



A Universal Design for Learning (UDL) Case Study: The National Sales Apprenticeship Programme



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Mhaigh Eo, Shligigh agus Liatroma
Mayo, Sligo and Leitrim
Education and Training Board

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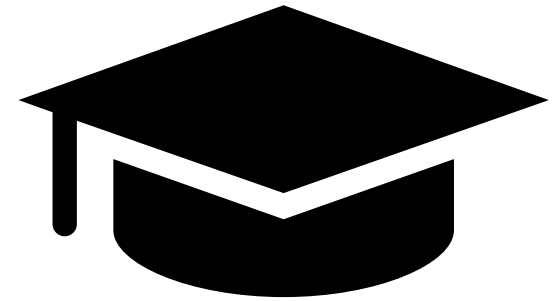
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Further Education & Training



- Lifelong learning options
- Diverse range of programmes and supports
- Programmes are designed to meet the needs of individuals at different stages of the learning pathway
- Level 1-6 on the National Framework of Qualifications
- Example: Apprenticeships, Youthreach, Post Leaving Certificate (PLC),
Traineeships, Specific skills training



National Sales Apprenticeship Programme



- Designed by industry to suit industry needs
- Quality and Qualifications Ireland (QQI) Major Level 6 Award
- 2-year programme
- 13 industry focused subjects & assessments
- Apprentice is employed & paid (full-time)
- Open to new hires / existing employees
- Blended mode of delivery



Profile of the Sales Apprenticeship learner (1)



- 18 – 57 years
- New to sales / highly experienced in sales

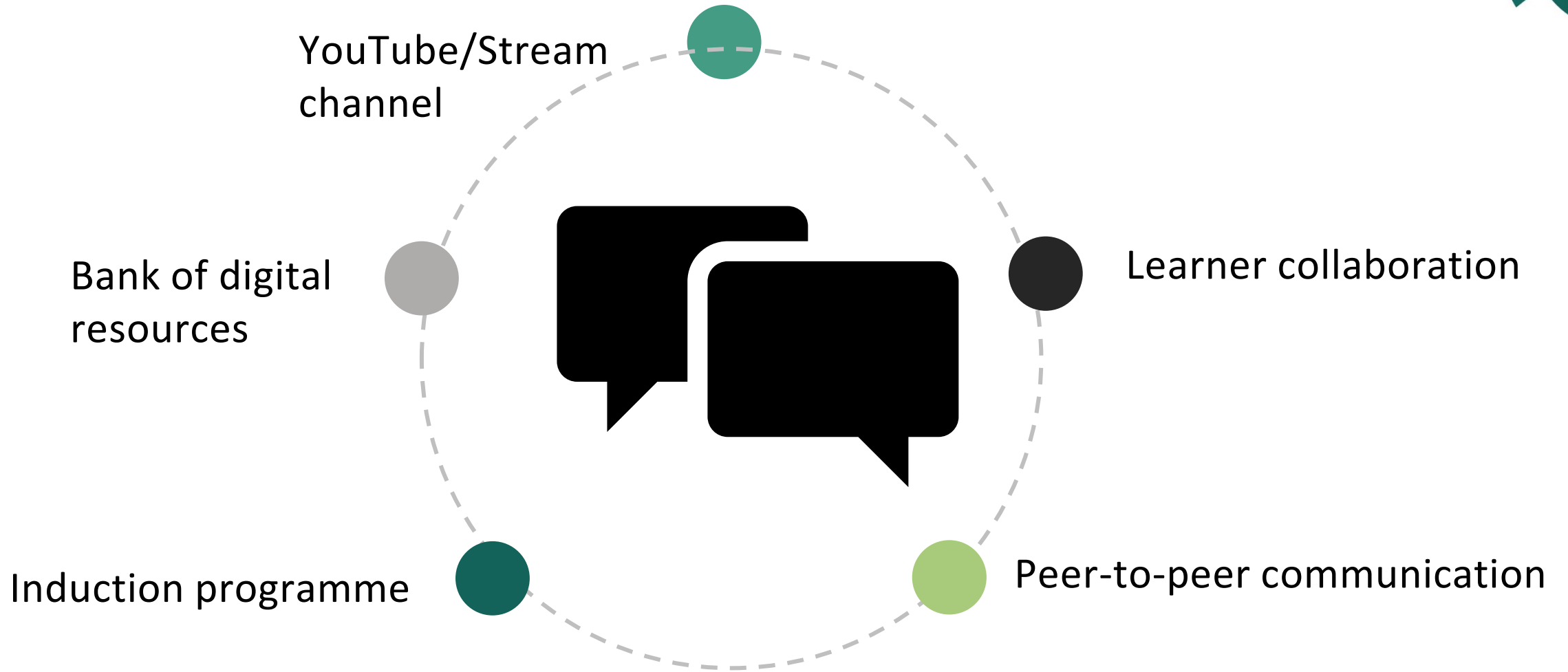
Profile of the Sales Apprenticeship learner (2)



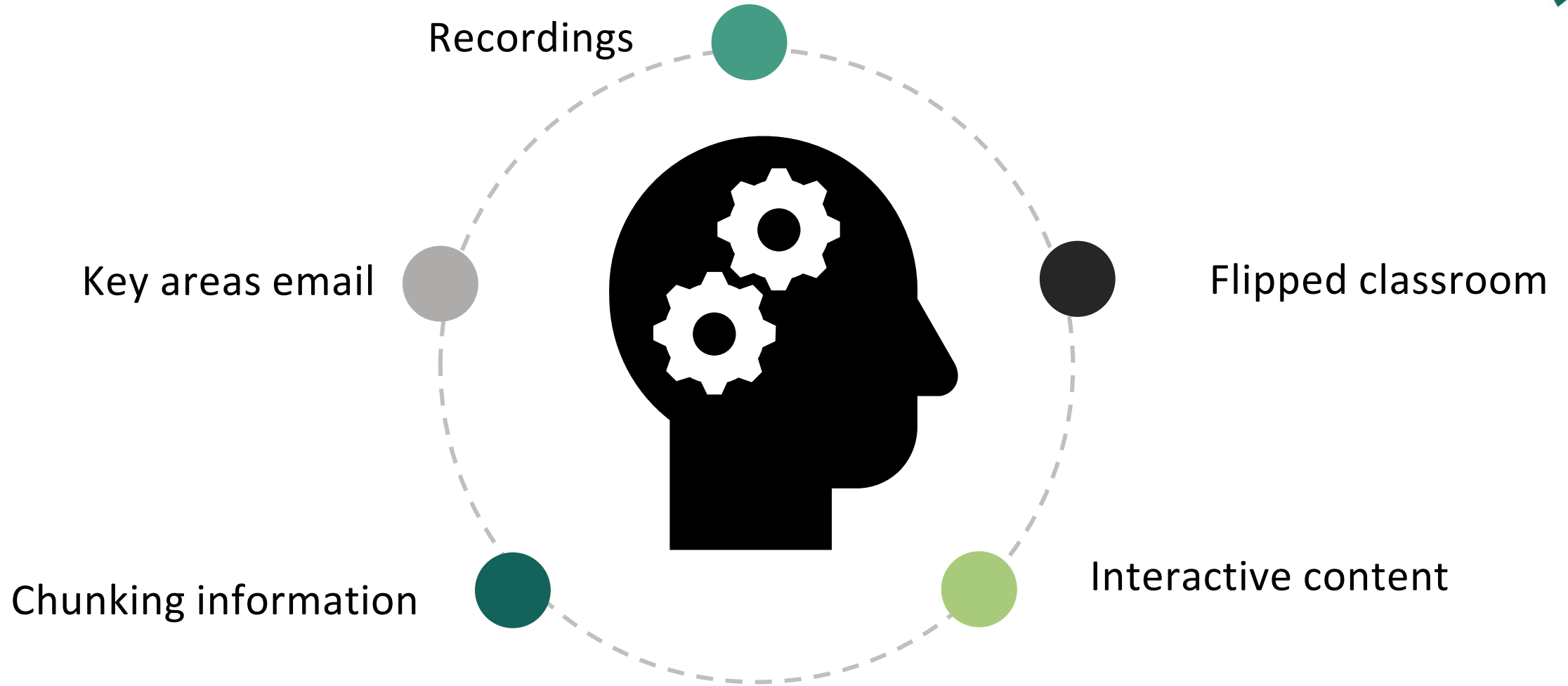
- Level 5 – Level 9
- Mature Applicants with prior experience



Multiple Means of Engagement

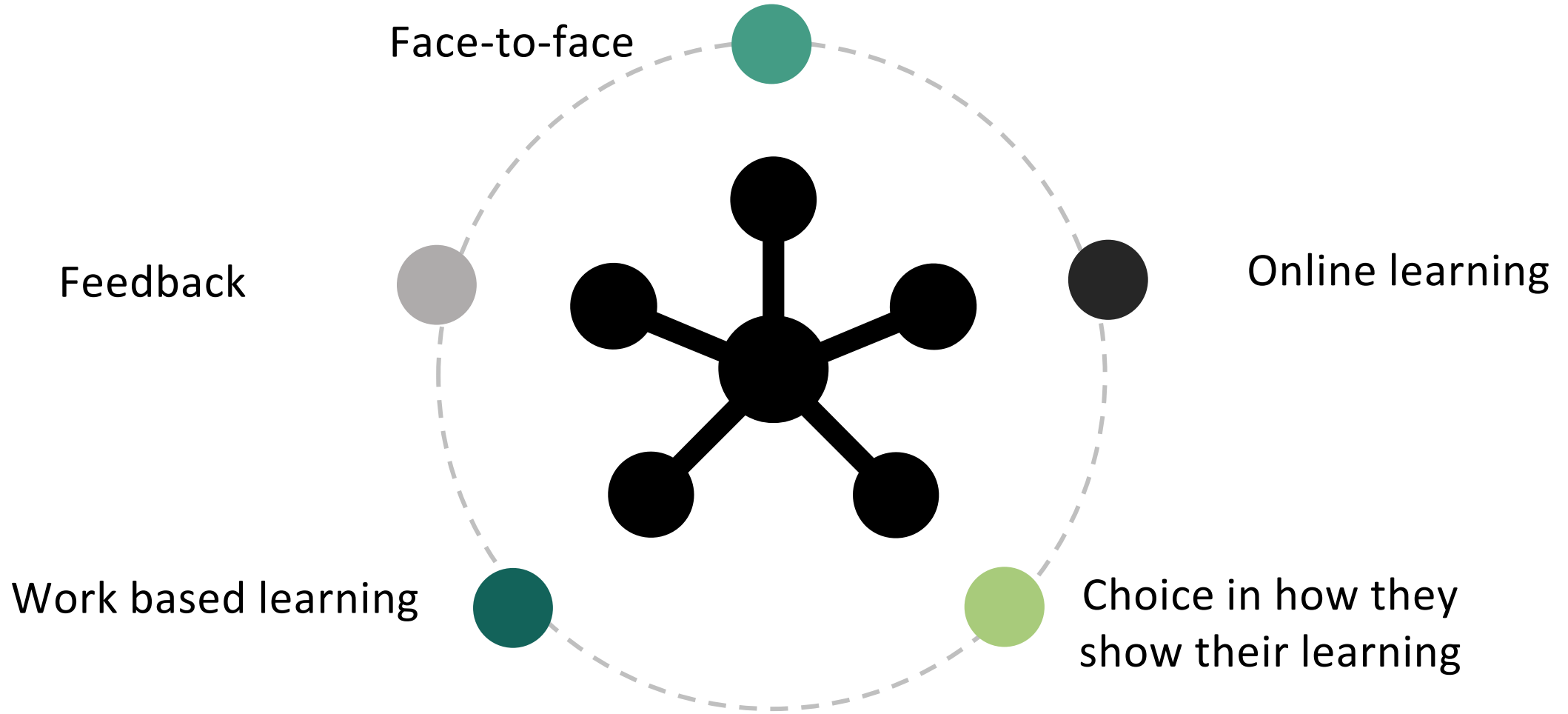


Multiple Means of Representation

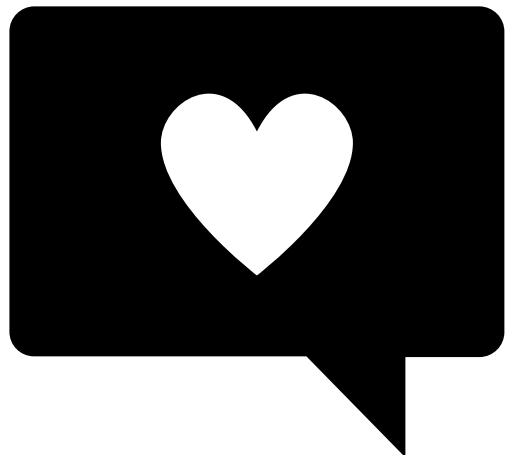




Multiple Means of Action and Expression



Benefits

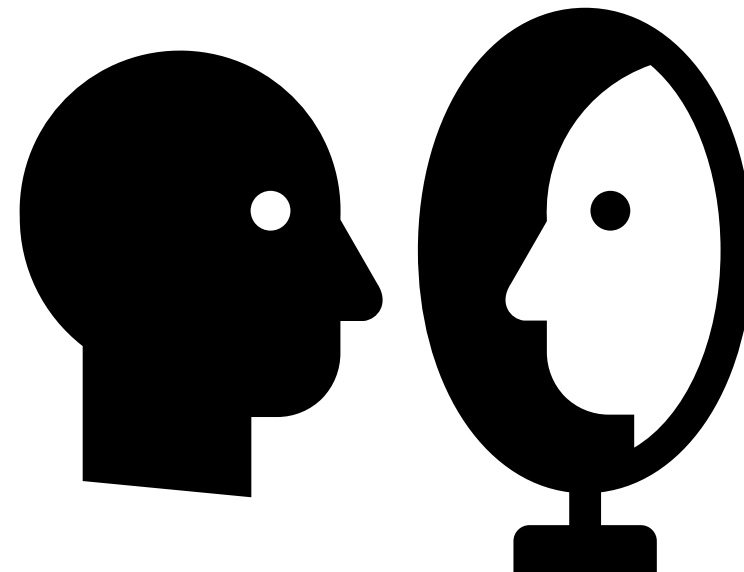


- Allows learners to express their knowledge in a deeper manner
- Draw on skills beyond the scope of programme
- Use of transversal skills such as creativity, written communication, critical thinking & public speaking
- Produce work that is unique to them (minimising plagiarism issues)
- Demonstrate what they've learned in a personalised manner

Reflections



- Assignments are now more diverse & interesting
- Reduced academic integrity issues
- Learners take ownership of their learning
- Real life skills
- Preparation for the workplace





Resource Material



ALTITUDE

THE NATIONAL CHARTER FOR UNIVERSAL
DESIGN IN TERTIARY EDUCATION

<https://www.ahead.ie/udlforfet-guidance>

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Strategic enablers





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THANK YOU