed that already we are following Bologna process. This process encourages the learners to participate in the teaching development beside the teachers also, it gives them the adequate command for preparing presentation, seminar and project at least for each class. Thus, these need the best research and prepare themselves which help the students for improving their ability according their field. In another side all student has summer training, which is the affect method for make interest in front of their job also let them for deep understanding on their topics. In addition, most of the department especially medical branch divides their teaching between academic class in collage and practice teaching in the hospitals. Whole of them are the factors for improving their ability.

3- Does the university have any plan for collaboration?

If yes, what are them?

If no, what are the problems which donot allow to perform it?

Indeed, we have many plans for developing the collaboration between us and business sector, such as that plan which already we are talked about it. It is a very important plan for preparing our students according to their competences. Moreover, we have done many meetings and negotiation with several companies which are belonged to the tourism, banking, building and construction. We are in the same idea for collaboration between us. Academic area should be transferred to the business sector as soon as in order to have the fruitful result for our society. We can say just this time many of our students are in the work with business sector but their numbers are very limited. Therefore, according to those reasons which facing us and let stop this process are a huge but the highlights belong to some bright points like:

- ❖ Collaboration does not become a custom in our society like the other advanced cultures all over the world. Therefore, in here much of companies still convincing their family, relatives and friends as their partner or employee. In the fact, they should definitely convince on the academic area.
- ❖ There is lack of the huge number of big international company except a small number, also we don't have the strong economic background.
- ❖ Our land situation according to economic, political and health condition. Each year we have faced many problems which stop all of our plans. The newest is Corona, it is not stop only our programs even it stops the life.

4.2 Results from the second phase

About the second phase. Also, it includes interview with (6) companies in Erbil. Our discussion focused on their theory about collaboration, student's ability and those benefits which will be got through collaboration with the university. The interviews involved those question:

1- Do you think that if you employ the students in your company, so that you can rise your outcomes and make the professional people who are fitting with your needs?

Among (6) active company in Howler, all of them support collaboration as a modern and useful method for developing but on the condition, we can find out its real meaning. According to that question, four companies between them absolutely believed that academic people are important for improving our specific field but really experience is more essential than theoretical knowledge. The chairman on a company said that I have an employee who had limited educated but I supported him to graduate from university. Indeed, he never needed this but it was just for encouraging him for his work because he is smart and enthusiastic for his job. Another director in different company believed that students need much time to be ready and understand the essential work of our company. In time, we are fit with all our experienced staff. On the other hand, the international company mentioned that during accept anyone as our staff we depend on the CV as a certification from him\her because always we want the best one. However, the rest of three companies absolutely recommended the students that they can help them, developing and teaching them in the practical method. Finally, they promised to take the 1-2 professional and smart ones as their employees.

2- Do you believe on the student's ability? If No, what are your conditions for accepting them as your employees?

All of the companies definitely believed on the student's ability because they thought if someone can reach that level of life, of course it is easy to manage and improve the job. They said that our conditions don't belong to lack of confidence but it refers to the essential rules of business. We do business so it is impossible to shear some unexperienced people easily. Each company has deferent conditions for taking the students, but the mutual condition among them is they should work as voluntaries at least a year or six months, after we will decide on the best one. Unless, a company for building and construction promised to taking them as employee soon after starting as voluntaries. However, the others said we can take only 1-2 students as our staff at the end. Three among them emphasized on the language as an important condition. Kurdish, English and Arabic language are the essential for managing daily life job. Beside them, their challenge, enthusiastic for their responsibility, behavior with the customers, socializing and modern thinking are bright points for us. Except one company for building and construction, he told, we don't need language because our working depends on their hands and mechanical process, so language is not much important. On the other hand, he said our topic condition is we cannot give them assurance as our worker.

3-Collaboration will become an advertisement for your company and it is a modern phenomenon in our society, are you agree? And I think if you support the students may create some professional people for your long life working.

All of the companies believed that we may find out many intelligences and powerful people through this collaboration. Moreover, they thought that this collaboration will be helpful for our future which let the name of our company to distribute among the large number of people. In addition, it becomes the charity activity and the organization for supporting young people. They told yes, when we plant the seed, we can eat the fruit. Exactly, it is good idea to take care of your children so, we can make as your wants. In that case, we can teach them how to be success, what are our weak points, and what is our real goal for long life. However, one company among them said, how we confidence on the students? We may clarify them everything but at the end they become our competitor, or they build the company on our same field. these points are our comments.

4.Discussion

According to this research, it shows that collaboration is the best method for progressing the academic field also the business sector in the society. Therefore, both participant groups in this study have some similar ideas. However, they are different in some others. For example, both of them are believed on the student's ability as the young layer in the culture, they thought they can able to understand and practice the essential principles on their specific fields. Moreover, they emphasized on their meetings and negotiation about that topic and attempts to find out the best mechanism for developing collaboration between academic area and business sector in Howler. Indeed, they mentioned to some barrier factors for slowing this process like, financial problems, large number of the students, adequate experienced and smart staff in most of the business sectors are real problems. Another similar point is language that both partners take it as significant factor for success. Also, practical instruction beside theoretical teaching is considered as fruitful academic process. On the other hand, they are different in assurance. Some company absolutely rejected to give assurance for students. Nevertheless, the other department never agree to send their students for work without assurance. For more distance, university always emphasized on career and employing its students in their field, but the business sectors definitely decide to take them as voluntaries.

5.Conclusion and Recommendation

This study evaluated the ways of employing university students through the collaboration process between EPU students and business companies in Erbil. The findings revealed that both groups absolutely believed in collaboration as the modern way for developing society. Moreover, both sectors emphasized on the student's ability for creating the best society that employs young people so as to guarantee the future of the students and the future of their society. In addition, both groups recommended that collaboration as a new phenomenon between these two sectors require several meetings and conferences for better understanding of its basic elements. EPU staff and business leaders worried about economic issues, a huge number of students, and the lack in having sufficient amount of specific knowledge on the part of the students. It is clear that language proficiency is the most important prerequisite for both groups. Oppositely, insurance is the disagreeing point between them because, some of the companies definitely rejected to grant student's insurance, while one academic department in EPU never agrees to share their students to be employed without financial insurance. As a recommendation from this research. the most important issue according to EPU is the employment of its students, while for the business sectors sharing the students as volunteers is the main object for the students. I recommend that the EPU must arrange the best curriculum for academic teaching which able to satisfy the market labor.

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دامه‌زاندنی قوتایان له ڕێگای هاوبه‌شی کردن له نێوان زانکۆی پۆلیته‌کنیکی هه‌ولێر و که‌رتی تاییه‌تی بازرگانی له هه‌ولێر

کۆره‌زۆن تالیب عه‌بدولّا

بازارکردنی نێوده‌ولّتی و زمانه‌کان کۆلیژی به‌رپۆه‌بردنی ته‌کنیکی زانکۆی پۆلیته‌کنیکی هه‌ولێر هه‌ریمی کوردستان - هه‌ولێر

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پوخته

گه‌وره‌کان ده‌توانن داها‌توویه‌کی گه‌ش بۆ کۆمه‌لگا دروست بکه‌ن. له‌ راستیدا، پێویسته به‌ ڕێگای ته‌کادیمی و فاکتیره ئابوورییه‌کان هان بدرێن. ئەم توێژینه‌وه‌یه‌ ده‌یته‌ هۆی ئەوه‌ی که‌ خوێندکاره‌کان به‌ پێشه‌یی کار بکه‌ن. هه‌روه‌ها هه‌ولده‌دات لێکۆڵینه‌وه‌ له‌ به‌رپرسیاریتی زانکۆکه‌ بکات بۆ خوێندکاره‌کانی بۆ ئەوه‌ی ئیله‌امیان پێ بده‌خشیت له‌ ڕێگه‌ی میتۆده‌ ته‌کادیمییه‌کانه‌وه‌. له‌ کۆتاییدا، ئەم کاره‌ هه‌ولده‌دات مه‌رجه‌کانی کۆمپانیایان بدۆزێته‌وه‌ بۆ پێشکه‌شکردنی کار بۆ خوێندکاران. ئەم توێژینه‌وه‌یه‌ توێژینه‌وه‌یه‌کی کوالیتیییه‌. لێکۆڵنه‌وه‌که‌ چاوپێکه‌وتنی له‌گه‌ڵ دوو گروپی جیاوازه‌ کردووه‌، ستافی ته‌کادیمی له‌ زانکۆی ئی پی یو که‌ سه‌ر به‌ گروپی یه‌که‌مه‌ که‌ له‌ ۲۰ کەس پێکهاتوو که‌ به‌ شیوه‌یه‌کی تێوڕی مامه‌له‌ له‌گه‌ڵ ئەم بابته‌ ده‌که‌ن. له‌گه‌ڵ ئەوه‌شدا، گروپی دووهم له‌ ۱۰ سه‌رکرده‌ پێکهاتوو له‌ نێوان کۆمپانیا جیاوازه‌کان له‌ هه‌ولێر. ئە نجامه‌ که‌ ئە وه‌ ده‌ رده‌ خستوو که‌ توانای فێربوون و توانای ئە نجامدانی ئە م هاوکارییه‌ گرنگترین هۆکاره‌ بۆ هه‌ ردووه‌ گروپی که‌. له‌گه‌ڵ ئە‌وه‌شدا، کێشه‌ی دارایی و کوالیتی به‌رزی قوتایان و ئە‌زمونه‌کانیان له‌ بواریکی دیاریکراوی جیاوازه‌دا خالی به‌رچاوه‌ بۆ دوو کۆمه‌له‌ به‌شداربوو. هه‌رحه‌نده‌ ئە‌وه‌ نیشان ده‌دات که‌ گرنگترین پێداویستیه‌کان بۆ ئە‌وان شاره‌زایی زمانی خوێندکارانه‌، هه‌روه‌ها هه‌ردوو گروپه‌که‌ بۆچوونی جیاوازیان هه‌یه‌ سه‌باره‌ت به‌ هه‌ولده‌کانی زانکۆ بۆ دیاریکردنی خوێندکاران به‌ هه‌میشه‌یی وه‌ک کارمه‌ند. له‌گه‌ڵ ئە‌وه‌شدا، که‌رتی بازرگانی جه‌خت له‌وه‌ ده‌کاته‌وه‌ که‌ وه‌ک خۆبه‌خش قبولیان بکات. کۆتا ناکۆکی نێوانیان ده‌رباره‌ی بیه‌ به‌رپۆه‌به‌ری به‌شی EPU ئە‌م هاوکارییه‌ی نێوان خوێندکارانی به‌شه‌که‌ی په‌سه‌ند نه‌کرد به‌هۆی نه‌بوونی بیه‌، که‌ له‌لایه‌ن زۆربه‌ی به‌رپۆه‌به‌رائی کۆمپانیاکه‌وه‌ مسۆگه‌ر نه‌کرا.

وشه‌ سه‌ره‌تاییه‌کان: خوێندکارانی ئی پی یو، هاوکاری، کۆمپانیا، بیه‌.

توظيف الطلاب :من خلال التعاون بين جامعة بوليتكنك أربيل وقطاعات الأعمال الخاصة العامة في مدينة أربيل ، إقليم كردستان ، العراق

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ملخص

يمكن للبالغين خلق مستقبل مشرق للمجتمع. في الواقع، يجب تحفيزهم إما بالطرق الأكاديمية أو بالعوامل الاقتصادية. تهدف هذه الدراسة إلى جعل الطلاب مهنة. كما تحاول التحقيق في مسؤولية الجامعة تجاه طلابها وذلك لإلهامهم من خلال الأساليب الأكاديمية. وأخيراً، يحاول هذا العمل اكتشاف شروط الشركات لتقديم فرص عمل للطلاب. هذه الدراسة هي بحث نوعي. أجرى الباحث مقابلات مع مجموعتين مختلفتين من الناس. أعضاء هيئة التدريس في جامعة EPU الذين ينتمون إلى المجموعة الأولى التي تتكون من 20 شخصاً يتعاملون نظرياً مع هذا الأمر. أما المجموعة الثانية فتتكون من 10 قادة من مختلف الشركات في أربيل. وتظهر النتيجة أن القدرة على التعلم والقدرة على القيام بهذا التعاون هي أهم العوامل لكلا المجموعتين. علاوة على ذلك، فإن المشاكل المالية، والجودة العالية للطلاب، وخبراتهم في مجال مختلف معين هي النقاط المميزة لمجموعتين من المشاركين. على الرغم من أنه يوضح أن أهم المتطلبات بالنسبة لهم هو إتقان اللغة لدى الطلاب. كما أن كلا المجموعتين لديهما بعض الآراء المتباينة فيما يتعلق بمحاولات الجامعة تعيين الطلاب بشكل دائم كموظفين. إلا أن قطاعات الأعمال تؤكد على قبولهم كمطوعين. بخلاف الأخير بينهما يدور حول التأمين. ولم يوافق رئيس قسم في جامعة EPU على هذا التعاون بين طلاب قسمه لعدم وجود التأمين الذي لم يكن مضموناً من قبل معظم رؤساء الشركات المذكورة.

الكلمات المفتاحية: طلاب EPU، التعاون، الشركات، التأمين.