

Working Effectively with Employers: Paired Grantee Team Discussions

Wednesday, May 16, 9:00 – 10:00 am

Instructions for Activity

Activity Goal: Discuss and identify effective “win-win” employer engagement practices that address employers’ needs and interests, and generate employment outcomes for HPOG participants.

Suggested Outline for Conversations:

1. Review the 5 sections of the employer engagement life-cycle (see graphic on reverse of this page) and choose on one section where you want to focus your conversation.
Where is there the most interest and energy among the two teams?
 2. Quickly brainstorm ideas for specific practices to use for your chosen area. *What has worked for your project and what practices have you learned about from elsewhere that sound promising?* List at least 5 practices, but no more than 10.
 3. From the list, choose two practices that your group thinks have especially strong potential to strengthen employment results. Discuss why this practice is important and how it can lead to higher employment outcomes. Make sure someone is taking notes! You can use a flipchart to capture notes if you want.
 4. Choose a team member to describe your team’s two recommended practices to the full group. Your presentation should answer these basic questions: *Why did you choose this practice? How does this practice lead to employment outcomes? What are a few key actions that will make it most effective in bridging the needs of employers and participants?*
- **Your table should have completed your discussion and be ready to present by 9:40 am.**
 - **Each table will have two minutes to explain their chosen practices.**

Employer Engagement: Relationship Management Life-Cycle

