WORKING PARTNERS

workingpartnersproject.org

Education + Industry

The Working Partners Research Project seeks to discover, document, and disseminate the key factors and core practices associated with industry/college partnerships within the ATE community.

Through surveys, interviews and focus groups, the following models and the key implementation strategies, impacts and challenges have so far been identified:

	Description	Implementation Strategies	Impacts	Challenges
Advisory Board	Industry professional serves as board member, usually for a set term. Board provides expertise, information and guidance to develop, sustain, and improve educational program.	1. Be respectful of members' time 2. Set clear, specific expectations 3. Ensure members understand benefits of participation impacts	1. Improved program currency, relevancy 2. Better aligned program with industry needs 3. Provided student opportunities	1. Scheduling meetings, handling logistics 2. Finding/allocating time and resources to build relationships 3. Overcoming misconceptions about two year programs
Curricular Development/ Review	Industry professional provides occupational expertise to assist with program course and/or outcomes development and review.	1. Be respectful of members' time 2. Communicate specific expectations 3. Demonstrate return on investment to experts	1. Deepened relationship with industry 2. Industry aligned, informed curriculum 3. Recruitment of industry members for on-going involvement	1. Finding qualitied experts willing to donate time 2. Managing expectations regarding speed of implementation 3. Ensuring feedback is accurately captured and applied
Faculty Professional Development	Industry partner provides educators with occupational and industry experience and training. Examples: job shadows, externships, mentoring, equipment access, or demonstrations.	1. Ensure alignment of faculty, industry interests, areas of concentration 2. Provide clear expectations, goals for industry-faculty interactions 3. Utilize board, industry contacts to generate instructor PD opportunities	1. Updated faculty knowledge of industry practices, trends 2. Connected industry and faculty 3. Improved course, curriculum relevance, effectiveness	1. Budgeting for fees, stipends 2. Locating, allocating resources for coordinating logistics 3. Finding and securing partners, opportunities, and sites

Continued on reverse...

To learn more about the Working Partners Research Project and get access to our online Toolkit which features case studies, research data, and much more, visit
http://workingpartnersproject.org

	Description	Implementation Strategies	Impacts	Challenges
Incubation/ Entrepreneurship	Education and industry partners to foster and grow student or industry economic development opportunities. Examples: maker spaces, incubator labs, pitch contests, start-up competitions.	1. Create opportunities for student innovators to mix with industry entrepreneurs 2. Host events including administration, general public to generate interest 3. Facilitate sharing of resources and ideas between industry, educators	1. Expose students to the entrepreneurial process 2. Increased interactions with local industry, community 3. Increased program exposure	1. Finding, recruiting appropriate industry partners 2. Obtaining necessary space, equipment, tools 3. Navigating liability issues
Instructional Support	Industry partner provides support/resources for instruction-related components of program. Examples: guest lectures or demonstrations, classroom teaching, panelists/judges, conducting site tours.	1. Being specific, detailed when making request of industry 2. Facilitate connections between faculty and industry 3. Provide educational goals for student-industry connections	1. Deepened ties with industry 2. Expanded student awareness of industry trends, expectations 3. Students receive current, industry-informed instruction	1. Finding time, resources for coordinating logistics 2. Sustaining on-going opportunitites for industry support 3. Finding, securing appropriate sites/partners
Program Support	Industry partner provides support/resources for program sustainability or enhancement. Examples: financial support, equipment donation, recruitment, marketing assistance.	1. Communicate program needs to industry 2. Invite industry to classrooms/labs to increase program awareness 3. Host/attend industry events to cultivate program awareness	1. Deepened ties with industry 2. Expanded industry awareness of program, needs 3. Increased availability of equipment, goods, materials for student use	1. Increasing industry awareness of program needs 2. Finding, allocating resources to coordinate donation logistics 3. Creating, maintaining industry relationships
Sponsored Research	Industry partner provides topic and resources/ support for research conducted at educational institution and receives results/ findings in return. Example: contract service organization.	1. Verify students skills are sufficient to meet industry research needs 2. Solicit projects from industry to students to accomplish 3. Set and confirm clear expectations and goals for project or research	1. Connected students with industry 2. Deepened student and faculty knowledge of industry practices 3. Provide students with real-world work experience	1. Finding and securing appropriate research projects 2. Finding/allocating resources to coordinate logistics 3. Facilitating a good match between student skill/industry need
Workplace-Based Learning	Industry partner provides on-site opportunity for student applied learning, paid or unpaid, frequently with employment potential, often integrated with coursework. Examples: internships, apprenticeships, co-op learning.	1. Collaborate with industry to develop WBL that fits their needs 2. Work with stakeholders to identify WBL opportunitites 3. Define and communicate learning goals, expectations to SBL site hosts	1. Applied, real-world learning for students 2. Graduates better prepared for the workplace 3. Increased student employment oportunitites	1. Finding, allocating resources to support industry involvement 2. Recruiting appropriately skilled students 3. Lack of coordinator or administrator at institution