Alignment of the educational system with labor market requirement is an issue that appears currently associated with the increasing proportion of vocational education (SMK) compared to high school (SMA) equal to 67:33 percent by the government policy. In order to increase the proportion of absorbed graduate of SMK in to the labor market, it is necessary for SMK to have mechanisms or instruments that can translate the labor market requirements into strategy of SMK.

This study uses Quality Function Deployment (QFD) approach which is widely used in translating customer requirements into technical responses. In this research, QFD is used as a tool to develop a strategy formulation framework. However, using QFD to develop strategy is required some adjustments. They are identification of the customer as stakeholder, Voice of the Stakeholder (VOS), weighting models, grouping technical responses, and construct House of Quality (HOQ) matrix into two rounds.

The implementation of the framework showed that QFD adjustments that have been used as a tool to formulate and evaluate aligning strategy between educational systems and labor market can be applied by taking account into several constraints.
Keywords: technical responses, QFD, stakeholders, vocational education, VOS