eGuidance in the Nordic countries

Examples from Denmark and Norway





Presenters

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Issues for Discussion

- 1. What conclusions, in relation to the development of guidance policy and/or practice can we make out of what we just heard?
- 2. Why is it important to offer "human" guidance in relation to digital self-help tools?

- 3. What is unique about eGuidance compared to physical guidance?
- 4. What competences do eGuidance practitioners need?





E-Guidance in Denmark Ilse Jensen, e-Guidance Counsellor

Why e-Guidance?

- 2010: New legislation of career guidance. All young people schould be in education or activity, and only those who were not ready for that, should get guidance at the schools (20%). The e-Guidance was established to guide the rest (80%).
- At first it was a 3 year-project, and afterwards it became permanent.
- In 2014 the portal "Uddannelsesguiden" moved from a private firm to the Ministry of Education.
- In 2017 e-Guidance became the entrance for all adults and companies who want to improve their skills or the companies who want to lift their employers skills by education.







Erhvervsuddannelseskortet Se, hvor du kan tage både grundforløb og ho-



Læs om optagelsesprocessen, når dit barn har søgt gymnasium eller erhvervsuddannelse.



Spørg en vejleder eVejledning vejleder om uddannelsesvalg via chat, mail og telefon

UddannelsesGuiden	Vejledning	Områder	Videnscenter	English
Kontakt Nyhedsbreve Om ug.dk Teknisk information Persondatapolitik og cookies Tilgængelighedserklæring	eVejledning Studievalg Danmark Den kommunale ungeindsats	Arrangementskalender Få inspiration Job og arbejdsmarked Uddannelser Uddannelsessteder Uddannelsessystemet	Videnscenter for Vejledning	About ug.dk Programmes in English

Ophavsretten tilhører Undervisningsministeriet.

Guidance Counselling – 63 hours a Week

Monday – Thursday: 9 - 21

Friday: 9 – 16

Saturday – Sunday: 12 -16

Forside / eVejledning



Åbningstider

Mandag - torsdag: kl. 9- 21

Fredag: kl. 9 - 16

Lørdag og søndag: kl. 12 - 16

eVejledning













MINISTRY OF CHILDREN AND EDUCATION

Chat med en eVejleder

Ring 70 22 22 07

Send en mail

Book et videomøde

Digitale oplæg

Sociale medier

Who are we? 20 full-time guidance counsellors and 7 part time



MINISTRY OF CHILDREN AND EDUCATION



Where are we situated?





What are we and what do we do:

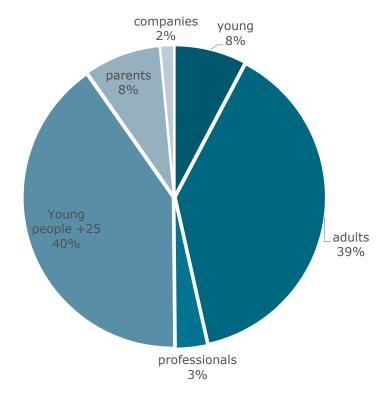


In e-Guidance we counsel everybody in all kinds of education over the whole education system.

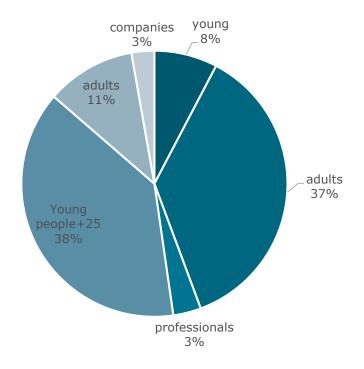
- Easy to access with extended opening hours.
- Addresses anonymously and only on digital media.
- We make counselling on digital media, we don't do digital counselling
- During our working hours we communicate in an intern chatfunction.
- 10 times a year we work in a group with supervision to ensure our quality
- We do not depend on a specific place, and work 50% from home
- We are not an authority and we don't make decisions



January - December 2021



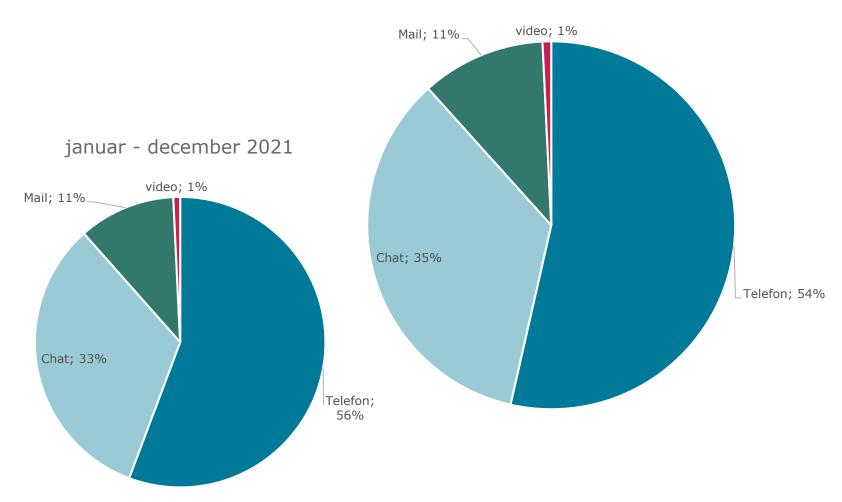
January - December 2022



Destribution on different medias

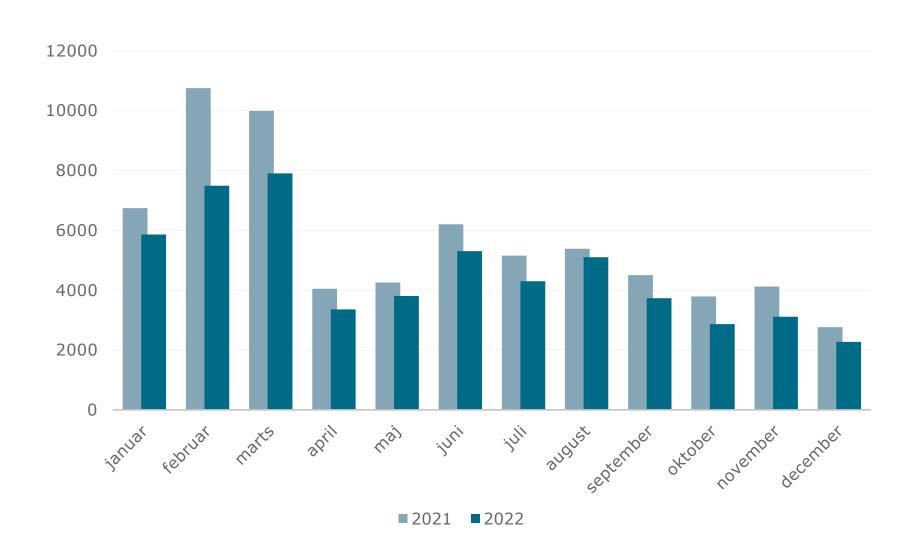


januar - december 2022









https://www.ug.dk/evejledning/eguidance-denmark



Forside / eVejledning / eGuidance in Denmark

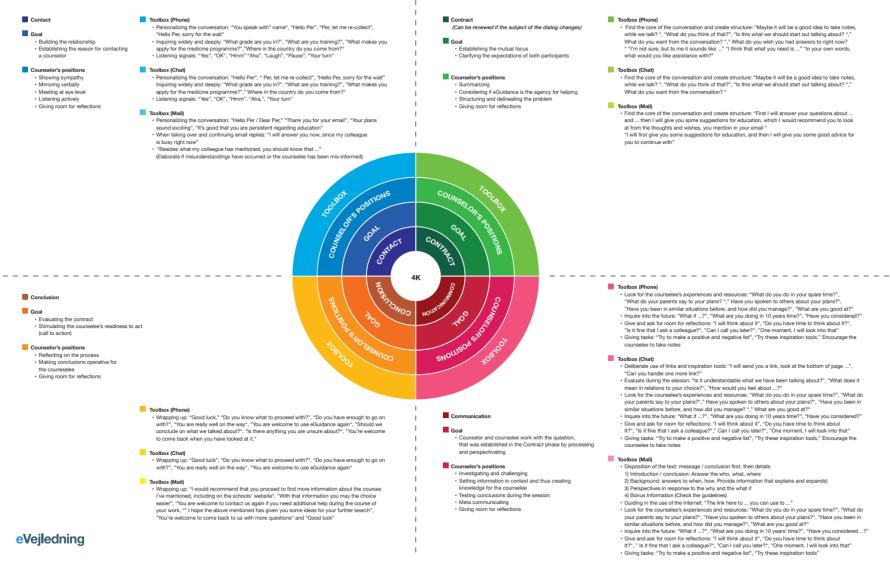


eGuidance in Denmark

Read articles on eGuidance, find relevant links for more information in English and see examples of eGuidance chats.

Communication model: https://www.ug.dk/sites/default/files/4k_model_uk_final_3.pdf







Contact

Goal

- · Building the relationship
- Establishing the reason for contacting a counselor

Counselor's positions

- · Showing sympathy
- Mirroring verbally
- · Meeting at eye level
- Listening actively
- · Giving room for reflections

Toolbox (Phone)

- Personalizing the conversation: "You speak with" name", "Hello Per", "Per, let me re-collect", "Hello Per, sorry for the wait"
- Inquiring widely and deeply: "What grade are you in?", "What are you training?", "What makes you
 apply for the medicine programme?", "Where in the country do you come from?"
- · Listening signals: "Yes", "OK", "Hmm" "Aha", "Laugh", "Pause", "Your turn"

Toolbox (Chat)

- Personalizing the conversation: "Hello Per", "Per, let me re-collect", "Hello Per, sorry for the wait" Inquiring widely and deeply: "What grade are you in?", "What are you training?", "What makes you apply for the medicine programme?"," Where in the country do you come from?"
- . Listening signals: "Yes", "OK", "Hmm", "Aha,", "Your turn"

Toolbox (Mail)

- Personalizing the conversation: "Hello Per / Dear Per," "Thank you for your email", "Your plans sound exciting", "It's good that you are persistent regarding education"
- When taking over and continuing email replies: "I will answer you now, since my colleague is busy right now"
- "Besides what my colleague has mentioned, you should know that ..."
 (Elaborate if misunderstandings have occurred or the counselee has been mis-informed)

TOOLBOX POSTIONS
ON STORE POSTIONS
ON TO THE POSTIONS
ON THE POSTIONS

14. juni 2023

18



Contract

(Can be renewed if the subject of the dialog changes)

Goal

- · Establishing the mutual focus
- · Clarifying the expectations of both participants

Counselor's positions

- Summarizing
- · Considering if eGuidance is the agency for helping
- · Structuring and delineating the problem
- · Giving room for reflections

COUNSELOR'S POSITIONS CONTRACT

Toolbox (Phone)

• Find the core of the conversation and create structure: "Maybe it will be a good idea to take notes, while we talk?", "What do you think of that?", "Is this what we should start out talking about? "," What do you want from the conversation? "," What do you wish you had answers to right now? "I'm not sure, but to me it sounds like ..." "I think that what you need is ..." "In your own words, what would you like assistance with?"

Toolbox (Chat)

 Find the core of the conversation and create structure: "Maybe it will be a good idea to take notes, while we talk?", "What do you think of that?", "Is this what we should start out talking about? ","
 What do you want from the conversation?

Toolbox (Mail)

Find the core of the conversation and create structure: "First I will answer your questions about ...
and ... then I will give you some suggestions for education, which I would recommend you to look
at from the thoughts and wishes, you mention in your email "

"I will first give you some suggestions for education, and then I will give you some good advice for you to continue with"



MINISTRY OF CHILDREN AND EDUCATION

Conclusion

Goal

- · Evaluating the contract
- Stimulating the counselee's readiness to act (call to action)

Counselor's positions

- · Reflecting on the process
- Making conclusions operative for the couneselee
- · Giving room for reflections



Toolbox (Phone)

 Wrapping up: "Good luck," "Do you know what to proceed with?", "Do you have enough to go on with?", "You are really well on the way", "You are welcome to use eGuidance again", "Should we conclude on what we talked about?", "Is there anything you are unsure about?", "You're welcome to come back when you have looked at it."

Toolbox (Chat)

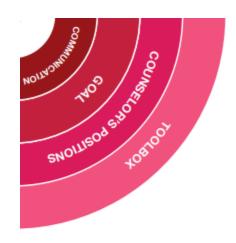
 Wrapping up: "Good luck", "Do you know what to proceed with?", "Do you have enough to go on with?", "You are really well on the way", "You are welcome to use eGuidance again"

Toolbox (Mail)

Wrapping up: "I would recommend that you proceed to find more information about the courses
I've mentioned, including on the schools' website", "With that information you may the choice
easier", "You are welcome to contact us again if you need additional help during the course of
your work, "" I hope the above mentioned has given you some ideas for your further search",
"You're welcome to come back to us with more questions" and "Good luck"

eVejledning





Communication

Goal

 Counselor and counselee work with the question, that was established in the Contract phase by processing and perspectivating

Counselor's positions

- · Investigating and challenging
- Setting information in context and thus creating knowledge for the counselee
- · Testing conclusions during the session
- · Meta communicating
- Giving room for reflections

Toolbox (Phone)

- Look for the counselee's experiences and resources: "What do you do in your spare time?", "What do your parents say to your plans? "," Have you spoken to others about your plans?", "Have you been in similar situations before, and how did you manage?", "What are you good at?"
- Inquire into the future: "What if ...?", "What are you doing in 10 years time?", "Have you considered?"
- Give and ask for room for reflections: "I will think about it", "Do you have time to think about It?",
 "Is it fine that I ask a colleague?", "Can I call you later?", "One moment, I will look into that"
- Giving tasks: "Try to make a positive and negative list", "Try these inspiration tools," Encourage the counselee to take notes

Toolbox (Chat)

- Deliberate use of links and inspiration tools: "I will send you a link, look at the bottom of page ...",
 "Can you handle one more link?"
- Evaluate during the session: "Is it understandable what we have been talking about?", "What does it
 mean in relations to your choice?", "How would you feel about ...?"
- Look for the counselee's experiences and resources: "What do you do in your spare time?", "What do
 your parents say to your plans?"," Have you spoken to others about your plans?", "Have you been in
 similar situations before, and how did you manage? "," What are you good at?"
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- Giving tasks: "Try to make a positive and negative list", "Try these inspiration tools," Encourage the counselee to take notes

Toolbox (Mail)

- Disposition of the text: message / conclusion first, then details
- 1) Introduction / conclusion: Answer the who, what, where
- Background: answers to when, how. Provide information that explains and expands)
- 3) Perspectives in response to the why and the what if
- 4) Bonus Information (Check the guidelines)
- . Guiding in the use of the Internet: "The link here to ... you can use to ..."
- Look for the counselee's experiences and resources: "What do you do in your spare time?", "What do
 your parents say to your plans?", "Have you spoken to others about your plans?", "Have you been in
 similar situations before, and how did you manage?", "What are you good at?"
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New projects: meetings on video and "Check your work life"





A process where we meet the person seeking counselling; an adult 25+, up to three times with the same counsellor. We then have the opportunity to follow up on their process. They choose which media they prefer; telephone or video

The decisive factor is the counsellor's attitude towards using digital media as a platform



Jaana Kettunen 2013



E-guidance skills





- Be open-minded and curious
- Be prepared for spontanous reactions
- Be aware of the different media and how to use them
- Be able to switch between the different roles depending on the media and the situation:
- expert\informator, communicator partner, counsellor\proces facilitator, moderator\inspirator

Supervision og sharring knowledge





We are working in groups on specific themes from our practice, we use our communication model to give the oportunity for each counsellor to reflect on how to develop our practice and ensure the quality.

During the sharing part of our meeting, we discuss anything new. It might be new reforms or legislation in our field, new tools on our information portal, new research.

AI



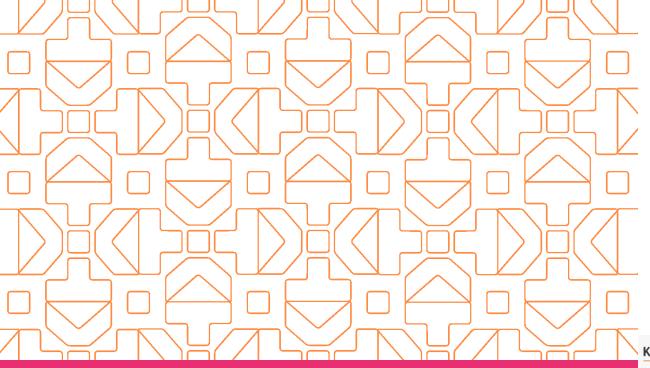


Thank you for listening





Ilse.jensen@stil.dk





KARRIEREVEILEDNING.NO

Chat med karriereveileder

Finn utdanning, yrke eller skole Q

Karriereveiledning.no

Eirik Øvernes. Head of department of career services

Margrete Nygaard: Senior adviser/Career counsellor

Verktøy for deg som ska<mark>l</mark> søke jobb eller ta utdann<mark>ing</mark>

Hvilket av disse utsagnene kjenner du deg mest igjen i?

Jeg vil jobbe

√ Jeg vil ta utdanning



Snakk med en karriereveileder

Vi er ikke pålogget

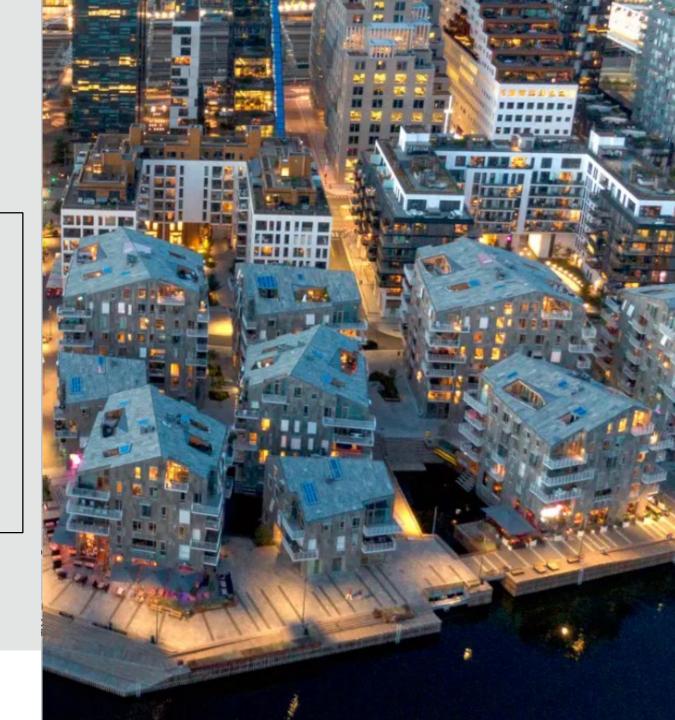


Hva er karriereveiledning?



KARRIEREVEILEDNING.NO OFFENTLIG OG GRATIS

- Launched in September 2020
- 19 career counsellors
- Financed by the Ministry of knowledge
- Monday thursday 09:00 17:00
 - (\rightarrow 15.04, 09 20.00)









What topics do the users want guidance on?

How do the career counsellors approach guidance sessions?

Which information sources are used?

How do the users react to the guidance they receive?







I never thought I could get a feeling of being seen through a chat ... but I was wrong





KARRIEREVEILEDNING.NO

OFFENTLIG OG GRATIS

The team

- Pandemic and lock down
- Training and preparations
- Skill set
- Experiencing digital career guidance in practice







Working on ensuring quality

- Diversity and inclusion
- · Focus on the individual
- Learning episodes
- Continuously working on providing high quality career guidance through
 - The quality framework: Competence standards, Career competence, ethics and quality assurance
 - Sharing knowledge and developing our skill set
 - Peer support and shared reflection
 - Self evaluation
 - Chat logs





Structure and support

4K

Our support guide Veiviser for digital karriereveiledning He velopher to knottakt, most riktig instans reach at during little one regisations Secularization and Start Sphelig pil sikts Startdat, og grennen for Star et dans Propositional Co. many pili. Demonto di NASIO, Realingar, Libratiano et all'Estato della Spirita di Spirit Mineral and analysis of the second particular learning American side Specialists, Professing Specialists of pill four com-Bearingst Dodge to concenses. So tomorie other product "Made traces (All") and Colonial Contracts spring theritor or size whole or the same division. York halfrenerate behunderlagger photodox, for disempet all reductions. Managed, that yet that I want that begins all purposed more returns reprised when a part of thereton, anglessk site antitiogen flet jag han harpe med at THE ARREST SATISFACE THE CASE SERVICE Section of the second section is activatively net and appears of authorities multiplicated commu Soft familiar is on kontrolled by Spolitics workings Architecting new field. modelled Change & service book facilities, these of room and four harbonium, ag-Actions of bidds senator up to removale to take contains postules more circuit; help hade contract that sint has parent med informaciones. Notifie Principle & constitutions and tables feature or elegendates inhibitions asset efter Contact can be seen. That are shartful for the fit is and there thereon etter seltet regonalister vit. Constitution by the later with Study of Associated Spring Law Strength Recorded: Not had the firms introductions: Internal Conference and Inc., If a security has the online to recipe to recipe to Description from the following do not be 10 decay. blish harte og lenger spisselet management in the Publisher and the State of State | ated. Do tomografi milgo il han (H. From protiperar lamette at (from **Paraboses** Royal are halved most improving believed. make the manner are benefit for the Make the foresteen below that I become to be because that exclusive untrigibles, have been all oll adminior i holdingen lagge sog i parente port diges på die dels sett per department. Han oppel name mellig the mate. Form to also before your league may Bost for borrowing. for it thereon become characters of the parameter. ben i behalen for England det trac bearmonting "Management and soon reprinted Tax common television i sensi in Helmannii Textilization street white-bettern this, jugan litt wilds at the best final jug tention, which mention (lapport from Eugen altrafetion at Report of actions and an are a souther are rest decition are all telephone weare some. Recorded on the for depicts plug adjusted depths? pathodron chromes from their constitution but agent and Mirestholier på namb Historium pelsahan Spelling provide them. **Emojo** Spring. ther obtaining must be underland Annual happy by in their sensetion of their entraphers, their base has beingen till til A sensity unbulbance carried our Section 1941. makes & control derived grid, how the beauty D . 0 the Evidence of the agriculation. More than the product of the product of top the observable of the embled objectionalist trailed regulation Templementon for behalful Short day to design the real smaller made starts become a first medicines total action, that have broker erlegts. Berner, and companies from price or great and the better by Eugen others. No reason carrie pendints (self-self-transport (All-self-transport) International Association Charles becausefulne **Suffrageoration** that the believes an extraord of the extraordist Wife as up the annual between bother flowers the streether pilets. he are bound by bologer ob the an horsenable in source of miles has believe by the had been believed. other is extended the deducate. 1. See additional of the self-contribute for contribution for their offentioner of a reprosper contacting of the Agricultural Associations

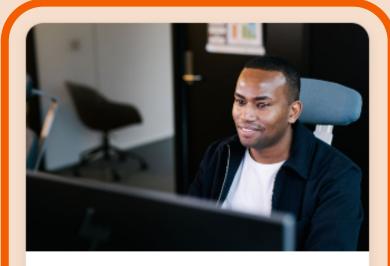


Verktøy for å søke jobb og velge utdanning

Hva beskriver din situasjon?

√ Jeg vil jobbe

√ Jeg vil ta utdanning



Snakk med en karriereveileder på chat og telefon

Kontakt oss! >









«Anonymous, drop in, via chat and phone»

Advantages

- Reduces the power bias
- Available drop in. Repeat visits
- Free of charge
- Anonymous lowers the threshold
- Not dependent on sector or geographical location
- Provides knowledge of what career guidance is shows the way to other services
- Career learning

Challenges

- Limited insight in situation
- Lack of body language (+ tone of voice in chat)
- No follow-up with same councillor
- Provided in Norwegian only
- Cannot prepare before a session



The best career guidance in the world! Helped me with several aspects (...)

Really **appreciated how validating** Marie was then it came to feelings. I had insecurities and fear related to career choices. Got good guidance and **felt heard and seen** at the same time

From karriereveiledning.no's chat log 07.02.2023







Initiatives and future plans

- Artificial Intelligence on our chat-logs
- Emphasizing development of personalising content
- Develop content for new target groups:
 - Adults seeking further education
 - Low educated men seeking/searching for vocational work or education for vocational work
 - Seniors
- How can the content we develop be shared and taken into use by other career counsellors, teachers, employees at the labour office.?
- Addressing green guidance and the UN sustainable development goals



CONTRACTOR OF SENTING OF GRATIS

Questions or feedback?

Contact information

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margrete.nygaard@hkdir.no

Our website

https://karriereveiledning.no/

YouTube

https://www.youtube.com/@karriereveiledningno

And on facebook: Karriereveiledning.no

Follow us ©





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