


EDbooster.org Provide life skills and foundational skills to students for college & Career learning.

How can I sell to colleges and corporations the fact that entering students need life skills and business tools to be better at entering college and careers?

There are several ways you can sell the idea that entering students need life skills and business tools to be better prepared for college and careers:

1. Present research and data: One way to make a compelling case is to present research and data that shows the importance of life skills and business tools in college and career success. For example, you could highlight studies that show how effective time management, communication, and teamwork skills are correlated with academic and professional success.
2. Share personal anecdotes: Another effective way to sell the idea is to share personal anecdotes or case studies of students who have benefited from developing life skills and business tools. For example, you could share stories of students who improved their grades or landed internships or jobs thanks to the skills they developed.
3. Make a business case: You can also make a case for investing in life skills and business tools by highlighting the potential return on investment for colleges and corporations. For example, you could argue that investing in these skills can lead to improved retention rates, higher grades, and better job placement outcomes, which can ultimately translate to cost savings and increased revenue for the institution.
4. Emphasize the importance of soft skills: In addition to presenting research and data, you can also emphasize the importance of soft skills in today's job market. Many employers are looking for candidates who have strong communication, problem-solving, and teamwork skills, and students who develop these skills while in college are more likely to be successful in their careers.
5. Partner with educators and employers: Finally, you can also consider partnering with educators and employers to develop programs and initiatives that promote the development of life skills and business tools in students. This can help to build support for the idea and make it more likely that colleges and corporations will invest in these types of programs.





Time management, communication, and teamwork are important skills that can contribute to academic and professional success. Here are a few studies that highlight the relationship between these skills and success:

Time management: A study published in the *Journal of Educational Psychology* found that students who reported higher levels of time management skills had higher grades and were less likely to procrastinate (Tice & Baumeister, 1997).

Communication: A review of research published in the *Journal of Business Communication* found that effective communication skills are related to career success (Bostrom, et al., 2008).

Teamwork: A study published in the *Journal of Applied Psychology* found that team members who were rated as more effective at teamwork had higher levels of job satisfaction and were more likely to be retained by their organizations (Mathieu, Maynard, Rapp, & Gilson, 2008).


Overall, these studies suggest that time management, communication, and teamwork skills can be important predictors of academic and professional success. Developing and improving these skills can help individuals achieve their goals and be more successful in their academic and professional endeavors.

How are soft skills and business skills important in College and Career readiness?

Soft skills and business skills are important for college and career readiness because they can help individuals be more successful in their academic and professional endeavors. Soft skills refer to personal qualities, such as communication, problem-solving, and teamwork, that enable people to work well with others and be effective in a variety of settings. Business skills refer to skills related to business operations, such as financial management, marketing, and project management.

In college, soft skills and business skills can help students be more successful in their coursework and in their future careers. For example, strong communication skills can help students effectively communicate their ideas in class discussions and written assignments, while problem-





solving skills can help them approach and solve complex problems. In the workplace, soft skills and business skills can be valuable assets for job candidates and can make them more competitive in the job market. For example, employers often look for candidates who have strong communication skills and are able to work well in teams.

Overall, developing and improving soft skills and business skills can help individuals be more effective in college and in their careers, and can increase their chances of success

Project Academy, with a group of approx. 6 people, has developed a simple PBL routine that facilitates learning life and business skills by the following process

- Learning about yourself
- Building a learning team
- Picking, Analyzing & Solving a Problem
- Reporting results



Infusing Life & Business skills

We hope to collaborate with you & your needs to create a process that serve your needs

Why Do Soft Skills Matter For Students?


18 Sep 2020

6 mins

Increasingly, dynamic workplaces are calling for more than book-smarts. Educators have previously emphasized the role of academic ability in achieving success, but new research has challenged that paradigm.

As new graduates find themselves at innovative and high-tech workplaces, in addition to technical skills, soft skills which include the ability to think critically,





communicate and collaborate effectively, and lead in different situations are highly sought-after by employers.

1. What Are Soft Skills?

Often known as “people skills”, soft skills are character traits that determine how well one would handle themselves when interacting and working with different people. They are ultimately skills that one would need in order to excel at the workplace and even in their personal lives. Here's a list of soft skills that are valued the most by employers today:

- **Communication (oral and written)**
- **Creativity Problem-solving**
- **Collaboration**
- **Adaptability**
- **Positivity**
- **Learning from criticism**
- **Working under pressure**
- **Negotiating**

Why Are Soft Skills Important?

Soft skills are essential when interacting with the people around us. **Soft Skills are the foundation of building good relationships and are integral in one's personal as well as professional life. Be it with the people at the workplace or our loved ones, these skills make it easier to form relationships, create trust and dependability, and lead teams.** Here's a list of some specific examples supporting the importance of soft skills:

The modern workplace is interpersonal
Career progression and promotion
Soft skills set you apart and complement hard skills
Customers and clients demand soft skills
The future workplace will rely on soft skills

Do soft skills really matter for students? Let's take a quick look at the top five reasons why soft skills matter:

1. Soft Skills Improve Employability

A survey by The Society for Human Resource Management found that the skills employers value in applicants - dependability and reliability, integrity, communication skills and adaptability - are largely considered to be soft skills.



Will having soft skills Increase my chances of getting hired?

Technical skills in a fresh graduate's resume may get them noticed, but their soft skills will ultimately determine whether they get the job. Employers are looking for new hires who will thrive well in their environment, get along well with his peers, and be able to lead effectively if needed.

2. Soft Skills Predict Success, Even in High-Tech Environments

If you think having strength in Math and Science is all you need to get by in tech companies, think again! A study done by tech giant Google found a correlation between soft skills and continuing success in an organization.

“Project Oxygen” analyzed all of Google's hiring, firing, and promotion data since its incorporation, and found that an employee's communication skills, critical thinking, and emotional intelligence went a long way in predicting their long-term performance. Coaching skills, listening ability and empathy also mattered for employees were some of the other important skills that counted.

3. Adaptability Ensures Survival at the Modern Workplace

The workplace is continuously evolving at a rapid pace, and a person's ability to adapt to a constantly changing environment will determine their chances of keeping up. As increasingly complex roles and responsibilities come with less time to learn on the job, it's important for students to learn to manage varying workloads and tasks easily, juggle multiple commitments and produce quality results within schedule.

4. Good Interpersonal Skills, Great Leaders


Employees who can build and maintain strong relationships with clients, customers and various stakeholders are very valuable to companies - and they don't stay in the rank-and-file for long.

Soft skills mark ordinary employees out for future leadership roles. One's ability to relate to others determines their success in leading a team to get a project done. And one's ability to show responsiveness and empathy to clients signals a true commitment to resolve issues or serve their needs.

5. Soft skills Allow Your Hard Skills to Shine

Even with an impressive array of technical skills which may get your foot in the door,





soft skills will enable you to succeed. Your ability to collaborate, coordinate and relate to others will help you become more effective.

Without good communication skills among employees, the company won't be able to capitalize on the wealth of knowledge and expertise available. Soft skills allow people to better collaborate on projects together, brainstorm and negotiate, and gather support and encourage participation from others.

How to Develop Soft Skills?

- **Hear people out before you speak**

Taking the time to hear someone out and being mindful is a great step towards developing good soft skills. This essentially helps one to be aware of how the other party is feeling before proceeding to take the conversation further

- **Maintain good eye contact when speaking to someone**

This really helps to build a good connection with the person one might be interacting with, while assuring them that they are being heard

- **Have good writing skills**

Having good writing skills will essentially help to improve one's communication skills; hence, it's important to always write in a clear and concise manner


- **Monitor your body language and observe others**

Be conscious of your body language when you interact with others. Ensure you send out positive vibes and do not come across as defensive or rude

For all the above reasons, SIM Global Education places a high premium on developing students' soft skills. Beyond honing their academic capabilities, SIM provides an environment where students learn leadership, adaptability, critical thinking, and interpersonal skills among many others. They will also have more opportunities to hone their skills through vibrant student life at the institution, with over 70 student clubs and councils and year-round activities in arts, culture, and sports.

“[My] role as a Director of Student Engagement helped me hone my leadership skills as I had to lead my team to organize events,” says Jill Terese Teo, Director of Student Engagement SIM Scholars' Network (2013-2014). “These also gave me the opportunity to work with different people and build my network.”





SIM GE's holistic programmes have been proven to increase graduate employability, with 83.6 % of graduates finding jobs locally within six months after completing their degrees. International students who graduated from SIM also enjoy a 77.3% overall employment rate.

SIM GE graduates readily join the ranks of the following industry sectors after graduation: Financial and Insurance (31.4% of our graduating batch), Information and Communications (9.1%), Wholesale, Retail Import & Export (7.1%), Administrative and Support Services (6.2%), and Transport and Storage/Warehousing (5.6%).

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