SWP Implementation
DSN Onboarding

Wednesday, January 23, 2019
11:00 a.m. – 2:00 p.m.

SDCE North City Campus – Room 115S (conference room)

Outcomes

- Common understanding of employer engagement and the DSN role within the regional model
- Individual DSN workplans
- Next steps for working together

Agenda

I.   Overview (5 minutes)   M. Smith
      a.   Introductions
      b.   Purpose and Outcomes of the Meeting

II.   San Diego and Imperial Counties Region Context (60 minutes)   M. Smith/S.Hale
      a.   Student Road to Success (*handout*)
      b.   Regional Vision for Employer Engagement (*handout*)

III.   DSN Workplan (60 minutes)   M. Smith and S. Hale
      a.   Workplan Detail (*handouts*)
      b.   Workplan Template (*handout*)

IV.   DSN Resources (10 minutes) (*handout*)   M. Smith

V.   Technology Pilot (40 minutes)   S. Hale
      a.   Jobspeaker Overview (*handout*)
      b.   Pilot Details
      c.   CRM needs

VI.   Wrap-up (5 minutes)   M. Smith
      a.   Schedule next meeting (February)

Discussion prompts for agenda item II.b.

Purpose: Two-way fact-finding

When we meet with the employers:

1. How do we present ourselves to them?
2. What do we give them? Collateral, outline what we have to offer and that we need their help
   a. What is the ask?
      i. Who do you hire?
      ii. What do you hire for?
   b. What is in it for them (the employers)?
3. Who are we meeting with? Who is our target?
   a. How do we identify whom to contact?
   b. What is our sample?
   c. How do we find out the contacts?
4. What do we do with it? What now? Next steps?
   a. Collect and manage data/info
   b. Get info to the colleges