PARTNERSHIPS

All centers require strong partnerships, especially with industry, to fulfill their mission. Partnerships have different purposes and can change based on the evolution of the work. Types of partnerships observed include:

- **A community of practice** may bring together groups of individuals come together to build capacity as educators, often sharing knowledge and skills. See MCIT, CARCAM and the Nashville centers for examples
- **Partnerships with professional organizations** which can accelerate scaling. See CAPT or SpaceTEC for examples.
- **Individual strategic partnerships** may be with other colleges that utilize curricular or training materials developed through the center, with organizations that fulfill niche services or with individuals who provide key consulting activities. See Bio-Link Depot or CARCAM for examples.
- **Industry partnerships** ensuring technical education is relevant and timely, support the development of curricular materials, internships and advisory services. See SpaceTEC, CAPT or CARCAM for examples
- **Partnerships within the ATE community** to exchange new innovations, practices and resources

Resources

The **Working Partners** project has a wealth of resources for establishing and maintaining different types of partners (i.e. advisory board, curricular development and review, faculty PD, incubation/entrepreneurship, instructional support, program support, sponsored research and workplace-based learning). The site provides a tool kit and a set of case studies.

Communities of Practice, or Social Learning Environments, provide a framework for groups to work together on common challenges. Beverly and Etienne Wenger-Trayner provide wonderful resources for creating and measuring value in a social learning community. Learn more here.

Collective Impact brings people together in a structured way, to achieve social change. The model has five components: A shared research agenda, shared metrics, a communications strategy, fosters mutually reinforcing activities, and has a strong backbone organization that facilitates the work across groups. Learn more here and here.

Research-Practice partnerships have been defined as long-term collaborations between researchers and practitioners that leverage research to address persistent problems of practice (Coburn, Penuel, & Geil, 2013). Many of the lessons learned

Questions to Consider About Partnerships

Purpose of the partnership
- Is the partnership beneficial for program design, implementation, and/or scaling the innovation?
- Are your partnerships going to be individual or will there be a community of partners?

Identifying partners:

Who else is addressing the problem you are, be it wholly or partially? There may be opportunities to align efforts around a complex problem.

Are there people or organizations who indirectly benefit from your efforts that may be outside of your target community yet would be valuable partners?

Managing a partnership:

What community norms will guide a community of practice? Who needs to be included, what will be the communication expectations, and what will be the roles and responsibilities of each member?

Who will manage the relationships including building and sustaining trust?

What are the financial and other resource arrangements?

When part of a larger institution:

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apply to educator-industry partnerships as well. Learn more about the conditions of healthy partnerships [here](#).

The **CyberSecurity** case study in this report identifies the conditions and structures that led to a strong cross-center partnership in support of a common goal.
Developing a Business and Industry Leadership Team (BILT) can be beneficial. ATE has provided a [toolkit for Implementing the BILT Model of Business Engagement](#)[1] and a summary [of best practices](#)[2]

What is the attitude of administrators in the institution towards collaboration? In what ways can they help or hinder potential partnerships?
What opportunities do partnerships present in advancing your efforts and advancing the institutional mission?

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[1] https://connectedtech.org/wp-content/uploads/2020/02/BILT-Toolkit-Sept-2018.pdf
[2] https://www.atecenters.org/wp-content/uploads/2016/07/CCTA_BILTBestPractices_web.pdf