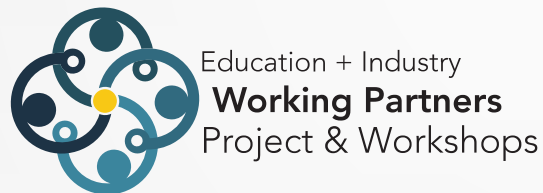
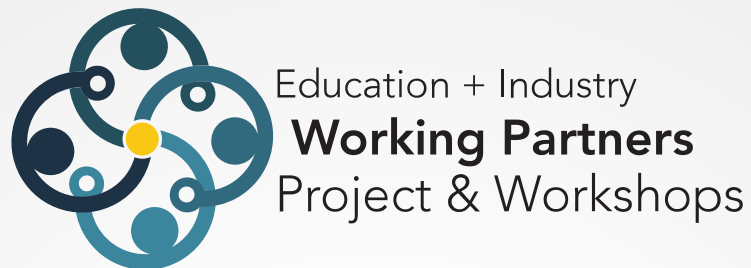




Industry Partnerships: Discovering & Deepening Relationships



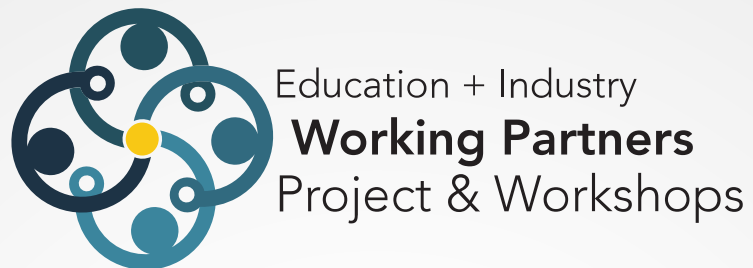
Working Partners is funded by the National Science Foundation
Advanced Technological Education (NSF-ATE) program



Welcome!

Enjoy your lunch while sharing with your table:

- Your role, institution, location
- Your project or center focus and objectives
- Current industry partnership status



Let's get started...

Session overview

Who's in the room?

About Working Partners

Collaborating and sharing

- Finding partners
- Developing engaged partnerships

Expert Panel Q&A



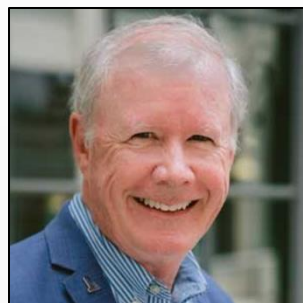
Education + Industry
Working Partners
Project & Workshops

Our Panelists

Marilyn Barger



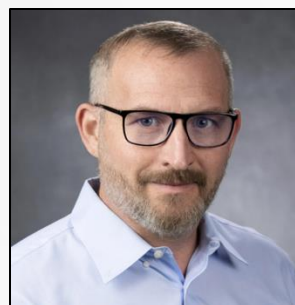
Russ Read



Karen Wosczyzna-Birch



Kevin Cooper



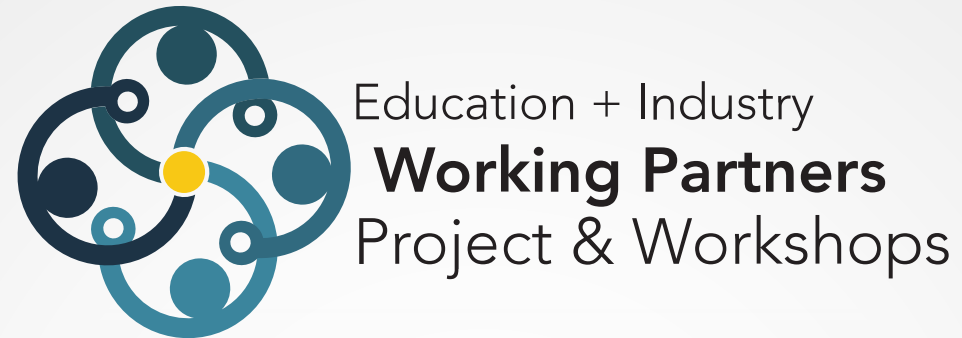
Todd Smith



Quick Check

Who's in the room?

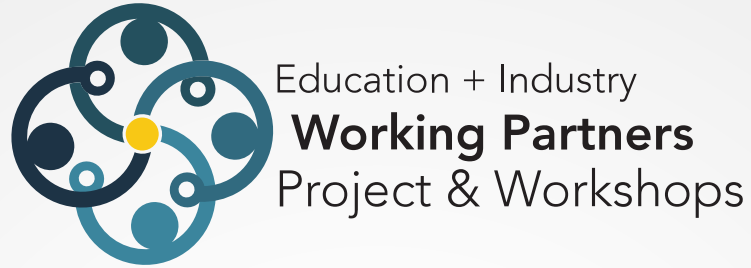
- Location
- Role
- Sector
- PI Meetings attended



About Working Partners

This project is funded by the National Science Foundation
Advanced Technological Education (NSF-ATE) program





Working Partners Origins

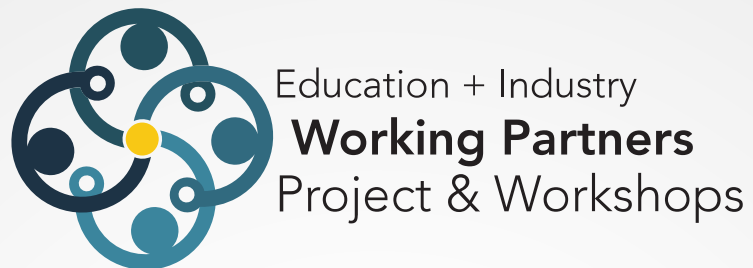
- Began as an NSF-ATE Targeted Research Project

Research Goals

- Identify, analyze, and disseminate successful industry-education partnership practices across the ATE community

Research Methodology

- Mixed methods: surveys, interviews, focus groups, mini-case studies



Results: Eight Industry Partnership Models



Advisory Board



Curricular Dev & Review



Faculty Prof Dev



Incubation / Entrepreneurship



Instructional Support



Program Support



Sponsored Research



Workplace-Based Learning



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Outcome: Challenges, Impacts & Implementation Strategies

Collected, analyzed and summarized for each partnership model

The image shows two overlapping copies of a document titled 'WORKING PARTNERS' with the website 'workingpartnersproject.org'. The document is organized into a grid of partnership models, each with a specific icon and a table of details.

Partnership Model	Description	Implementation Strategies	Challenges
Advisory Board	Industry professional serving as a formal resource for a university or college, providing expertise and advice on industry trends and needs.	1. Identify specific industry expertise needed. 2. Recruit members from relevant industry sectors. 3. Establish a regular meeting schedule.	1. Limited time availability of industry experts. 2. Lack of clear communication channels. 3. Difficulty in finding experts with relevant expertise.
Curriculum Development Review	Industry partner provides input on curriculum development and review, ensuring relevance to current industry needs.	1. Establish a formal process for curriculum review. 2. Recruit industry experts to review curriculum. 3. Implement a regular review cycle.	1. Limited time availability of industry experts. 2. Lack of clear communication channels. 3. Difficulty in finding experts with relevant expertise.
Faculty Professional Development	Industry partner provides input on faculty professional development, ensuring relevance to current industry needs.	1. Establish a formal process for faculty development. 2. Recruit industry experts to provide input. 3. Implement a regular development cycle.	1. Limited time availability of industry experts. 2. Lack of clear communication channels. 3. Difficulty in finding experts with relevant expertise.
Innovation/Entrepreneurship	Industry partner provides input on innovation and entrepreneurship, ensuring relevance to current industry needs.	1. Establish a formal process for innovation and entrepreneurship. 2. Recruit industry experts to provide input. 3. Implement a regular development cycle.	1. Limited time availability of industry experts. 2. Lack of clear communication channels. 3. Difficulty in finding experts with relevant expertise.
Instructional Support	Industry partner provides input on instructional support, ensuring relevance to current industry needs.	1. Establish a formal process for instructional support. 2. Recruit industry experts to provide input. 3. Implement a regular development cycle.	1. Limited time availability of industry experts. 2. Lack of clear communication channels. 3. Difficulty in finding experts with relevant expertise.
Program Support	Industry partner provides input on program support, ensuring relevance to current industry needs.	1. Establish a formal process for program support. 2. Recruit industry experts to provide input. 3. Implement a regular development cycle.	1. Limited time availability of industry experts. 2. Lack of clear communication channels. 3. Difficulty in finding experts with relevant expertise.
Sponsored Research	Industry partner provides input on sponsored research, ensuring relevance to current industry needs.	1. Establish a formal process for sponsored research. 2. Recruit industry experts to provide input. 3. Implement a regular development cycle.	1. Limited time availability of industry experts. 2. Lack of clear communication channels. 3. Difficulty in finding experts with relevant expertise.



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- Outcome: Partnership Rubric

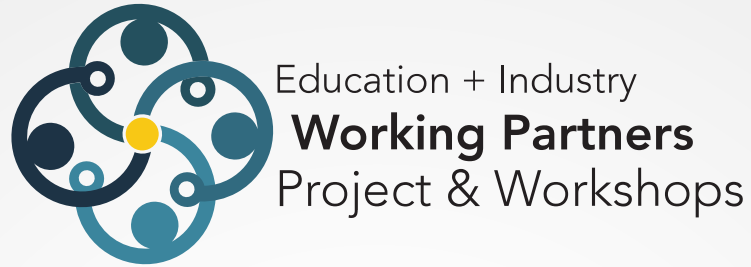
Created in response to the lack of tools available to assess and quantify educator's work with external partners.



Dissemination

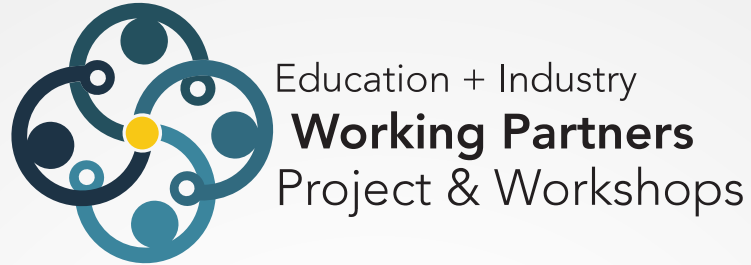
- Online Toolkit & Website
- Conference & Meeting Presentations
- Publications





Additional key finding: A lack of professional development

- **78%** of PIs reported receiving no training or guidance regarding industry partnerships
- **Less than 2%** reported formal professional development in this area
- **None** mentioned guided development of an industry partnership action plan



Workshop Elements

Materials:

- Content drawn from research, community successes & industry input
- Interactive presentations and discussions

Support:

- Facilitated collaboration & support during and after workshop

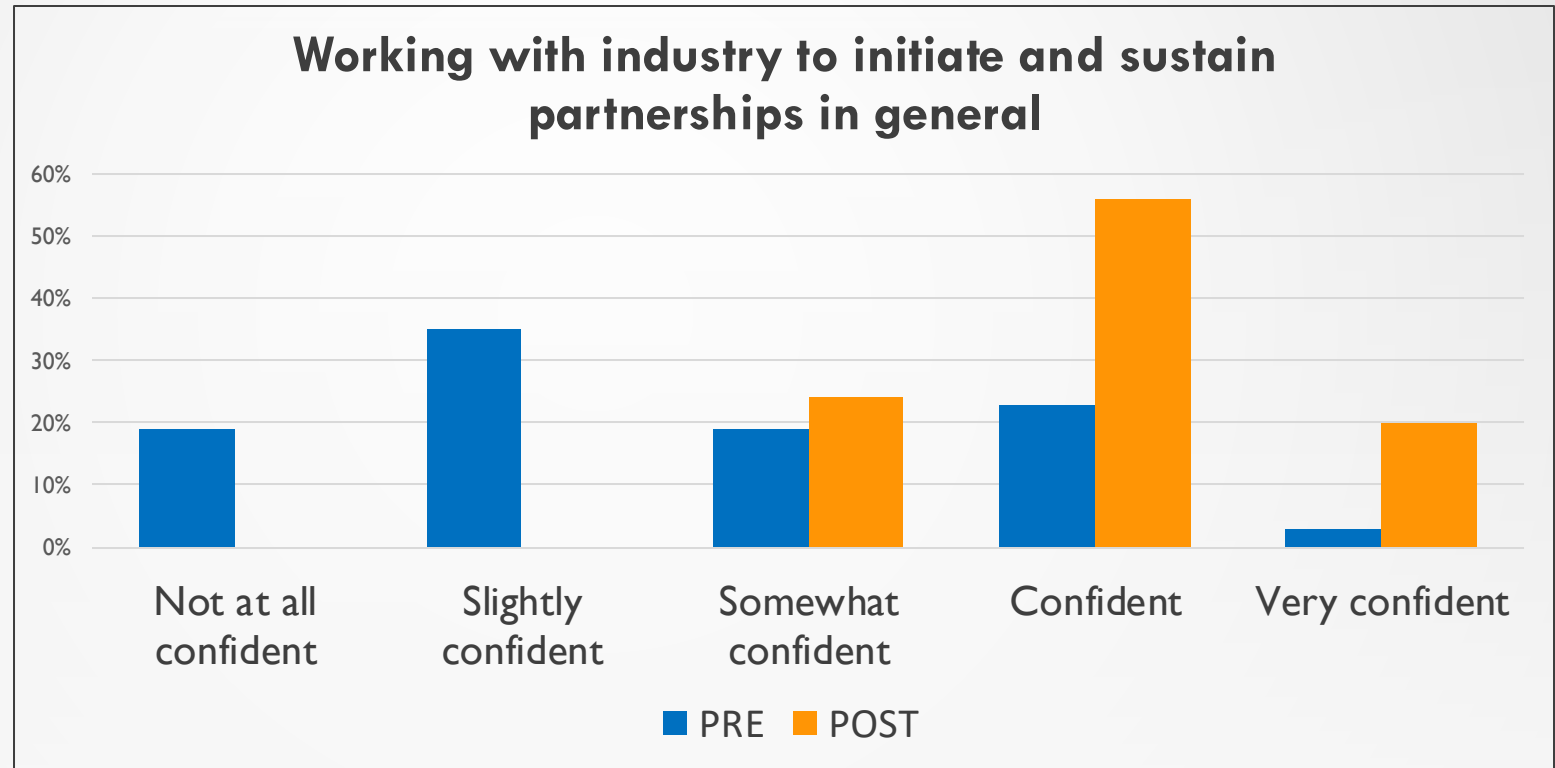
Outcome:

- Individualized action plans for achieving industry partnership objectives



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Pre/Post Participant Confidence





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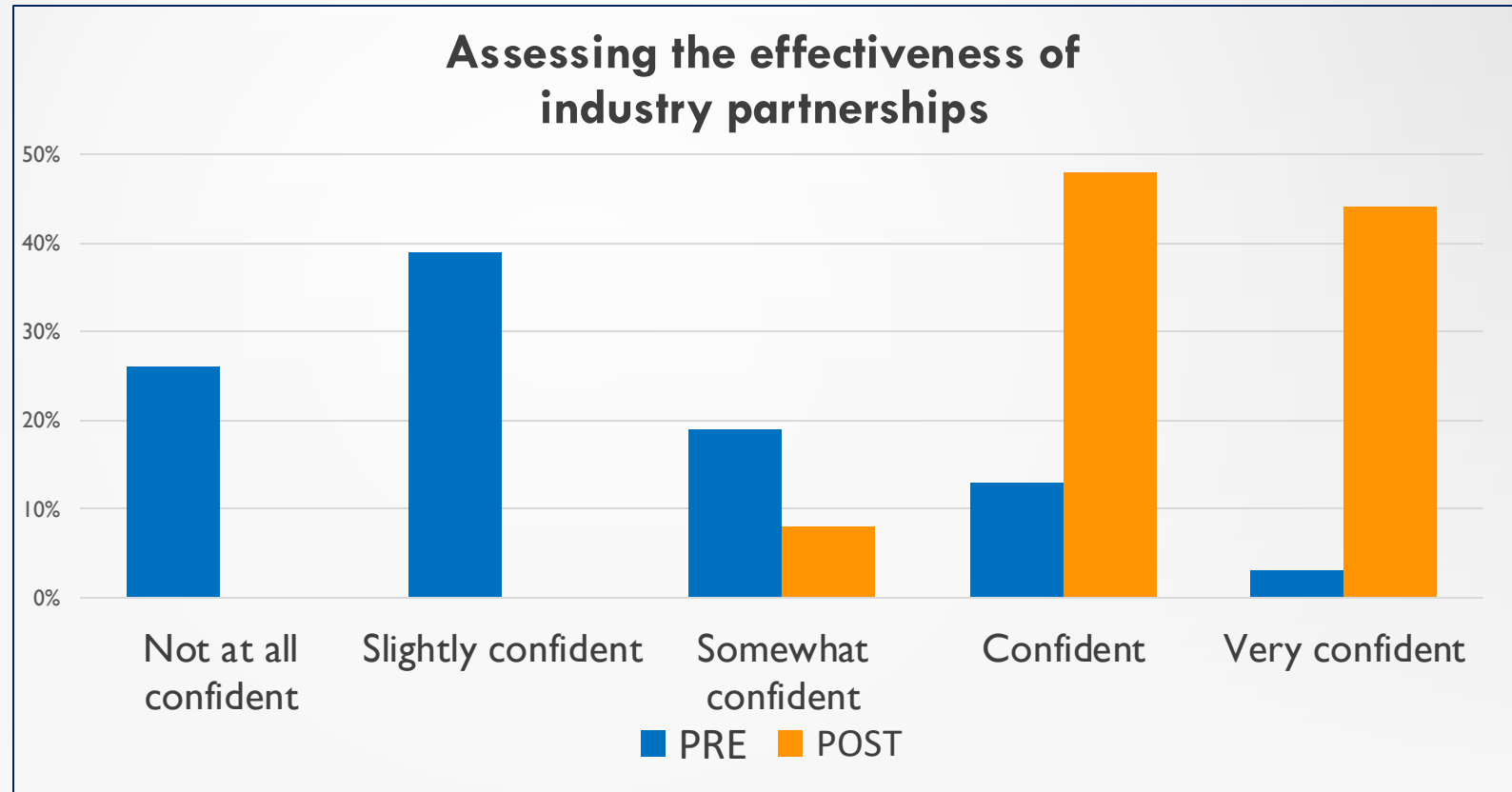
Pre/Post Participant Confidence

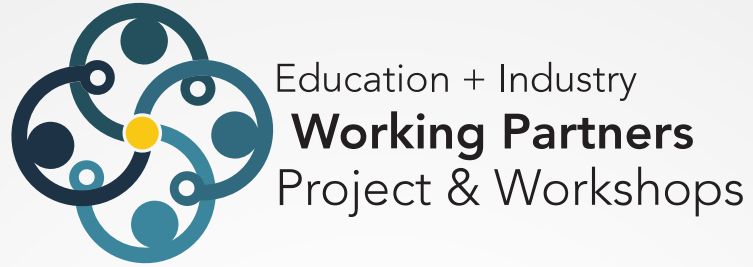




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Pre/Post Participant Confidence





Sharing & Collaborating

Where Do We Find Partners?

Instructions

- 1) Working at your tables, discuss **where you've had successes finding partners.**
- 2) As a table, **capture the top 5 best tips.**
- 3) When we reconvene, tables will share the tips with the room. **No duplicates so have some backups ready!**

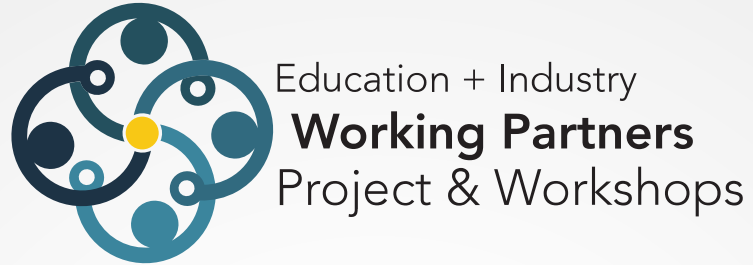
Sharing Results

Sharing with the room:

Share your **top tip** for finding/locating prospective partners

After all tables have shared, we'll return for a **second tip** from each, and so on.





Sharing & Collaborating

What is an "engaged partner"?

Instructions

- 1) For the next five minutes, think about and jot down **the characteristics that define an engaged partner**. What does an engaged partner look like?
- 2) When we reconvene, share these with the room for capture.

If you are struggling, consider this: what does it look like when they are NOT engaged?





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Sharing & Collaborating

Challenges & Questions: How to cultivate engaged partners

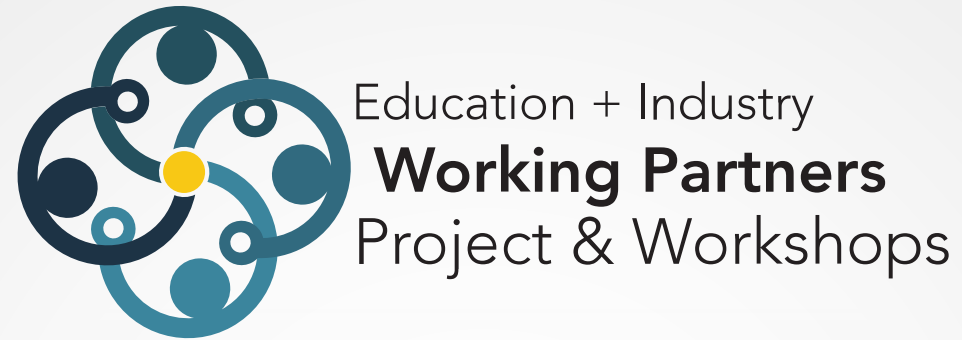
Instructions

- 1) Working at your tables, discuss the challenges and questions you have when seeking to cultivate truly engaged industry or employer partners
- 2) As a table, prioritize 2-3 challenges or questions. Burning issues first!
- 3) When we reconvene, share the tips with the room.

During Break

Place your sticky dots!

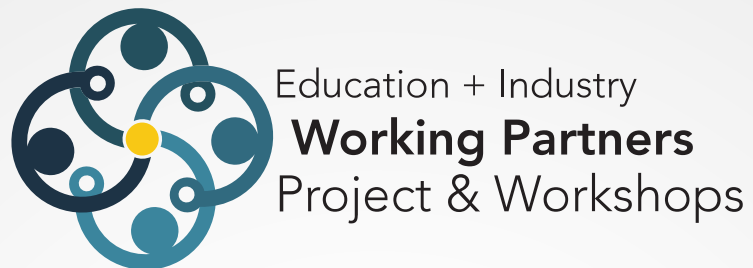
- 1) 3 orange dots on things you already do to find partners
- 2) 1 orange dot with a check next to something new you will try when seeking new partners



Panel Discussion

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Meet our Panelists



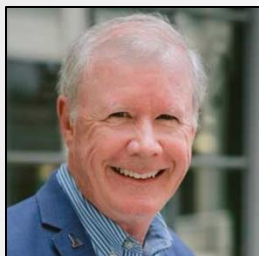
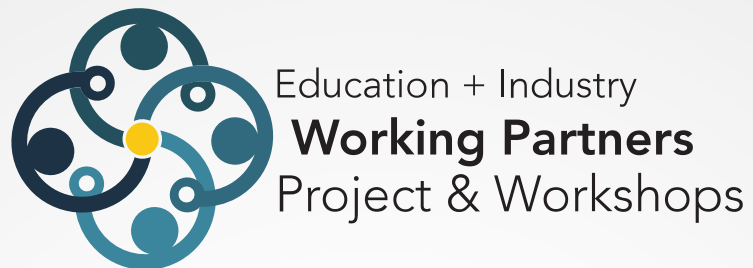
Marilyn Barger

Senior Educational Advisor -- Florida Advanced Technological Education Center (**FLATE**)



Kevin Cooper

**Executive Director – Innovation & Business Development,
Indian River State College**



Russ Read

**Executive Director – National Center
Biotechnology Workforce (NBCW)**



Todd Smith

**Leadership Team – InnovATE BIO National ATE Center
Director – BioCareers, Digital World Biology**



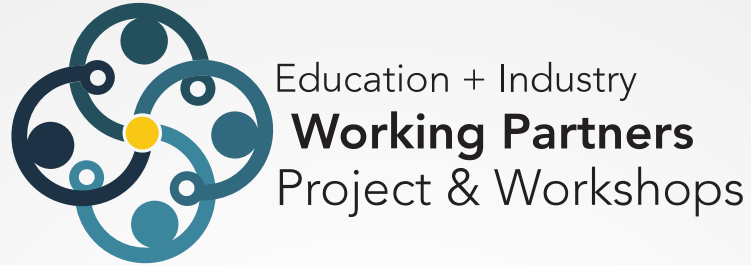
Karen Wosczyzna-Birch

**Executive Director, Principal Investigator -
National Center for Next Generation Manufacturing**



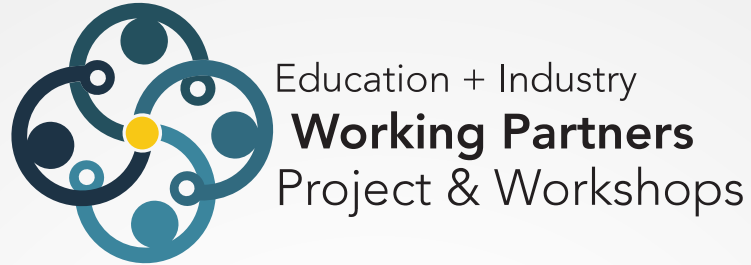
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Wrapping Up



Upcoming....

- Top Ten Tips for Connecting with Industry
Connects Session 1 - Thurs 11:15am
- Working Partners booth
Connects Session 2 - Thurs 3:45 – 5:30pm

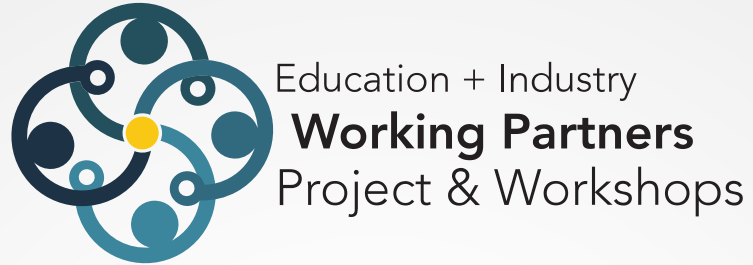


Upcoming....

- Working Partners Workshop - Cohort #8
January 24 – March 15
Fridays, 1:00-2:30pm Eastern

More info:

<https://workingpartnersproject.org/information--registration.html>



Help us improve!

https://www.surveymonkey.com/r/PI2024_preconFeedback



Point your phone's camera and this QR code will
take you to the survey