Creating Effective Strategic Partnerships with Workforce & Industry
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Strategic Partnership

- Educate yourself:
  - Your Workforce system
  - Programs
  - Process

- Program Administration:
  - Strategy
  - Training
  - Other industry meetings and events
  - Industry acquisition

Workforce

Industry

Your Customers

- Career Services
- Program Marketing
- Creating

Other Resources

- Career Coaching
- Intensive Workshop
- NACE
- NCDA
- Other Career Coaches
Strategic Partnership

Partnership is a relationship in which two or more people, organizations, or countries work together as partners. (Collins Dictionary)

Networking is about building relationships.
Partnership is a relationship in which two or more people, organizations, or countries work together as partners. 
Collins Dictionary
Networking is about building relationships.
Workforce

Educate yourself:
- Your Workforce system
- Programs
- Process
• Visit Workforce Center and website
• Register as Jobseeker on jobs database website
• Meet staff: Jobseeker, Business Development/Employer, Program Director (TAA, WIA, Veteran) & Case Managers
• Attend workshops on job searching
  • Job Fairs
  • Unemployment Orientations
• Quarterly Meetings
• Program Directors & Staff
• The details: eligibility, services, training supported, scholarship amount
• Performance Standards
With all:

- Share grant details
- Create Referral process—both ways
- How can you help each other reach goals?
Industry

- Program Advisory Board-Industry Members
- Task Force
- Other Community meetings and boards
- HR/Talent Acquisition
Your College

- Career Services
- Program Advisory Boards
- Advising
Other Resources

- Career Coaching
  Intensive Workshop through NACE
- NACE
- NCDA
- Other Career Coaches
Goal: Employment!