Business and Industry Partnerships

Value of Partnerships

- Program
- School
- District

- Business/Industry

- Community

Partnership Examples

- Local business and industry
- Chamber
- Civic Organizations
  - Kiwanis
  - Lion's Club
  - Professional associations
- Trade organizations
- Post-secondary/secondary institutions

Partners as a Resource

- Provide
  - Workplace readiness skills
  - Workplace experiences
    - Tours
    - Internships/co-op
    - Virtual shadowing experiences
    - Workplace skills

Partners as a Resource

- Provide
  - Curriculum support
  - Professional Development
  - Advisory role
  - Financial/material support

Partnership Recognition

- Communicate
- Recognize
- Publicize

Business Partner Recognition Program

- Recognize local business, industry, and organizations
- Dedicated to helping the students
  - Service
  - Contributions

Beyond the normal scope of that business, industry, or organization

Business Partner Recognition Program

- Mentoring
- Offering assistance with work-based-learning activities
- Tutoring students
- Serving on a school or district council or committee
- Teaching/Sponsoring a class for Junior Achievement
- In-kind support
- Program materials support
- Monetary support

Business Partner Recognition Program

- Ongoing relationship with district schools
- Continuous support
- Offering support above and beyond normal support
- Cannot be construed as advertising or promotion of a company's product or service

Business Partner Recognition Program

- Named on a perpetual plaque at the District Office
- Receive
  - District Business Partner window sticker
  - District Business Partner luggage tags
- Recognized in the School District Journal
- Web recognition on the "District Business Partners Hall of Fame"

Dynamic Changes in Regional Economic Development

Dynamic Changes in Regional Economic Development

You don't just
stumble
into the future.
You create
your own future.

-Roger Smith

Dynamic Changes in Regional Economic Development

Curriculum Alignment

Driving Our Future

Real World Applications of Math
at BMW Manufacturing Co.

Curriculum Alignment

Driving Our Future

Real World Applications of Science at BMW Manufacturing Co.

Curriculum Alignment

Driving Our Future

Real World Applications of Technology at BMW Manufacturing Co.

World Class Conference

Business and Industry

Resource for Professional Development

World Class Conference

District Strategic Plan Element

- **STRATEGY :** We will orient our school district to world class concepts by using performance benchmarks obtained from collaboration with business partners in our community.

World Class Conference

District Strategic Plan Element

- **SPECIFIC RESULT:**
  - Students will have a consistent career focus throughout their education
  - Administrators and teachers will be continuously updated to the changing knowledge, skills, and attitude requirements of the work place.

World Class Conference

District Strategic Plan Element

- A minimum of one inservice day a year will be focused on the requirements of the work place and goal setting for career development, including:
- Industry Tours
- SCANS training
- Exposure to World Class Concepts

World Class Conference

- Attendees
  - Administrators (6-12)
  - Teachers (6-12)
- Presenters
  - Business and industry leaders
  - Chamber of Commerce leaders
  - Workforce development experts
  - Technical college president

Economic Development
Preparing for a Career in a High Stakes World
Education
Workforce Development

World Class Conference

- World Class Customer Service
- Learning the Baldrige Criteria to Achieving Excellence
- Workforce Diversity in a Global Organization
- Industry Needs Schools to Teach
- Skills Students Need to Get and Keep a Job
- Workplace Skills for World Class Industry

World Class Conference

- Skills Required for Teamwork
- Preparing for Employability
- Technical Skills for the Future
- Word Problems in Business
- The Service Industry, Banking and Credit
- Employee Hiring and Skills Needed

ACTE Resources

CTE RESEARCH

CTE Clearinghouse: Business Partnerships and Community Involvement

Sector Sheets

CTE RESEARCH

Fact Sheets

CTE POLICY WATCH

New Publications on Business Partnerships and American Competitiveness

CTE RESOURCES

Business and Industry Resources

Discussion & Q&A

Rick Kalk

rdkalk109@gmail.com