



CAREER CONNECTED
LEARNING PHL

Positioning Philadelphia's Youth for Career Success

Maintaining Industry Partnerships |

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Objectives

- Understand the importance and benefits of industry partnerships in enhancing career-connected learning for youth.
- Learn strategies for establishing and maintaining long-term, mutually beneficial relationships with industry partners.
- Learn communication strategies and feedback mechanisms to keep industry partners actively involved and invested in program success.

Foundations Inc. Your Capacity Building Partner



Build Capacity

Capacity Building and Support



Strengthen Skills

Professional Learning



Elevate Techniques

Resources

What is Capacity Building? The Toolbox

What you're able to do with what you have

- Human
- Organizational
- Technical
- Partnership

Growing what you're capable of doing

- Improving Skills
- Strengthening Systems
- Leveraging Resources
- Enhancing Partnerships

Importance of Industry Partnerships

Why Industry Partnerships Matter?

- Real-world skills development for youth.
- Access to mentorship and networking.
- Enhances program credibility and opportunities.
- Companies benefit from a future-ready workforce.

Types of Industry Partnerships

- Internships and apprenticeships.
- Mentorship programs.
- Job shadowing opportunities.
- Sponsored training programs or workshops.
- Industry advisory boards.

Importance of Industry Partnerships

How can industry partnerships benefit your program?

Building Strong Partnerships

Identify potential partners

Build mutual trust

Align goals and objectives

Offer value to industry partners

Create long-term engagement

Building Strong Partnerships

Identify potential partners

- Conduct industry research
- Engage with local businesses and employers
- Leverage existing relationships with schools and community organizations

Building Strong Partnerships

Build mutual trust

- Foster open and ongoing dialogue
- Show industry partners that you understand their needs
- Establish clear roles and expectations

Building Strong Partnerships

Align goals and objectives

- Define shared goals
- Develop programs that meet both educational and industry needs
- Establish measurable outcomes and success metrics

Building Strong Partnerships

Offer value to industry partners

- Provide access to a pipeline of skilled workers
- Help meet Corporate Social Responsibility Goals
- Foster innovation by engaging young talent

Building Strong Partnerships

Create long-term engagement

- Develop ongoing relationships, not just one-time partnerships
- Ensure sustainable support through mentorship, internships, or job placement
- Regularly evaluate the partnership's impact

Building Strong Partnerships



Industry Partnership Mapping

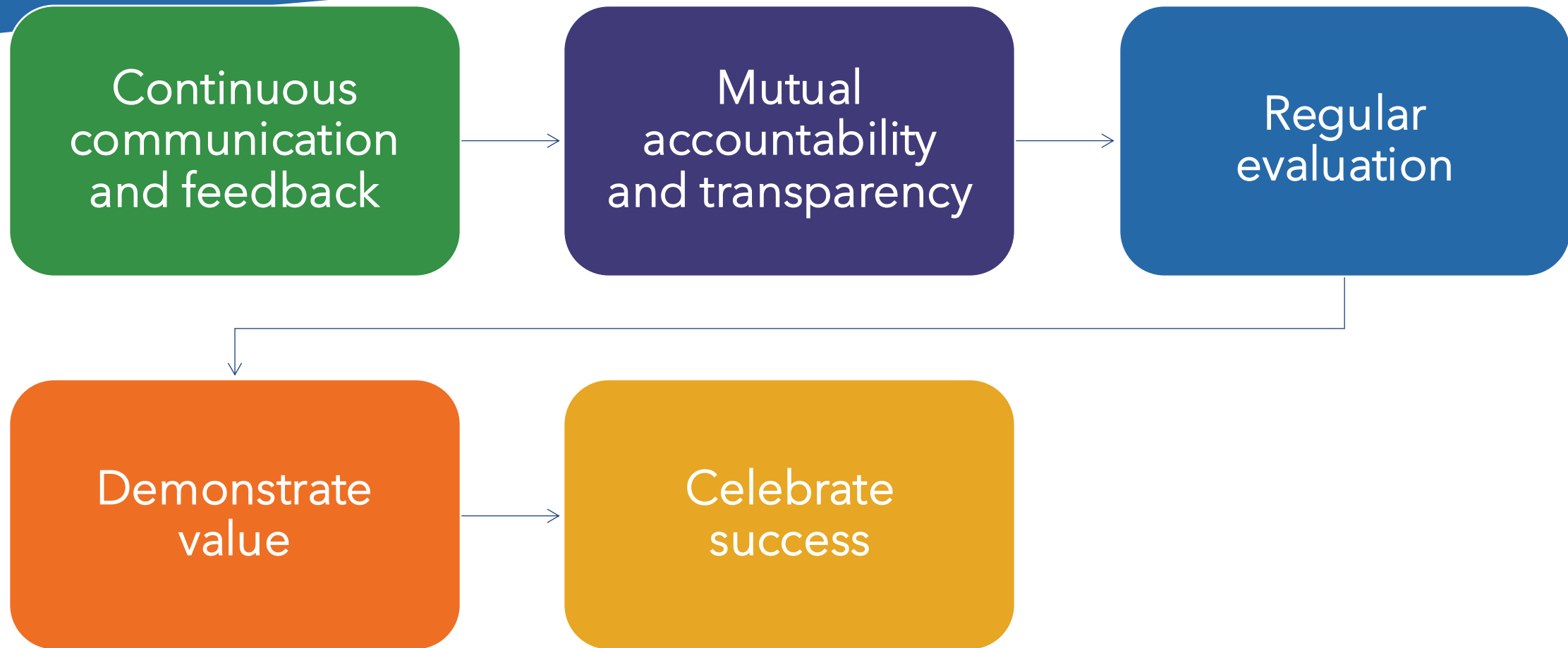
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Use this worksheet to help you identify potential industries/businesses that you think would be beneficial to form a partnership with.

For each business/industry listed, identify the goals you hope to achieve through this partnership (e.g., skills development, career exploration, mentorship, etc.) and list what the youth participants would gain (e.g., hands-on experience, networking, specific skills).

Industry/Business	Partnership Goal	Youth Benefits

Maintaining Strong Partnerships



Maintaining Strong Partnerships

- Schedule regular check-ins
- Establish clear communication channels
- Seek feedback on how the partnership is benefiting both sides
- Share program progress and successes

Continuous
communication
and feedback

Maintaining Strong Partnerships

Mutual
accountability
and transparency

- Set clear expectations and goals from the start
- Hold each other accountable for responsibilities
- Be transparent about challenges and successes
- Adapt as necessary based on changing needs

Maintaining Strong Partnerships

- Conduct periodic evaluations of the partnership
- Assess if goals and outcomes are being met
- Adjust strategies as necessary to align with new goals
- Review feedback from both industry and youth participants

Regular
evaluation

Maintaining Strong Partnerships

Demonstrate
value

- Track and report outcomes
- Show the impact on industry growth
- Highlight long-term benefits for partners
- Present tangible results and return on investment

Maintaining Strong Partnerships

- Celebrate milestones and successes
- Publicly acknowledge partner contributions
- Host recognition events or thank-you initiatives
- Share success

Celebrate
success

Maintaining Strong Partnerships



Maintaining Strong Partnerships

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Use this worksheet to help assess your partnerships and create actionable steps for strengthening them.

Strategy	Guiding Questions	Notes
Continuous Communication and Feedback	<ul style="list-style-type: none">• How often will you check in with industry partners?• What feedback mechanisms will you use (surveys, meetings, etc.)?• What updates will you regularly share with your partners?	
Mutual Accountability and Transparency	<ul style="list-style-type: none">• What are the key goals and expectations for your partnership?• How will both parties be held accountable for responsibilities?• How will you handle challenges or shifts in the partnership?	
Regular Evaluation and Adjustments	<ul style="list-style-type: none">• When will you conduct periodic evaluations?• How will you measure success in the partnership?	

Partnership Challenges

- Misaligned expectations
- Lack of commitment from partners
- Logistical challenges

Partnership Challenges

What is your biggest challenge in maintaining industry partnerships?

Overcoming Challenges

Using the strategies for maintaining strong partnerships, How would you handle the following scenarios?

Overcoming Challenges

Scenario 1

A company is unhappy with the quality of the interns provided by your program. How would you approach the situation and address their concerns?

Overcoming Challenges

Scenario 2

An industry partner has expressed interest in being a mentor for your program but they have limited time. How would you make the mentorship opportunity work for both the partner and the youth?

Overcoming Challenges

Scenario 3

An industry partner wants to change the terms of a partnership after the agreement was already made. How would you handle this situation?

Overcoming Challenges

Scenario 4

A youth participant is not meeting the expectations of the employer during a job shadowing experience. What would you do to resolve the issue?

Partnership Health Check



Partnership Health Check Tool

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Use this worksheet to assess the health of your industry partnerships and plan actionable improvements.

1. Partnership Status

Answer the following questions to evaluate the health of your current or potential partnership.

Question	Yes/No	Comment
Are both parties meeting their goals and expectations?		
Is there regular communication between both parties?		
Are there any signs of disengagement or dissatisfaction from either side?		
Are youth participants benefiting from the partnership?		
Are there opportunities for growth or improvement in the partnership?		

C2L-PHL Resource Library Reminder

Universal Support

- Virtual Training Sessions
- Tools and Templates
- Guides
- Podcasts and Other Media
- Collaboration and Engagement

Capacity Building Virtual PD Events

Thursdays at 10am

*Closing Out Your C2L-PHL Program
for School Year*

March 20, 2025

*Creating Meaningful C2L
Experiences*

March 27, 2025



Questions?

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