


Employer Outreach to Colleges

1. A large company in your area contacts you about developing a new internship program at your college, similar to one they already have at another college in the region.
 - a. How do you apply the guiding principles to this process?
 - b. How would you approach this internship opportunity if you discover they are an existing contact at your college?
 - c. How would you approach this internship opportunity if you discover they are not already an existing contact at your college?
 - d. Who would you involve in the discussion?

Employer Contacts a College for support	
<p>How are you applying the tenants of the guiding principles when employers contact you?</p> <ul style="list-style-type: none"> • Minimize the burden on employers. • Define communication process between Regional Directors and colleges to ensure employer needs are met and placement data is up to date. • WBLCs and JPCMs will communicate and coordinate their employer contacts and responses, bringing in other individuals on campus as appropriate. • Each college will define and document WBL and job placement processes that include technology and communication connections to other related processes. 	
<p>What protocols have you established with others at your college for working with employers?</p>	
Previously Existing Contact:	New Contact:
<p>How do you know what protocols to follow when working with a previously existing contact?</p>	<p>How do you establish protocols for working with a new contact?</p>
	<p>How are other team members involved in the process of establishing a new relationship?</p>
<p> Data: What information is tracked when an employer contacts you? Who is it shared with? Where are you storing it?</p>	