

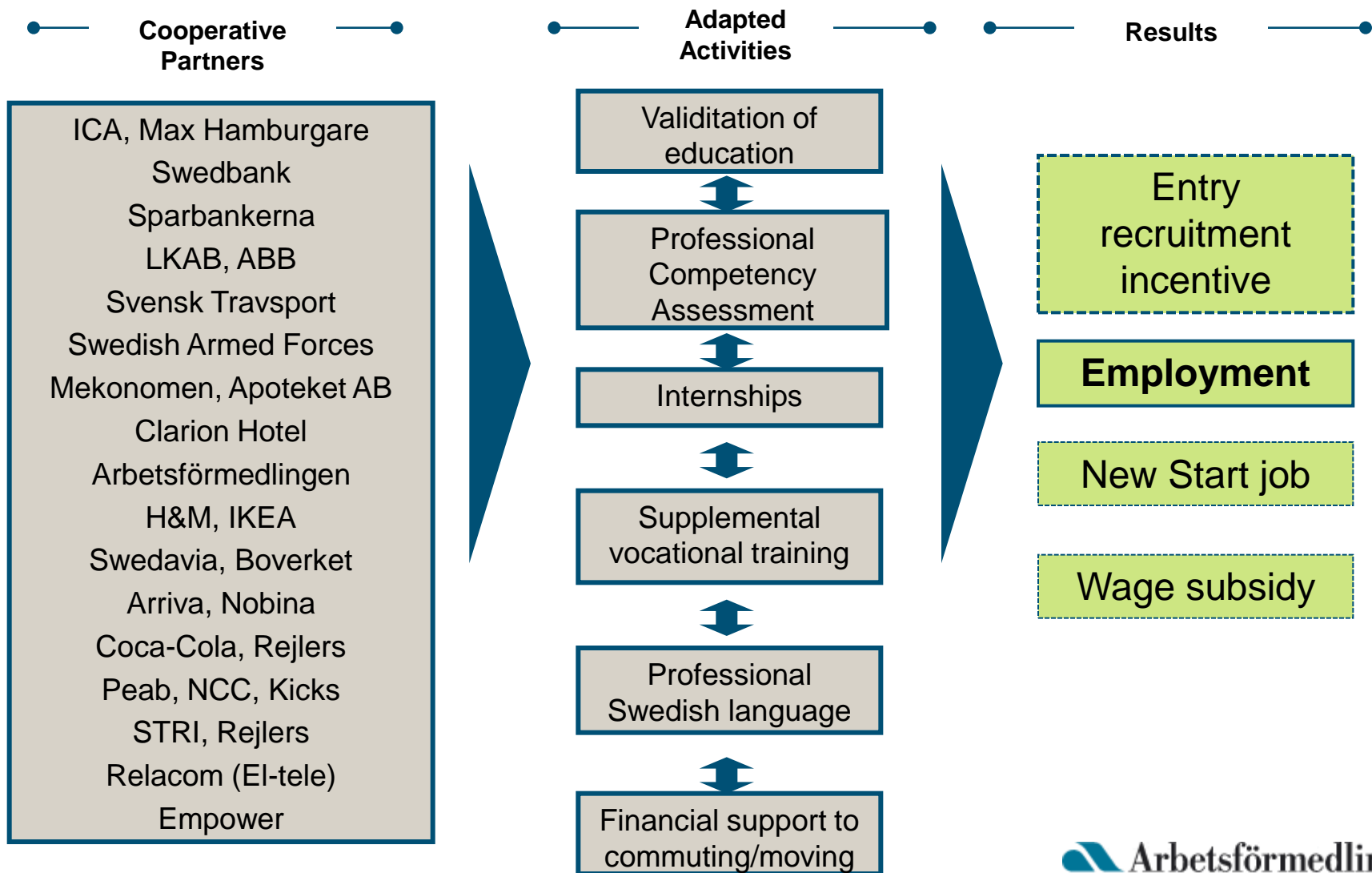
# National Customers-PES Sweden

- *Soledad Grafeuille, Head of Unit*

*Soledad.grafeuille@arbetsformedlingen.se*

# Cooperation with nation-wide employers

## National Customers



# Market-focused activities

- **Physical meetings between employers and jobseekers** –to make sure jobseekers are judged as individuals, and employers can see their potential as a highly trained newly arrived migrant, or as highly motivated youth.
- **Chose and combine the right tools from the PES tool box** –Sometimes no measures are needed. In other cases, some kind of limited-period incentivised employment is enough. Sometimes we need to use various combinations of preparatory training courses, professional Swedish language courses, traineeships, and supplemental labour market training. The common denominator for these tools to work is that they require an interest and desire from the employers.

# Why should the Companies cooperate with the PES?

- There are significant benefits for companies and organisations who choose to use these resources to their advantage. This can be decisive in their striving to grow or fully perform their mandate — in addition to showing more open attitudes and taking social responsibility

# Why the Agreements?

- Develop and adapt cooperation with employers.
- *Nationwide customers* is a further development and modification of the methods that PES uses to better take advantage of the competencies held by youth, long-term unemployed, individuals with physical disabilities, newly arrived migrants, and foreign-born who have not become established on the Swedish labour market.

# Agreements

- Our agreements with employers are not all the same.
- All agreements are designed to inform the employers about our tools and the possibilities they can entail.
- *Nationwide customers* work innovatively to jointly find the right solution that creates employment possibilities for the priority jobseeker groups at PES.
- Solutions can involve a chain of various labour market programmes, sometimes tailored to an individual plan. This can involve a combination of a professional Swedish language course, occupational skills assessments, work experience and/or supplemental labour market training. Some require few or no activities at all.

# Advantages for the PES and the jobseekers

- The particularly good contact that PES has with such large nationwide employers creates greater possibilities for our jobseekers, and increases the number employment offers that can be made available to them.