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The Council for Industry and Higher Education identifies what businesses want from postgraduates

The CIHE today releases 'Talent Fishing', a report that explores the extent and nature of demand for postgraduates from businesses. The report is based on detailed consultations with senior managers and HR directors in 56 businesses – many of them global recruiters – and indicates there is a high level of demand for, and satisfaction with higher degrees.

It also identifies a number of areas where Higher Education Institutions (HEIs) and businesses must work together to improve the wider skills of postgraduates, particularly around leadership and work experience. The report suggests that there are significant issues around communicating the value of postgraduate degrees to some employers.

Dr David Docherty, Chief Executive of CIHE said:

"The findings in 'Talent Fishing' show that leadership and entrepreneurship should be built into postgraduate courses, and not regarded as an 'add on.' As with undergraduates, more collaborative mechanisms and funding (from both sides) must go into providing postgraduates with business experience as part of their degree."

Four categories of postgraduate employers emerge from the research; 'harvesters' who attract postgraduate talent in a number of different ways; 'anglers' who prefer postgraduates because they are a good catch; 'spearfishers' who seek small numbers of postgraduate recruits for specific roles; and 'trawlers' who recruit postgraduates simply because they are caught up in the net of first degree applicants.

The report draws on detailed consultations with businesses to establish what they are looking for when they seek out postgraduate talent, whether UK taught postgraduates deliver the right high level skills, and how they are rewarded for them.

The full CIHE-CBI report '**Talent Fishing: What businesses want from postgraduates**' can be found at www.cihe.co.uk.

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Notes to editors

CIHE

The Council for Industry and Higher Education (CIHE) is a strategic leadership network of senior business leaders and Vice Chancellors working together to enhance economic competitiveness and social cohesion.

The CIHE's strategic leadership network will focus specifically on where businesses and universities can combine to help resolve some of the most intractable challenges we face on climate change, new energy sources, the future of engineering and life-sciences, the digital and creative economies and financial services.

CIHE has recently launched two strategic task forces to explore where businesses and universities can better work together on relevant research and on creating the right jobs for the right graduates. The task forces are to focus on the areas of engineering and manufacturing, and the digital and creative industries.

CBI

The CBI is the UK's leading business organisation, speaking for some 240,000 businesses that together employ around a third of the private sector workforce. With offices across the UK as well as representation in Brussels, Washington, Beijing and Delhi the CBI communicates the British business voice around the world.

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