

K12 STRONG WORKFORCE PROGRAM

Key Talent Professional Development

April 25, 2022, 2:30 – 4:00 PM

Agenda

1. **Welcome and Review of Agenda** – Lyla Eddington, Ed.D., RN, K12 SWP Statewide TAP, CCCCCO
2. **Intentional Business and Education Partnerships** – Lyla Eddington
 - a. Partnership Essentials
 - b. How to Work with Partners
 - c. How to Recruit Partners
 - d. Measuring Partnership Outcomes
3. **Break Out Sessions** – Random Assignments
 - a. Examples of existing partnerships that meet the above criteria
 - b. Strategies YOU can utilize to influence LEAs in your region using your **Strengths**
4. **Reconvene & Report from each group of one example of (a) and (b).**
5. **Updates/Announcements Related to K12 SWP** – Katie Gilkes, Program Specialist, Workforce & Economic Development, CCCCCO

Nest Professional Development: May 23, 2022 – 2:30 – 4:00 PM

Intentional Business and Education Partnerships

Presented by:
Lyla Eddington, Ed.D., RN
K12 SWP Statewide TAP

April 25, 2022

Partnership Essentials

1. Why Do Businesses & Schools Need Each Other?
2. What Is a Partnership? *Educators & businesses working together toward a shared goal designed to benefit students while at the same time, achieving goals unique to each partner.*
3. How do Partnerships Help Students?
4. Return of Investment (ROI)
 - ROI for Educators
 - ROI for Businesses

Sample Stakeholder Chart for a Career Mentoring Program

Stakeholder	Role	Need from Them	Provide to Them
Students	Participant	Participation & Completion	Opportunity to explore career of interest
Parents	Student Support	Allow to participate, sign permission slip, drive	Career Exploration, better future for child
Business Management	Host Program	Permission for staff participation	Employee morale, future employees
Business Employees	Act as Mentors	Time, Training, Commitment	Rewarding feeling, improved job satisfaction
Educators	Host Program	Approval of staff & student participation	Improved student performance/retention

How to Work with Partners

1. Advisory Boards
2. Expertise
3. Mentors
4. Work Based Learning Activities
5. Teacher Externships
6. Advocacy
7. Resource Support



How to Recruit Partners

1. Types of Business Partners
2. Where to Find Partners
3. What to Look for in a Partner
4. How to Connect to Prospective Partners
5. Making the Pitch



Finding Partners that Meet Your Needs

	Attributes, Skills, Talents Required	Prospective Candidates	Contact Information
A. Program Needs			
1. Funding	Large number of contacts, experience	Sylvia Cervantez – ABC Bank	scervantez@abc.com 818-599-4212
B. Student Needs			
C. Other Needs			

Measuring Partnership Outcomes

1. Why Evaluate?
2. Types of Evaluations
3. Outcomes & Measurement Tools
4. Effective Practices
5. Sharing Your Results



Break Out Sessions/Reporting Back

1. Share Examples of existing partnerships that meet the criteria discussed today.
2. Strategies YOU can utilize to influence LEAs in your region using your **Strengths**.

Update and Announcements Related to K12 SWP

**Katie Gilkes, Program Specialist,
Workforce & Economic Development**