

Improving Services to Students

Developing Internal Partnerships and Programs

Presented by

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Highlighting Co-ops

<http://www.clarkstate.edu/academics/co-ops-internships/>

Developing Partnerships

Partnering with Job & Family Services

Jennifer Chilman

Career Navigator



Role of Career Navigator

- **Recruit students and conduct career and academic advising**
- **Monitor student progress to ensure success**
- **Coordinate with Career Services**
- **Provide job search leads and connections**

Impact on Students

- **Career Pathway exploration**
 - Career Services and Ohio Means Jobs
- **Employee Profile**
 - Preferences and Barriers
- **Referrals**
 - Career Services
 - Job and Family Services
 - Student Services



Overcoming Barriers

- **Referrals to and from assistance programs**
 - Childcare Services can pay part of the cost of childcare
 - Ohio Works First (OWF) provides cash assistance through Temporary Assistance for Needy Families (TANF)
 - Food Assistance
 - Transportation
 - Prevention, Retention, and Contingency (PRC) for housing-related expenses, car repairs, work gear or equipment
- **Funding for education**
 - Workforce Innovation and Opportunity Act (WIOA)
- **Business Service Team**

Utilizing Partnerships

- **Career Services**
 - Co-ops
 - Employer Connections
- **Business Partnerships**
 - Credit or non-credit instruction
 - Workforce development

Developing Partnerships

Clark State's Workforce Development

Toni Overholser

Director of Workforce Development



Workforce Development

Training and Professional Services:

- Business Training and Consulting Services
- Workforce Training
- Targeted Selection and Applicant Screening
- Skill Assessments
- Pre-Hire Training
- Incumbent Workers Training

Creating a Unified Message

- Workforce Development and Career Services have very similar interactions with employers and worked together to create a unified message.
- This is very helpful since the departments are working with limited resources (staff).

Examples of Partnership

- When a company is looking for talent, Workforce Development will either invite Career Services to the introductory meeting or introduce them through email.
- Employers have had a positive response to joint meetings because it allows the company to discuss internal training and outside recruiting at the same meeting.
- Career Services directs employers to Workforce Development during conversations about in-house training.
- Another valuable partnership is sharing contacts and leads. Workforce Development and Career Services attend several networking events and promote each other's services to interested organizations.

Workforce Development & OMIC

Workforce Development was instrumental to securing employer support letters for the OMIC RFPs.

- Total support amount from these letters was **\$195,000!**



Guaranteed Interview Program

Developing and executing the Guaranteed Interview Program

- Utilize employer partners already connected to the College
- Employer partners have full autonomy to create criteria
 - Program of Study
 - GPA
 - Experiential Education
 - Eligible students are contacted and congratulated
- Career Services reviews job search documentation and assists with interview prep
- Students are connected with employers
- Program costs are minimal
 - Mailings (return envelopes, stamps, letterhead)
 - Resume paper when needed



Guaranteed Interview Program

Featured Success Story

“Speaking (or rather, writing) of guaranteed interviews, I wanted to let you know that Derrick (who officially is an R.N. as of our interview) not only had a PHENOMENAL interview, but I went so far as to work with my ADOQ to open an RN position for him. He will be starting with us as a full time Medical Staff Associate in February! Thank you so much for sending him our way! Keep them coming!”

Amy L. Pruitt

Center Manager Springfield 492

CSL Plasma



Guaranteed Interview Program

Employer Partners

Advanced Dermatology of Ohio

Associates of Podiatry

Balas Consulting Services

Belle Manor Nursing Home

Bethany Village Care Center

Brookdale Buck Creek

Buckeye Ecocare

Champaign Family YMCA

Cloverleaf Mechanical

Community EMS

Community Green Landscape Group

CompuNet Laboratories

CSL Plasma

Dayton Cemetery

DeLong Air, Inc.

Developmental Disabilities of Clark County

Essex of Springfield

Express Employment Professionals

Family Physicians of Springfield, Inc.

Family Violence Prevention Center

FYDA Freightliner

Gillam Lawncare and Landscaping

Greater Springfield Chamber of Commerce

Hauck Brothers

Heartland of Bellefontaine

Heartland of Springfield

Heartland- Corporate

Hospitality East

Imagineering Results Analysis Corp.

Integrated Ag Services, Ltd.

Interfaith Hospitality Network-Norm's Place

Logan Acres Care Center

McGregor

Memorial Medical Group

MEVA Formwork Systems, Inc.

Mini University- Dayton

Nationwide Children's Hospital

Ohio Medical Transport

Premier Health

Reliant Mechanical

Residential Therapist

Skyward Ltd.

Springfield SBDC, Inc.

Stoops Freightliner

The Siebenthaler Company

Villa Springfield

WesBanco

Woolport, Inc.

Yamada North America

Assurant

