



# Learning Impact Awards - Education-to-Work Partnerships

At Florida Virtual School (FLVS) and FlexPoint Education Cloud, our goal is to help students explore a variety of possibilities beyond secondary education – whether that’s earning a college degree or entering the workforce in a high-skill, high-wage, and high-demand job – so they become productive members of society who thrive in a career that they are passionate about.

## Challenge

Education has long measured learning and student success by testing the “hard skills” through statewide assessments, SAT/ACT scores, grade point averages, and more. However, LinkedIn’s Global Talent Trends report found that 92% of hiring professionals say soft skills matter as much, or more, than hard skills. These soft skills include emotional intelligence, as well as communication and interpersonal skills. As current events continue to shift the employment landscape, bridging the gap between education and the workforce has never been more important.

## Solution

According to research conducted by the U.S. Department of Education, students who take Career and Technical Education (CTE) courses in high school have a higher graduation rate, a higher employability rate, and higher employment earnings. Knowing that CTE courses make a difference in the lives of students, FLVS and FlexPoint developed CTE courses and programs of study that can help students enter into careers that are high-skill, high-wage, and high-demand. Currently, FLVS and FlexPoint offer more than 20 CTE courses in eight different career clusters, ranging from Information Technology to Agricultural Communications.

## Learning Impact Outcomes

Approximately 20,000 students have taken FLVS and FlexPoint CTE courses, setting themselves up for success post high school and/or college graduation.

## Return on Investment

Due to the increased student interest in our CTE courses, FLVS and FlexPoint have a 10-year plan to have 15 CTE programs of study by 2029. This plan will allow us to prepare students more adequately for careers, creating a more robust and talented workforce.

## By the Numbers

- Career Builder reports that **77%** of employers are looking for candidates who possess soft skills.
- About **77%** of employers from in-demand industries report hiring an employee because of knowledge and skills gained from their CTE experience
- High school CTE concentrators are more likely than non-concentrators to be employed full-time, and have higher median annual earnings **eight years** after graduation.

